

AWISA

THE MAGAZINE

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

PUBLISHED BY THE AUSTRALIAN WOODWORKING INDUSTRY SUPPLIERS ASSOCIATION LIMITED



Elegance and Confidence

Setting a new standard for convenience, ergonomics and productivity



Altendorf Elmo IV

The pinnacle of the modern sliding table saw

Product of a hundred years of evolution, the Altendorf Elmo IV is the pinnacle of Altendorf's sliding panel saw range. The Elmo IV panel saw combines the latest technology with the pure engineering and design that our 120,000+ customers worldwide have come to trust.

With fully motorised height, tilt, rip and crosscut-mitre fence adjustment and the unparalleled cutting performance of an Altendorf saw, the Elmo IV offer the best of both worlds - quality and speed.

Come and see the legendary saws at one of our many showrooms across Australia. Visit www.altendorf.com.au or call 1800 558 258 for more details.



Altendorf Australia Pty. Ltd.
Head Office: 6-7 Bushells Place
Wetherill Park, SW 2164
Toll Free 1800 558 258



High level CNC technology

All 4 axes - rip fence, crosscut fence, height and tilt are motorised and controlled via touch screen for ease of use and productivity.



Perfect cut on all materials

Infinitely variable between 2000 and 6000 rpm, the **VARIO drive** can be adjusted to deliver the optimum cut on any material.



PC Connectivity for efficient workflow

The ElmoIV is equipped with PC connectivity interface as standard. This enables powerful applications such as optimisation programmes and cutting patterns.



Advanced applications - simple controls

Via the intuitive eye level interface, the ElmoIV can position itself for over 600 cutting set-ups such as: Incremental dimensions, grooving, bevel rip with oversize, mitre joints between pieces of different widths, cutting sequences and geometric shapes.

AWISA THE MAGAZINE

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

EDITOR AND PUBLISHER

Geoff Holland
General Manager, AWISA Ltd
Phone 02 9918 3661
Email: info@awisa.com

CONTRIBUTING EDITORS

John Halkett, Simon Hodgson,
Anton Gerner, Geoff Bills and
Jim Bowden

DESIGN

Felicity Carruthers

PRINTER

Major Graphics Printers Pty Ltd

Post all correspondence to:

AWISA Ltd
P.O. Box 925
Avalon NSW 2107

Copyright AWISA. All rights reserved.
Magazine or part thereof may not be
copied or reproduced without written
permission by the publisher. Contained
specifications and claims are those of the
manufacturer.

Disclaimer: Advertising statements and
editorial opinion are not necessarily
those of AWISA Ltd unless expressly
stated. The publisher and editor assume
no responsibility for errors or omissions
or any consequence of reliance on this
publication.

The Australian Woodworking Industry
Suppliers Association Ltd is a trade
association that represents the interests of
suppliers to the cabinet, kitchen, joinery,
furniture, fit-out, and other wood, timber,
aluminium, plastic, stone and panel
processing industries. Members include
suppliers of machinery, materials, fittings,
software and services. Membership and
advertising enquiries are welcome.

DEAR READER,

One of the advantages of AWISA's decision to publish this magazine has been that AWISA now has a reason to be in more frequent contact with the state and national trade associations that represent the many sectors of the woodworking industry. Before, we made contact in the lead up to the AWISA exhibition, and offered associations stands and meeting rooms. Now we actively seek editorial submissions from each and every association.

With this more regular contact comes a regular comment. "What can be done to help the industry with the many issues affecting it?" We need to address these issues in a positive way and we need to make government more aware of these issues. But the problem has been that we do not talk with one voice and it is very easy for a state government, let alone a federal government to ignore a small voice.

The FIAA in NSW is therefore to be applauded for bringing the industry together at the inaugural Furniture, Cabinetmaking and Joinery Forum (FCJ) in early February. On the next two pages we report on the forum. It is early days and a lot of work has to be done, but the formation of a national body representing most or all of the associations in the industry will give us a stronger voice which will be harder to ignore. We welcome input from readers on the issues that should be pursued, and we welcome hearing from you if you have the time and desire to get involved.

As I have already commented these issues have to be attacked in a positive manner. Late last year I had a call from a W.A. reader who appreciated the fact that we had published some information that gave her company some facts to use as ammunition when selling to a customer who was comparing her company's prices with prices at a major hardware chain. In this edition we have expanded on the subject with an article on "How to sell against cheap imports." Hopefully the article presents some facts in a positive way that can be used when talking to customers. If there are other subjects you would like us to research and publish, please let me know.

GEOFF HOLLAND

General Manager
Australian Woodworking Industry
Suppliers Association Limited

CONTENTS

- 4. **COUNCIL:** Call to arms.
- 6. **OUTLOOK:** World economy.
- 11. **INDUSTRY:** Window forum.
- 12. **MARKETING:** Selling against imports.
- 17. **PANELS:** Earn buildings green points.
- 19. **LEGAL:** Plan for succession.
- 20. **MACHINERY:** Classic furniture.
- 24. **PROFILE:** Dream machine arrives.
- 27. **FLOORING:** New line operation.
- 29. **KITCHENS:** Cooking up new approach.
- 30. **SHARPENING:** Hand tool basics.
- 34. **HARDWARE:** Intelligent sliding system.
- 38. **STORAGE:** Staying ahead of the game.
- 44. **HARDWARE:** Long established business.
- 46. **COMMENT:** Apprenticeships, licensing.
- 49. **MACHINERY:** A reputation for quality.
- 50. **MANUFACTURING:** At its best.
- 52. **EDGEBANDERS:** Innovation.
- 54. **TRAINING:** For designers.
- 57. **MACHINERY:** Boosting production.
- 58. **AWARDS:** Best interior fit-outs.
- 61. **PRODUCTION:** Efficient online ordering.
- 64. **SHOWS:** Latest machinery.
- 68. **VENEER:** Increasing fashion statement.

Plus other industry news and product news.

National council to be formed to advance the cause of furnishing, cabinetmaking and joinery industries

Call to arms heeded at landmark forum

THE INAUGURAL FCJ FORUM held in Sydney in February 2011 unanimously agreed to establish an industry council to progress critical industry issues. The forum that brought together more than fifty key players in the furnishing, cabinetmaking and joinery industries was opened by AWISA chairman and managing director Altendorf Australia Rick Lee.

The forum discussed the strategic direction of the industry lack of capacity to raise concerns with the Government and consumers. The forum also listened to argument about the need to prepare a plan directed at further developing the industry's capacity and capability, and therefore its import competitiveness and export readiness.

The forum idea was initiated by the FIAA as a call to arms by leading industry players. "We need to build a collective will – not only to save our industry, but to ensure our industry develops and prospers to its maximum," said FIAA New South Wales chairman Ron Scott.

"We believe that the first step therefore will be to establish a new national council of industry stakeholders to advance our case to governments and to address the various challenges facing our industry."

FIAA believes that the involvement of relevant industry associations, as

well as leading industry businesses in this project is essential. "We need for the entire furniture, cabinetmaking and joinery industry to recognise that we are under threat. We need for the entire industry to recognise that the best means of meeting and overcoming this threat is through a collective will and action," said Ron.

"Our very first task however is to build an industry community. Collectively our wider component and board manufacturing, furniture, furnishing and joinery industries represents a huge number of enterprises employing Australian workers, so if we can act as one on the right issues, we have a chance to achieve some positive results."

FIAA chief executive Martin Lewis said the point has been reached where the FIAA believes "enough is enough" and the formation of a collective industry body representing all sectors of the greater furnishing, cabinetmaking and joinery industries is now well overdue.

"We are proposing that this national body could create and deliver a single united voice to federal and state governments and develop a strategic industry plan and seek government endorsement to implement this plan."

The forum heard that furnishing, cabinetmaking and joinery industries occupy a special place in Australian industry in that while they are very

clearly manufacturing industries they have a significant interface with the building and construction industry supporting a workforce exceeding 100,000 people.

Over the past couple of decades, as Australia has increasingly become part of the 'global village', the place of furnishing, cabinetmaking and joinery industries in the Australian marketplace has been challenged by overseas imports.

Martin Lewis said that in economic terms, the industry suffers from market and government failure. "These failures extend to the management of warranties, payment deposits and licencing. Imported products do not have to comply with the standards required for domestic manufacturing by federal and state government legislation."

"As a result, Australian furnishing, cabinetmaking and joinery businesses must compete with product imported overseas on a totally unfair playing field. Sadly however, the politicians and the bureaucrats do not understand that this is no game," he said.

Ron Scott said that it is only a little more than ten years ago that competition in the furniture sector from product imported from China really started to intensify.

"During that time, we must remember that the value of the Australian dollar as an international

Rick Lee, AWISA chairman and managing director of Altendorf Australia.

Below left: Inaugural forum speakers: Ron Scott, FIAA NSW chairman; Rick Lee, AWISA chairman and Richard Alba, AWISA board member.

Below right: Part of the strong industry support contingent are Tracey Gramlick, Australian Window Association; Martin Lewis, FIAA; Simon Dorries, Engineered Wood Products Association of Australasia, and Alan Broome, Decorative Wood Veneers Association.



currency pegged against the US dollar ranged from as low as \$0.54 through to its current recent high of \$1.01. In short, based on currency alone, imported products are now almost twice as cheap now compared to 2002," he said.

"However, the issue though is not simply about our capacity to compete with overseas products. The fact of the matter is that currently there is a wide belief that much of the imported product simply does not comply with Australian standards or other consumer requirements that face our domestic industries."

In relation to an industry plan, Martin Lewis said its development would undoubtedly need to focus on the challenges to improve Australia's furnishing, cabinetmaking and joinery industries. "A plan will need to detail programs aimed at improving the capacity of the industry, its profile in the community and the marketplace in which it operates."

"The plan will need to articulate elements addressing capacity issues, including management and owner education programs; fostering a design and innovation culture; advocating environmental sustainability; promoting computer-based manufacturing and design; supporting labour market programs, particularly in trade and installation activities, and

assisting 'business clusters' and supply chain improvements," he said.

"The plan should also articulate elements addressing the profile of the industry in the community, including raising awareness of high quality, high value Australian products; developing campaigns to demonstrate the perception of value in quality Australian made furniture and joinery, and developing campaigns to promote environmental best practice products."

Following the unanimous decision to establish an industry council it was agreed that a second meeting be held in Melbourne in April. In the meantime follow-up industry liaison and initial priority task setting will be undertaken by the FIAA. ■

Below: Industry suppliers Ross Campbell, managing director Homag Australia and Ron Redman, business development manager, Blum Australia, lend their support.



Creating noise by speaking as one



Abridged version of the opening address to the FCJ Forum by Rick Lee, AWISA chairman and managing director, Altendorf Australia.

Today's forum is unique in that it brings together an otherwise splintered industry to discuss issues of major concern to us all.

The various associations and groups represented here today provide an important function in looking after the needs of members within our industry. Because our industry is far reaching and Australia is a vast geographic space, voices are sometimes lost in the sheer volume of calls for attention. And while many of the issues that concern one group or association also concern the others, it is often difficult to coordinate our responses to these concerns when groups conduct their business in isolation from one another.

Our industry is currently faced with enormous threats to our wellbeing and ongoing viability. Over recent years we have seen our furniture industry face virtual annihilation from overseas attack. We have watched while industry concerns have been ignored by governments that seem oblivious to the long-term consequences of inaction.

We can no longer stand idly by and see our wood industry's manufacturing base disappear segment by segment because of political inaction.

Governments work on the philosophy that they are elected to get re-elected. They look for big vote winners and take note only when their re-election chances are either threatened or enhanced by numbers. There is strength in numbers. And while the importance of individuals, specific industry associations and interest groups cannot be over emphasised, we can only create enough noise so that we will be heard if we speak as one, if we speak as a community based on common goals and aspirations.

It is our hope that in bringing together the key players in the furniture, cabinetmaking, joinery and suppliers industries, we can build a community with a loud enough voice to threaten government re-election chances unless they respond to our concerns. However, we also want to be proactive and build a community that is positive thinking. And we want to develop a strategic plan to develop the industry so that we can compete with imports and develop our export capabilities.

This forum seeks to bring our industry together with one voice.

by Geoff Bills

Outlook

The economy: world outlook



Geoff Bills

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

WORLD OUTPUT GREW strongly in 2010 and is expected to continue to grow at above-trend rates both this year and next.

The International Monetary Fund (IMF) economists, who know more about the world economy than most, recently revised upward their October 2010 forecasts. They now estimate that world GDP increased by 5 per cent in 2010 and forecast growth of 4.4 per cent in 2011 and 4.5 per cent in 2012.

This relatively fast growth is from a low base – world output fell by 0.6 per cent in the recession of 2009 – but is well above average growth, of 3.7 per cent, over the last 15 years.

As Chart 1 shows, recovery from the recession continues to be led by the developing economies, especially by China, expected to grow by 9.6 per cent this year, and by India, where growth of 8.4 per cent is forecast.

The developing economies, as a group, are forecast to grow by 6.5 per cent in 2011: much faster than the 2.5 per cent expected of the advanced economies. Among those, the United States is forecast to do relatively well, Japan and the Euro area rather poorly.

These forecasts are not without their risks. High levels of sovereign debt in many Euro area countries mean that some might default on capital repayments or on interest, upsetting financial markets, driving interest rates higher, and slowing economic growth.

Such fears, which shake share markets from time to time, are put into perspective in *This Time is Different*, a book by American economists Carmen Reinhart and Kenneth Rogoff. Sub-titled *Eight Centuries of Financial Folly*, the book points out that most countries in the world have at some time defaulted on their external debt; and that Greece, over the past 200 years, has been in default for about half of that time. Yet the world has not stopped!

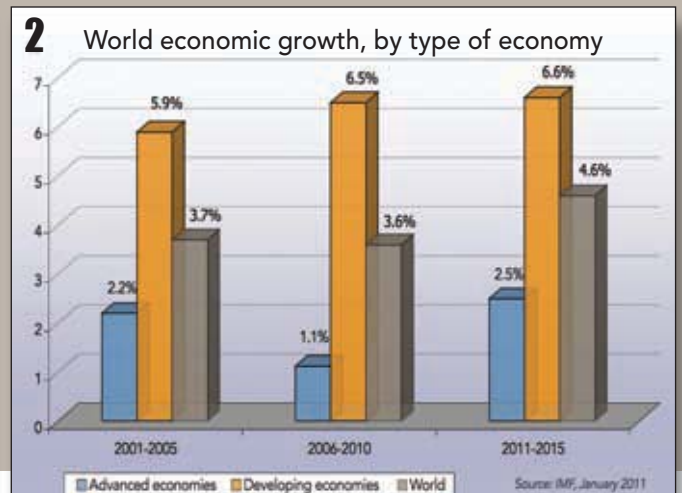
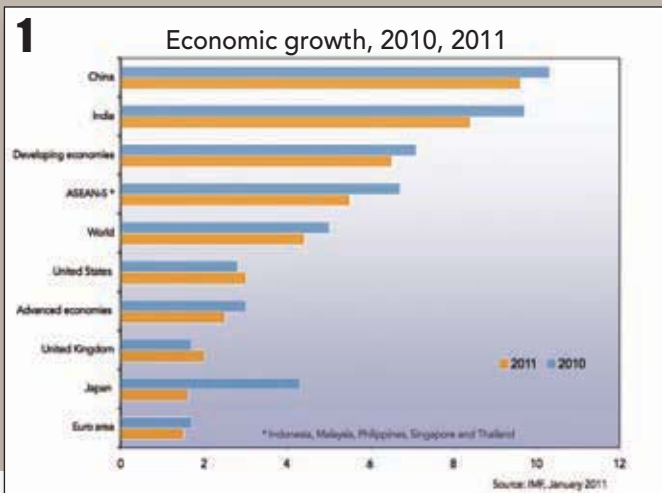
Another fear is that rising inflation in the fast-growing developing world will necessitate curbs on credit growth, which will in turn restrict economic growth.

Consumer prices in China rose by 4.9 per cent in the year to January 2011 and some commodity prices have been rising even more rapidly. However, the Chinese have already raised interest rates and tightened credit; and as they have achieved growth of around 10 per cent a year for more than a decade, they are quite likely to continue to do so.

Although the IMF acknowledges these risks, it still thinks the most likely scenario over the next five years is for world growth to accelerate, and to average 4.6 per cent a year, compared with 3.6 per cent a year over the past five.

Australian prospects

The return of rapid growth in the developing economies has fuelled demand for iron ore, coking



The return of rapid growth in the developing economies has fuelled demand for iron ore, coking coal, base metals and food.

coal, base metals and food. As Chart 3 shows, Australian commodity prices have now passed their previous peak and are driving record investment in mining, a higher \$A, and rising incomes.

History suggests that commodity prices – and therefore the terms of trade, or the ratio of export prices to import prices – will not stay at their currently elevated levels for ever: high prices will eventually lead to increased supplies, which will bring prices down.

But investment in new mines fell sharply in the world recession, so it will probably be some time before supply catches up. Just how long, nobody knows. But when it does, many believe prices will not fall back to the levels that prevailed through most of the 1990s.

Reserve Bank Governor, Glenn Stevens, acknowledged this in a recent speech: 'We do not know what the terms of trade will do in future. It would be rather extreme to assume that the rise of China and India is a short-run flash-in-the pan phenomenon. Likewise it would be imprudent not to allow for a fairly significant fall in prices, even if only to still pretty attractive levels, over several years. But the truth is that we will learn only gradually what the detailed shape of the

new environment is.' (The Resources Boom, Melbourne, 23/02/2011)

In the face of such uncertainty Stevens believes we should do three things:

- encourage saving rather than spending
- let the high \$A do its work of discouraging investment in industries that are now less internationally competitive
- do all we can to increase productivity in those threatened industries so their share of the economy shrinks as little as possible.

The Reserve Bank's recent economic forecasts, which take account of the Queensland floods, are set out in Chart 4.

They show that, apart from allowing for the loss of output in the December and March quarters of 2010/11 and the acceleration of economic activity in following quarters as reconstruction takes place, its scenario has not changed.

The RBA sees the mining boom driving economic activity, incomes and employment higher in the years ahead. And with unemployment relatively low, at 5 per cent, it is watching for signs of a rise in inflation and ready to raise interest rates to hold inflation down. It sees, in other words, the need to use

interest rates to restrain household spending and non-mining business investment, in order to allow the mining boom to proceed without wrecking the economy.

Given that strategy, some economists are predicting four interest rate hikes over the next twelve months, taking the cash rate from 4.75 per cent to 5.75 per cent.

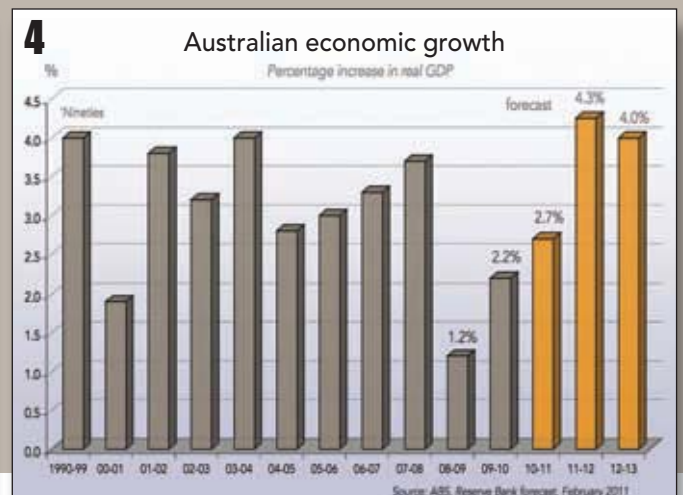
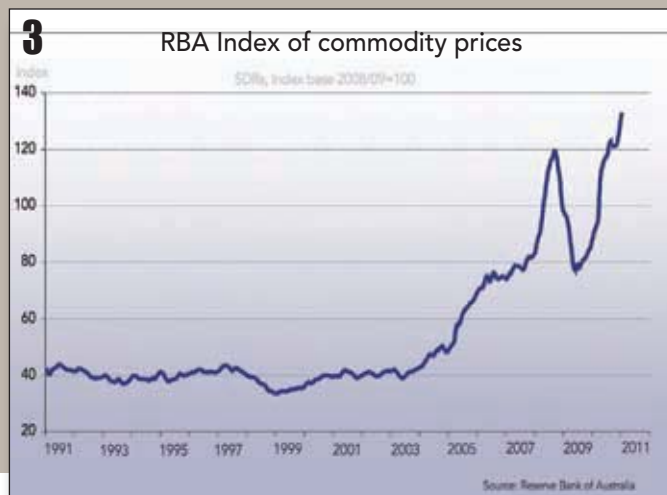
We doubt that that will happen.

Retail spending remains subdued: households are spending less – despite 50 per cent discounts – and saving more.

Preliminary estimates of building and construction activity in the December quarter of 2010 show that engineering construction – the growing part of which is mining – increased by 7 per cent, whereas work done on new housing fell by 2 per cent and on non-residential building by 10 per cent.

The rate rise last November hit retail, housing, and private investment in industrial and commercial building hard.

We think they will recover gradually in the year ahead: but so gradually that only two rate rises, not four, will be needed to contain inflation. ■



Case Study



Specialty Doors:... the name says it all!

Specialty Doors is a family owned business operated by Kieran Wilson and John Ellis. The company has been in operation for 20 years at their Noble Park factory where they manufacture both Flush Panel and Solid Timber Doors.

Specialising in non standard size doors their customers include retail outlets such as Bunnings, Bowens and Mitre 10, down to privately owned door shops.

Manager for Specialty Doors, Mr Brendon Bartling, says that they currently employ 23 people and that their success is due to the fact that the business focusses on 2 main points. These are, supplying superior quality doors and supplying them with good service.

Over the years Specialty Doors has experienced consistent growth and as a result have established themselves as a leader in their market. 2010 was an especially busy time for the company, which resulted in them outstripping the production capabilities for their existing CNC Routers. This prompted them to start looking at new CNC routing machines.

Brendan Bartling takes up the story. "We started to look for new Routers to increase production and to reduce lead times. We also found that the

very high maintenance costs of the old router was difficult to justify. In the end I looked at all the major brands and after a fair degree of research our final choice was to purchase a Multicam CNC Router. I wanted a machine that was easy to use and operate and required little maintenance. It was also very important that the company supplying the machine could provide local technical support. The Multicam CNC Router is Australian manufactured which, for the future, will ensure quick delivery time for parts when compared to foreign built machines."

Specialty Doors have purchased the latest model SR5312Vi Multicam CNC Router with a process area of 5300mm x 1200mm.

When asked what production benefits have been realised since taking delivery of the Multicam machine, Brendan says "On our previous routers each door was on the machine for 3 minutes 30 seconds. On the Multicam Router it takes 1 minute 37 seconds to run the same job. The quality is excellent and our customers have seen a huge improvement in our lead times. Our operator has learnt to use the Multicam machine very quickly and I was especially pleased that we were able to be in full production on the same day the machine was commissioned. The guys from

Multicam really know what they are doing".

Brendan adds "I love the WiFi controller on the Multicam. The combination of software and Multicam machine means that we can now venture into more challenging and varied work rather than just sizing doors. We are able to offer our customers a wider range of products and services. They can design their own glass openings and panel shapes and we can now look at doing more architectural designed work because we are able to run more complex shapes in our range of timber joinery doors. Previously we were restricted in what we could cut and rout on our older machinery."

In conclusion Brendan says "Now that we have the Multicam CNC Router it has given us a sense that anything is possible. We get customers who ask for a special design or pattern that in the past we have had to give a miss, but now it just seems so easy. We are already asking ourselves, how did we get by without it? I have no doubt that my next router will be a Multicam."

For enquiries on all types of Doors, standard or special, contact; Specialty Doors at 6 Overseas Drive, Noble Park, Melbourne VIC 3174 (03) 9790 1911.





BEWARE

of cheap routers made in
China or India

The next generation of CNC routing machines.

MULTICAM SR2412vi

MADE IN AUSTRALIA

Automatic
Tool
Change

MULTICAM

Proudly 100% Australian
manufactured for over 25 years



Material loading/unloading



Travelling Rotary Tool Changer



Multiple drill heads

Standard control features

- Gigabit Ethernet connection to a host LAN
- Wireless networking (WiFi)
- Unlimited file data storage
- 3D motion at 4.125 million integrations per second
- Full S-Curve acceleration
- Remote accessibility activity log via internet
- Remote machine administration via internet
- Automatic tool calibration
- Tool history log
- Axis drive load sensing
- Dynamic braking

Options and Accessories

- Fully enclosed travelling rotary tool change
- Automatic material loading
- Automatic conveyor unloading system
- Gang drill heads
- Oscillating knife head
- Dual routing heads
- Chisel head
- Camera recognition system
- Barcode scanner
- Dust extraction system
- Pendulum vacuum system

NSW Office: 60 Enterprise Drive, Beresfield 2322

VIC Office: 11/40 Ricketts Road, Mt Waverley 3149

QLD Office: 8/42 Trade Street, Lytton 4178

Ph: 02 4964 1900 Fax: 02 4964 1911

Ph: 03 9558 8022 Fax: 03 9558 8055

Ph: 07 3348 7866 Fax: 07 3348 4366

MULTICAM

CNC ROUTING MACHINERY

www.multicamcncrouters.com.au

© www.HOMAG.com 0202010



Precise edges at an affordable price

Everything comes together in the new HOMAG edge banding machine Ambition series: Top quality and precision, high performance, a comprehensive equipment outfit and simple operation – and most important of all, a highly affordable price tag. Making entry into industrial class manufacturing a viable proposition for every woodworking shop.

We will be pleased to provide you with more detailed information.

www.homag-group.com

Come and see the new HOMAG Ambition 2270 with PUR Gluing Technique at the HOMAG Australia Sydney Showroom



HOMAG Australia Pty Ltd
6 - 8 Tasha Place · Kings Park
NSW 2148 · Phone: +02 8865 2700
info@homag.com.au

INDUSTRY

Success with a system

forum

Windows and doors forum considers critical issues



WADIC'S annual general meeting held in Melbourne was the precursor to an action-packed member's forum - along with some serious networking assisted by celebratory drinks and canapés.

The AGM provided an opportunity to review activities undertaken over the past twelve months. General manager Bronwyn Foord says she felt happy about the achievements and progress made. "Some goals continue to prove harder to realise than expected, but we believe that even those that have proven difficult are now closer to being reached."

"For instance, the ongoing issue of illegal logging policy and recent moves in some states to close down access to native forests for timber production were among those issues that will require attention and effort in the future."

Speakers at the forum that followed the AGM included director of Briggs Veneer Juel Briggs. She presented an entertaining, but serious report on where the industry sits in relation to the federal government's illegal logging policy and how the policy might impact on timber merchants and manufacturers. She gave an overview of the actions that WADIC and a group of industry associations were taking on the issue. She also raised concerns about how proposed

legislation might function; what mechanisms would be implemented to track timber products, and the costs that the industry was likely to have to absorb.

WADIC secretary Mark Foord spoke about energy-related issues and provided some insights about how energy was measured and costed. He spoke about the differences in the density of timber and how, for example, a species like western red cedar was more 'energy efficient' than higher density hardwoods. Mark also touched on the work of the National Fenestration Rating Council and mentioned the CMAST energy rating software.

Long-serving South Australian committee member Tino Basso spoke about the value of Forest and Wood Products Australia's (FWPA) Booklet 4 Building with timber in bushfire-prone areas – BCA compliant design and construction guide. For members manufacturing and supplying into bush fire rated areas a copy of the booklet can be accessed via the FWPA website www.fwpa.com.au.

According to Bronwyn the highlight of the forum was the showcasing of the Timber Window and Door Manual by Herson Communication Services on behalf of the WADIC Committee. "The manual is

WADIC Committee ... acknowledged progress made but pointed to challenges ahead.

available in a 'page-turning' format that Herson have prepared in close consultation with WADIC and the University of Tasmania (UTAS). The manual is now available on the WADIC website www.wadic.org.au."

"The research and writing of the manual, funded by the FWPA, was undertaken by the UTAS in collaboration with WADIC. We acknowledge the efforts of Professor Greg Nolan of the UTAS and the support of the FWPA, plus the input from those WADIC members who had technical input into the manual," she says. ■

by Simon Hodgson

inform

How to sell against cheap imports

BRAZILIAN FINANCE MINISTER, Guido Mantega, recently stated that the world is “in the midst of an international currency war.” In an effort to recover from the global economic crisis, Brazil and a host of other countries including Columbia, Thailand and South Korea, are attempting to stimulate their exports by making their currencies cheaper. These efforts add to the longstanding tensions between Western nations and China over the latter’s monetary policy, which many say keeps the yuan artificially low. Could things be getting out of hand?

So what exactly is a currency war and how does this affect the kitchen industry here in Australia? A currency war is more of a political than an economic condition. Governments frequently intervene in their currency markets, increasing the money supply to stimulate trade and reduce unemployment, or decreasing the supply to combat inflation. The problem is that in an interlinked global economy, currencies don’t rise or fall in a vacuum.

a meaningful and
deliverable argument to
the consumer

When China keeps the yuan artificially low versus the U.S. dollar, it keeps the cost of Chinese goods low in the United States and Australia, contributing to a trade imbalance. When countries are fighting over currency, they’re less likely to agree on bilateral trade.

Today the fight against cheap imports can clearly be seen, and the ongoing effect on the kitchen and bathroom sector is more apparent now than ever before. Are the issues of formaldehyde, design options, warranty, and longevity things that can be put together to create a meaningful and deliverable argument to the consumer?

Part of this process lies in the ability to distinguish between the product that is made in Australia and that which is imported.

Formaldehyde is a word that often stirs confusion in the minds of those that work in the industry and those consumers who are aware of the issues relating to formaldehyde. So what is formaldehyde? Formaldehyde is a colourless gas with a pungent, irritating odour. It is used in the production of resins that act as glues for wood products. Formaldehyde release is highest in newly manufactured pressed wood products, and decreases over time.

Breathing formaldehyde vapour can irritate the eyes and nose, which may cause burning, stinging or itching sensations, a sore throat, watery eyes, blocked sinuses, runny nose, and sneezing. Formaldehyde has been shown to cause nasal cancers in animals. Some human studies have indicated possible association or links between other cancers and formaldehyde exposure.

The CFMEU’s health and safety coordinator, Mark Kingham, in an article in 2008, said that American studies have shown the potential for a serious risk with the substance. “In an instance of short term exposure, the potential of risks is minimal, however

long term exposure is a possibility here in Australia” he said. “There’s also a long term health effect for ordinary householders, when you think of kitchen cabinets. Tests show that formaldehyde cures out of the product into the air for up to 20 years after it has been installed”

However Mr Kingham added: “There is a voluntary formaldehyde content standard that Australian manufacturers comply with, but imported particle board often contains up to four times the acceptable level – or none at all”. The question therefore has to be asked – “what is the best – no formaldehyde or some, (obviously not at four times the level), but well within Australian Standards?”

I spoke with George Abagi, specification development manager for Polytec about formaldehyde and the issues that face a manufacturer such as Polytec. Borg Manufacturing is a privately owned Australian manufacturer of decorative laminates, doors and panel products. Polytec is the sales and marketing business that distributes Borg manufactured products to kitchen, wardrobe and commercial manufacturers and retailers across Australia. “All Australian manufacturers of particleboard and MDF voluntarily undertake to meet all requirements of the Australian Standards for these products. These requirements include mechanical and physical properties and an all-important health and safety requirement for low formaldehyde emission.”

“To ensure health and safety of workers and users of these products, an international classification called “E1” is defined in Australian



Standards. As part of the voluntary compliance, all Australian products are labeled "LFE E1", meaning "Low Formaldehyde Emission". This form of labeling is part of the standard and was introduced after consultation and negotiations with the relevant Trade Union (CFMEU)."

"Polytec's product offer on board products is E1, in accordance with the current Australian standards. We have also gone a step further and are able to provide E0 if required however, the cost of manufacturing this product is greater. Hence, E1 is the most common and utilised product in the Australian joinery industry. The product "Createc" is as standard, E0. At Polytec, we recognise the importance of not only complying with Australian Standards, but also ensuring our customers, at both a manufacturing and retailing level are made aware of our compliance. Non compliant board from overseas is something that is definitely on the increase and our customers need to see and understand the concerns that brings to our organisation"

The board we all know and love is called HMR- High Moisture Resistant. But why do we use it when many parts of the world don't. I also spoke to Simon Dorries, the General Manager

of EWPA (Engineered Wood Products Association of Australia) – a good man to know when you need this kind of information!

Imported board is rarely HMR. HMR certainly produces a much more durable board...In the case of a kitchen, the likely life expectancy will be more than double.

"From my experience, imported board is rarely HMR, increasing adhesive loading to meet HMR requirements adds significant on costs. Overseas manufacturers rarely, if ever, will do this. HMR produces a much more durable board and much greater moisture resistance. In the case of a kitchen, the likely life expectancy will be more than double."

And on the question of formaldehyde Simon says: "Formaldehyde emissions are greatly influenced by the type of adhesive, HMR will often have increased melamine content.

This has the added benefits of improving durability, while reducing formaldehyde emissions. In Australia

and New Zealand, formaldehyde is regulated by Work Safe emission limits to meet workplace safety and only low emission adhesives are permitted. The flow on is that Australian and New Zealand made boards have incredibly low formaldehyde emissions. The same is not true for board products from many overseas countries. Australian made board meets emission classes E0 and E1, products meeting these classes are recognised as safe for all use in all applications". He adds: "We would like to see all importers testing and declaring the durability and formaldehyde emissions of all panel products which they import".

Now that information certainly arms you with more than enough ammunition when you have a consumer asking the question, or more importantly when you are discussing why they should be purchasing a locally made product using locally manufactured board materials from you.

Australia's kitchen manufacturing sector includes many small family run enterprises. In Europe the opposite is true, large manufacturers and many retail only outlets. Where we have a distinctive advantage is in design options and warranty.

Design is unquestionably the catalyst for creation. We all recognise that

Australian built kitchens: better design and better warranties than most imported kitchens, plus low formaldehyde emissions and high moisture resistance.





The issue also affects bathroom products.

our consumers are educated, but to be truthful, a large proportion of that education has been done by the industry itself over a period of years. We do, by European standards, over engineer our cabinetry, however when the challenges of imported products stare us in the face on a daily basis, our ability to manufacture to the millimetre serves us well. Imported kitchens are often limited in design options and this is a distinct advantage that must be used repeatedly.

I have a colleague in Brisbane, who competes at the middle to top end, who regularly designs knowing that something a little off mainstream cannot be mirrored by his imported opposition. The other issue that falls into this same category is that your consumers need to recognise that if there is a damaged item or an incorrectly supplied component, you won't be waiting weeks, if not months, for a replacement. Find out what really pulls at your customers strings and feed on it.

Warranty is another issue that raises the eyebrows. All cabinet makers, joiners etc who operate in this country

have to provide Home Owners Warranty (H.O.W.) when they supply and install a kitchen, not the perfect system as we have all learnt, but those hardware chains that supply-only don't have to provide the same security for the consumer as the rest of you.

The comfort of a full warranty has to bring piece of mind to any individual

Ensure that your customer is fully aware of your own responsibilities under the law and the failings of dealing with others. There may be a cheap alternative out there but the comfort of full warranty has to bring peace of mind to any individual. A classic example of that is that if a hardware store supplies the product it may offer as little as a one year warranty, if any, and the tradesperson he recommends doesn't have to either, yet in NSW for instance, you as a cabinet maker must offer the full seven years and provide H.O.W., and that's after you've gone through all the financial checks under the sun.

At the end of the day, the cheaper product is here and is being sold mercilessly to the end consumer. The product supplied is often inferior to anything we, as an industry, will supply as a normal part of doing business. Today, as a retailer and/or manufacturer, you have to ensure that you and your staff put strategies in place to not only protect your business, but ensure that your consumer has a full and comprehensive knowledge of the product quality, the design, the services and the warranty of the product laid out before them. ■

Talk to the Wood Tech Group® to find the right machine, at the right price for your business - TODAY!



UNICA 400

Technologically Innovative, the Unica 400 features;

- ✓ Strong and accurate
- ✓ Tables from 2400mm to 3800mm
- ✓ Siemens control system
- ✓ 100% Italian made

1300 738 663



Queensland
44 Overlord Place
Acacia Ridge
QLD 4110

New South Wales
Unit 3 504 Victoria St
Wetherill Park
NSW 2164

Victoria
99 East Derrimut Cres
Derrimut
VIC 3030

South Australia
6A Glenroy Street
Athol Park
SA 5012

Western Australia
144 Francisco Street
Belmont
WA 6104

BiesseArtech SKILL FT Range



Easy Tech Nesting Solutions from BiesseArtech including multizoning and software.*

Packed with features, these simple-to-use nesting solutions including software are unmatched by any competitor at any price. Whether you require a standalone solution or an automatic loading and unloading system, the Skill range has a machine for you.



Features include:

- » Table Sizes:
 - SKILL FT 1224 (1260 x 2465),
 - SKILL FT 1536 (1560 x 3765)
 - SKILL FT 1836 (1875 x 3765).
- » Tool length pre-setter for easy setup.
- » High precision, high speed rack and pinion with double Yaskawa drives for maximum accuracy.
- » High powered 12kw HSD electrospindle.
- » 12 x position revolving tool changer.
- » 10 x vertical drilling spindles.
- » 9 x NC Controlled Independent Vacuum areas (Skill 1536 & 1836 models).
- » Piece loading and unloading system (sweeping arm).
- » Simple-to-use Nesting Software.

* Not all models include multizoning.

BIESSE GROUP AUSTRALIA

Head Office, 3 Widemere Road, Wetherill Park NSW 2164

P: 02 9609 5355 F: 02 9609 4291

E: info@biesseaustralia.com.au

www.biesseaustralia.com.au

 **BIESSEARTECH**

by Jim Bowden

green

Australian-produced wood panels earn buildings valuable extra green star points

A knowledge-boosting engineered timber forum in Brisbane challenged the mainstream builder market to consider new and better building systems that deliver sustainable, less expensive and more labour-friendly house construction.

More than 250 builders and specifiers were drawn to the recent Timber Queensland forum to learn more about the green credentials of wood – the use of cross-laminated timber, I-beams, structural plywood, glulam and LVL to build houses faster, lift energy efficiency and reduce waste.

“The engineered timber products industry has challenged, in a sense, the mass production builder market,” Timber Queensland chief executive Rod McInnes said at the forum.

The message from the forum was that the goals of the mainstream and the sustainable builder are mismatched – the industrial builders are profit-margin driven, interested in uniformity and simplicity; the more they can use the same materials and the same design, the more structures they can build.

Ron Green, market development manager with Carter Holt Harvey Woodproducts Australia, said builders need to seriously look at the way they build houses; they should be aware of the sweeping innovations of prefabricated building systems – and so should the timber industry.

“New prefab building technologies brought to Australia and now firmly established by Japanese housing developers show it’s taking us far too long to build a house,” Mr Green said. He referred to the Japanese industrial conglomerate Sumitomo that has a 50% stake in Henley Homes, Australia’s fourth-largest home builder. Sumitomo Forestry factory-builds about 10,000 houses a year in Japan.

“These changes in fast construction are challenging the housing industry in Australia. It’s hard to conceive, but latest figures on housing lead times show 53% of dwellings take up to nine months to complete while 31% take up to 18 months,” Mr Green said.

A BIS Shrapnel residential property survey suggests the multi-unit starts could claim 43-47% of the housing market by 2020.

“As these forces come into play, the building industry must decide how it will compete,” Mr Green said. “Houses now are the most unaffordable they have ever been. And there are implications for the timber industry.”

Mr Green revisited the Stadthaus building in Hackney, England, the nine-storey cross laminated apartment block completed in nine weeks. Each of the timber panels is prefabricated, including cut-outs for windows and doors. As the panels arrive on site, they are immediately craned into position, dramatically reducing the time on site.

“Add the savings in carbon emissions from not using traditional construction techniques (estimated at 125 tonnes), the effect of the timber building’s carbon sequestration (estimated at more than 181 tonnes of carbon) and the implications for a sustainable building industry are enormous,” Mr Green said.

Using time-lapse photography, Mr Green showed forum delegates how a two-bedroom timber house completely fitted out was built in three days in the Northern Territory.

The house, using wood panels developed by Carter Holt, was completed at a cost of \$150,000, which included kitchen equipment, a bathroom and wardrobes – all at a cost several hundred thousands dollars less than houses being built under the federal government’s \$700 million indigenous housing program. The cost included the \$10,000 to freight the pre-fab components from a Canberra frame and truss manufacturer that were put together by six students, aged 16 and 17, under the supervision of two tradesmen.

Forum speaker Simon Dorries, general manager of the Engineered Wood Products Association of Australasia, said innovative use of plywood, LVL, glulam and I-beams was knocking at the door of a massively expanding market for pre-fab, multi-residential construction.



Speakers at the engineered timber products forum for builders and designers in Brisbane: Ron Green, market development manager, Carter Holt Harvey Woodproducts Australia; Stephen Bolden, product development manager, Hyne – structural softwood; Colin MacKenzie, timber application and use manager, Timber Queensland, Rod McInnes, chief executive, Timber Queensland (forum moderator), David Benson, manager – education, Building Services Authority, and Simon Dorries, general manager, Engineered Wood Products Association of Australasia.

EWPAAs quality control and product certification programs and low-emission (E0 and super E0) of Australian-produced wood panels were earning buildings valuable extra green star points, he said.

This writer believes the further development of performance-based sustainable codes should allow for all alternative building systems. As the markets and technologies mature, new and better building systems will be developed. The codes should be flexible enough to take this into account.

Performance-based codes allow for individuals and small builders to design and construct their own homes, which are often less expensive and more labour-friendly. Hopefully, events like the Timber Queensland forum will help cross the barrier between the mysterious and the understandable, and make green building using engineered wood more than just a niche market. ■

www.format-4-australia.com

FORMAT[®]
Woodworking machinery for
small businesses to large industry.

FORMAT-4, Austrian precision,
efficiency and performance for
customers that demand the best!



perfect 710 – Edgebander



profit H24 – CNC Machining Centre

For more details and to learn how your business could profit from a CNC Machining Centre from Format-4, call your local showroom on the number below.



FORMAT-4,
Quality and precision
from **AUSTRIA**

FELDER-GROUP AUSTRALIA

NSW Emu Plains, Email: admin@felder.net.au
WA Malaga, Email: sales@kengineering.com.au

QLD Darra, Email: info@felderqld.com.au
VIC Melbourne, Email: info@feldervic.com.au



NSW (02) 4735 1011
WA (08) 9209 3055
QLD (07) 5543 5599
VIC (03) 9018 8346

Be prepared: passing a business to "Generation Next"

The great majority of readers of this magazine have small to medium size companies that are substantially family owned. A huge 95%+ of Australian businesses are small businesses, each worth between \$0.5 million and \$10.0 million. They are the backbone of the nation's economy and a powerful feature of our Australian culture and way of life. They are worth uncounted billions of dollars and must be preserved.

Facing danger

The danger arises because such businesses in their vast numbers are a part of the "Baby Boomer" phenomenon which will eventually run out of baby boomers as they age and seek to retire with a healthy nest egg to last for the rest of their lives. The average age of owners is already well into the fifties. It is therefore a surprise to discover that most of them intend to retire but have no strategy for doing so. The attitude that it will all be OK in the end is all too prevalent. For many older owners it will not be OK unless an exit strategy is developed and they allow a minimum of two and up to five years for it to work.

The goal

Many will expect family to carry things on, but are there among family members the aptitude, talent and willingness to work hard, all so necessary for small business success? And will family be able to provide the true dollar value of the company in the form of a settlement or as an ongoing financial arrangement?

Of course the business may be big enough to have a professional management team who may wish to buy the owner out. Or the owner may be able to make a clean escape by selling to a third party. Owners should plan so they do not get caught and have to close down the business because they left it all too late.

Succession planning

What is needed is what lawyers and accountants call "Succession Planning" and Champion Legal calls "Generation Next". Attention is paid to personal matters, such as superannuation, life insurance and estate planning; as well as company matters including taxation, constitution, shareholders' and family agreements, risk management, ownership arrangements, management succession, company valuation and other corporate finance arrangements. All of these areas have their own intricate details and a succession planning advisor is needed throughout the process. There is much to be done to prepare a business for succession and it will take time.

War stories

Champion Legal's matter files are full of accounts where inadequate succession planning led to a lot of heartache for the owners of family businesses. Here are a few examples:

1. Champion Legal had a client who had built his retail business over 30 years. It was worth several million dollars when he decided to retire and hand over the management and some of the ownership to his son who had spent a few years learning the business. The client intended that the shares he retained would give him a dividend income more than sufficient to meet his retirement needs. But the son was not the father and he quickly got the business into financial difficulties. Our client had to step back into the business to try to save it and his own future. This time he is planning his succession properly.
2. In another matter, our client has spent his life building his trucking business. When the time came he was reluctant to hand over to his son. He came to us not knowing where to turn. He benefited from the right succession advice.

3. A very successful businessman in his late thirties owned his operating company on a 50/50 basis with a business partner, who was Champion Legal's client. They both made distinctly different contributions to the company and combined well. The young businessman was killed in an accident and our client was suddenly the business partner of the dead man's spouse, who could contribute very little to the future of the company. Poor succession planning had led to that outcome.

Business owners need to express how they might eventually exit, and need to have a professional evaluation.

There will be a rush of "baby boomer" business owners over the next ten years seeking the right exit strategy. "Generation Next" is so important that the best time to develop the strategy and implement it with style is now. ■



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 the content in this article, contact Mr. Geoffrey Roberson or Dr. Bernard Carey at Champion Legal, specialists in the provision of legal services to the woodworking industry.

Champion Legal

Phone: (02) 9635 8266

Email: connect@champion.com.au

Sydney Office

Suite 7, Level 5, 66 Hunter Street
Sydney, NSW 2000

Parramatta Office

Level 3, 60 Phillip Street
Parramatta, NSW 2150

www.champion.com.au



Portsch Classic Furniture

Emphasizing quality from the ground up

The humble beginnings of Portsch Classic Furniture is a familiar tale reminiscent of many Australian family owned businesses. Working from a small factory in Beverley, South Australia, Michael was a one man team running everyday operations of the joinery shop.

That was more than two decades ago. Today, Michael and Rachel Portsch boast an efficient 800 square metre facility based in Hendon, delivering premium kitchens and fit outs for some of Australia's largest retailers.

With a solid reputation comes great demand and need for greater productivity while adhering to the company's high level of workmanship. For Portsch Classic Furniture the solution came in the form of an Altendorf Elmo IV panel saw. The Elmo IV represents the pinnacle

of Altendorf's hundred years of engineering and innovation, designed at its heart to be a superior cutting machine with increased productivity in mind.

"The new machine (Elmo IV) saves us up 30% in terms of time compared to our last panel saw," Michael notes happily, and was even more pleased with the quality of the cuts. "Everything that comes off the machine is just accurate and square. That means a lot to us in achieving the work quality that we want to deliver to our customers in the end."

12 months on, Michael and Rachel saw the need for a new edgebander to fuel their business growth and invested in the popular Holz-Her 1310-1-MTG edgebander. This is the company's third Holz-Her in its 20 plus years of history and proven to be a highly successful component on Portsch Classic Furniture's factory floor.

Distinguished by its reliability and high performance, the edgebander is equipped with fully automated movements of machining stations as well as Holz-Her's popular glue cartridge system. "The machine is excellent," commented Michael, "the parts come off the machine and you can put them together without the need to touch them for finishing, it saves us at least 50% in terms

of time compared to our previous edgebander."

Today Portsch Classic Furniture has become a name synonymous with high quality joinery across not only South Australia but as far reaching as New Zealand. With a team of 6 skilled professionals, the company's representatives travel throughout Australia and New Zealand working with customers on projects ranging from residential kitchens to commercial installations.

ALTENDORF AUSTRALIA PTY LTD
6-7 Bushells Rd,
Wetherill Park NSW 2164
Phone 1800 558 258
www.altendorf.com.au

Everything that comes off the machine is accurate and square. That means a lot to us in achieving the work quality that we deliver to our customers.

Left: Owners Michael and Rachel Portsch next to their flagship Elmo IV panel saw.

Right: Portsch premium quality furniture in the making.



HOLZ-HER ARCUS

Edgebanding Redefined



Process workpieces up to 60mm with ease!

Best in its class...
...at unbeatable value!

High tech for perfect edges

over 30 high performance units available to adapt the ARCUS series exactly to your work profile.

Reliable Joints

a secure joint between work and edging with Holz-Her's famous glue application systems.

Exceptional stability

welded base frame design.

Heavy duty guidance

stable pressure bridge with two-rows of pressure rollers, high quality steel rod guide.

Large panels

workpiece support extends up to 690 mm with three support legs.

Efficient

locking roller for shortest workpiece interval, workpiece sensing with light barrier

Ergonomic

motor-driven height adjustment for pressure bridge

Altendorf Australia Pty Ltd . ABN 45 006 929 139 . CAN 006 929 139

6-7 Bushells Place Wetherill Park NSW 2164 . PO Box 7143 Wetherill Park NSW DC 1851

Tel: (02) 9756-6669 . Fax: (02) 9756-6776 . Free Call: 1800 558 258

altendorf@altendorf.com.au . www.altendorf.com.au

NEW SOUTH WALES - VICTORIA - QUEENSLAND - SOUTH AUSTRALIA - WESTERN AUSTRALIA



TANDEMBOX intivo



Coordinate your kitchen with TANDEMBOX intivo, the innovative way to create customised drawers that beautifully complement your decor. The smooth-gliding runner system fully extends and uses BLUMOTION technology to close softly. Experience perfect motion with the freedom to express yourself.

www.blum.com

Perfecting motion  **blum**[®]

INNOVATIVE PRODUCTS

Just arrived at Wilson & Bradley

CABLE DUCTS

- 60mm diameter
- Polished chrome or brushed stainless steel look



SHELF SUPPORTS

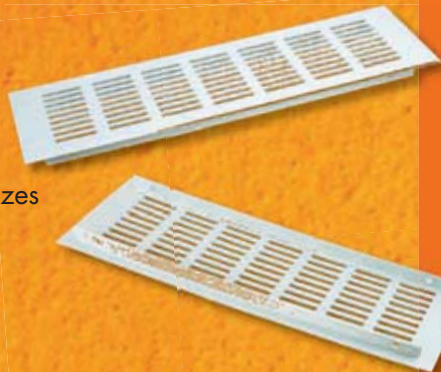
Three varieties:

- Duplo zinc
- Duplo nickel plated
- Support for glass shelves

VENTS

Collection of sizes

- 150mm
- 300mm
- 450mm



VISIT OUR WEBSITE FOR MORE INFORMATION

or call a Wilson & Bradley office in your state.

VIC: 03 9495 8900 NSW: 02 9737 0255 QLD: 07 3890 8611
TAS: 03 6272 9400 WA: 08 9209 1862 SA: 02 8276 3800



www.wilbrad.com.au

Unique – Tandembox Intivo

A new addition to the internationally award-winning Blum Tandembox product range, the Tandembox Intivo opens up a new world of design possibilities for pull-outs and drawers. It uses the same advanced running capabilities of Tandem runner systems and is equipped with the silent closing mechanism Blumotion.

Blum national sales and marketing manager, David Noakes says, "The option to create truly customised drawers is the main feature of Tandembox Intivo, but the benefits for businesses will resound in countless ways. Not only can design in drawers be specialised to suit customers' desires but smarter businesses can use this product as a branding tool, to differentiate themselves within the homogenous marketplace, by creating their own selection."

A unique and flexible drawer system, Tandembox Intivo drawer sides will be available in three sophisticated finishes: silk white, terra black and stainless steel. The beauty of the product lies in the fact drawer sides can be complemented with a variety of design elements to create numerous design possibilities using the Boxcover option. Alternatively, for a harmonious look, the drawer side can be created from the one material and colour using the Boxcap option. Complement the look of the interior of furniture to the outside, or create intentional contrasts.

The new Tandembox Intivo will feature all components of the Tandembox range. All options will also feature in the three colour selections and all are easy to install. The glass design element will also be available from Blum.

The range has achieved unprecedented success throughout Europe and Asia, and with the focus on aesthetics espoused by Australian designers, it is anticipated that the Australian market will experience the same success.

BLUM AUSTRALIA
Phone 1800 179 186
www.blum.com



by Adele Holland

Precision: Tim Butler inspects the quality of the cut from his new Italian woodwork machine.

An Italian dream machine arrives in Halls Gap

TIM BUTLER'S incredible determination and a love of woodwork is what has kept his business, Grampians Furniture, flourishing.

He opened the Halls Gap, Victoria, store and workshop seven years ago and sells furniture to people locally, nationally and internationally.

But it has not been a smooth journey for Mr Butler, who has bounced back after an horrific motorcycle accident in 2008.

Dubbed the 'miracle man', Mr Butler, now 44, was flown to The Alfred Hospital on February 11, 2008, after he crashed into a kangaroo while riding his motorcycle along Northern Grampians Road in Halls Gap.

He suffered a brain haemorrhage, bruising to his brain's casing, a broken collarbone, a fractured scapula, a fractured skull from the right eye to his left ear, four broken ribs which pierced his lung and a broken bone in his right hand.

To save his life, doctors removed part of his brain by cutting out a piece of his skull the

size of his hand. He was in a coma for a week and when he woke, doctors told him he would never work again.

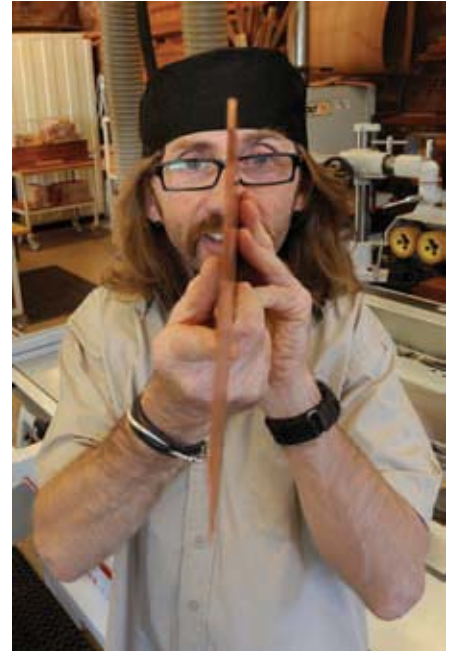
"I shouldn't be able to make furniture," he said. "My right lobe is responsible for staging and tasking – the ability to do something in a sequence.

"It was a struggle initially. It was very very difficult and I was told most people in my situation lose confidence in themselves and when you do that it is quite devastating."

Mr Butler returned to full-time work two years ago and credits the Transport Accident Commission and the Epworth Medical Centre for their medical support.

He said injuries to his hand and shoulder did not slow him down, but he had to modify how he did things.

"I'll never be a gun slinger, but that doesn't matter because there's no gun slingers left anyway," he said. "My shoulder was broken in two places which has given me restricted



movement in certain things, so I'm careful with that."

Mr Butler received a machine late last year, which will make his work easier and more efficient.

The Minimax Combination Unit 410 Elite S, worth \$40,000, is the first off a production line in Italy. He said its arrival coincided with his birthday on December 23, and the lead up to Christmas.

"I have had a big number one on the new machine because it is the first of its kind in the world," he said.

"It has six functions for woodwork and has one tenth of a millimetres accuracy to all functions. It has automatic movement, so everything is at the touch of a button."





Mr Butler said the new machine would speed up his process and make measurements more precise.

"I have been having some fun with this," he said. "I cut a piece of red gum recently for a kitchen table leg and the blade cut it so neatly it polished it. It was quite amazing.

"I have lacquered it and I'm going to keep it as a sample."

Mr Butler said he had worked with timber for 25 years and he was amazed by the advancements in technology.

He said the machine would also enable him to produce identical pieces of furniture.

"I can reset the machine to measurements which I have recorded," he said. "To have this technology on the floor in Halls Gap is more exciting than any motorcycle I ever owned – and that's saying something," he said.

"I waited 12 months for some of my motorcycles which were all handcrafted in Italy and I can't believe this has excited me more than any of that. The day it arrived I was like a little boy waiting to come out of my bedroom to open Christmas presents. I couldn't contain it."

Mr Butler has also taken on a full-time employee, Mark Whiting. He started work in September.

"He has shifted back to Halls Gap from

Pride and joy: Tim Butler shows off his new woodwork machine in his Grampians Furniture workshop at Halls Gap.

down on the coast and was looking for work in this area," he said. "He is very clever."

Mr Butler said it was challenging to have someone working in the business beside him but he was enjoying it.

"I have been giving instructions on the machinery and new equipment and on my technique," he said. "We help each other, it's good to have someone there to give me feedback."

A strong Australian dollar and struggling northern-hemisphere markets have reduced Mr Butler's international orders, but he said it had not affected his trade locally.

"People are really spending money and I am the busiest I have ever been," he said. "I am back-logged with six months worth of orders."

Mr Butler said he sold a lot of pieces to tourists passing through Halls Gap.

"Halls Gap is a tourism Mecca," he said. "People don't come to Halls Gap to buy furniture but I hypnotise them."

He said the new machine and his new staff member would allow him to produce more furniture for an international market.

"I'll be exporting furniture to England shortly," he said. "Last year I didn't export a single piece."

Mr Butler said he recently sold a desk and chair he kept in his showroom for \$15,000.

He said he had plans to make a new desk, which he said would be the best piece of his career.

"My next desk is going to be better than that one," he said. "I can't wait to do it, but at the moment I am too busy.

"I acquired some birds eye red gum, which is this freak thing which happens to trees and it leaves a bird-eye effect in the grain. People say it comes from epicormic growth – when trees shoot little branches out after a fire.

"I will use the pieces as feature panels in my next desk, which I believe is going to be the finest piece of furniture I will make. It's going to be a real power piece."

Mr Butler said he hoped his success and recovery would be an inspiration to others who are in rehabilitation after accidents.

"At Epworth when you are doing physiotherapy twice a day, you see articles on the wall about people who have recovered and are back working and it is inspiring to see that," he said. "I want to show people, here is where I am, I have been given a second chance." ■

This story and photographs first appeared in the Wimmera Mail-Times

Left: Flourishing business: Tim Butler outside Grampian Furniture in Halls Gap.

Right: Amazing recovery: This picture of Tim Butler was taken about three months after his motorcycle accident.

leading hand course for kitchen & bathroom industry



This workshop is designed to provide new skills for existing employees or trade professionals to step up to the next level and take on new responsibilities in the techniques and methods of supervising others with the common goals of professionalism, efficiency and safety.

It will suit an experienced and motivated tradesperson who works both “on the tools” and also in the role as a team leader or supervisor of a group of trades people and associated co-workers. The leading hand’s role can be based on the factory floor in the manufacture and construction process, as well as supervising the installation on site and coordination of work with other trades and site project managers.

“For business owners looking to increase their workshop teams skill level, the Leading Hand Workshop is brilliant! The course content includes great communication & leadership training that is sure to increase the effectiveness of your team.”

SEAN YEOMANS – KITCHENS FOR LIVING, NEWCASTLE

DAY 1 covers essential people skills and learning all about managing people, understanding the workplace culture, communicating with others, negotiation skills, balancing dual roles and supervising and understanding responsibilities as a manager.

DAY 2 covers the tasks of a Leading Hand including client liaison, design and drawings, quotations, administration of new jobs, site measure and condition reports and more.

For details of the next workshop in your area call HIA on 1300 650 620 or visit hia.com.au

Advanced timber flooring line now operational



Machinery from Denmark, Sweden and Canada is providing new efficiency standards for a \$3.5 million hardwood flooring line opened recently at the Australian Solar Timbers (AST) sawmill at Kempsey, NSW.

Arguably the most advanced operation of its kind in Australia, the sawmill specialises in producing high quality flooring products from low grade hardwood logs sourced from native forests in NSW.

The new flooring line and related facilities, unveiled by the federal minister for forestry Senator Joe Ludwig, were partly funded by grants through a program run by the Department of Agriculture, Fisheries and Forestry to promote innovative investment in timber processing.

In what is truly an international project, AST sent staff to Germany to conduct background research and then to Europe and North America for training.

Machinery installation involved visits from suppliers from Denmark, Sweden and Canada, as well as sawmill machinery specialists from New Zealand.

AST managing director Douglas Head says the company is very proud of this achievement as the equipment is so sophisticated it is more akin to a

hospital CAT scanner than a traditional sawmill. "Our employees had to step up to new levels of training and management of this complex project and excelled in the process."

"The new flooring line monitors board shape and moisture content individually, making our floors the most reliable and easiest to lay. This is the quality benchmark of the future for timber flooring," he says.

General manager Darren Dowling says the new flooring line has lifted the sawmill to a new level of quality control and environmental responsibility while upgrading industrial safety. "AST can now end-match to a quality level that has not previously been possible in Australia before now."

"Our grading is totally reliable as it is managed by computers and we improve our recovery by producing a unique short flooring product for the designer market," he says.

AST produces 19 mm tongue and groove end-matched strip flooring from a wide range of northern NSW hardwood species, sourced from the renewable regrowth forests managed by Forests NSW. Another product, AST TimberLay, a solid 12 mm thick overlay flooring has proved ideal for apartments and commercial applications.

Senator Ludwig was joined at the opening ceremony at Kempsey by independent member of parliament Rob Oakeshott. ■

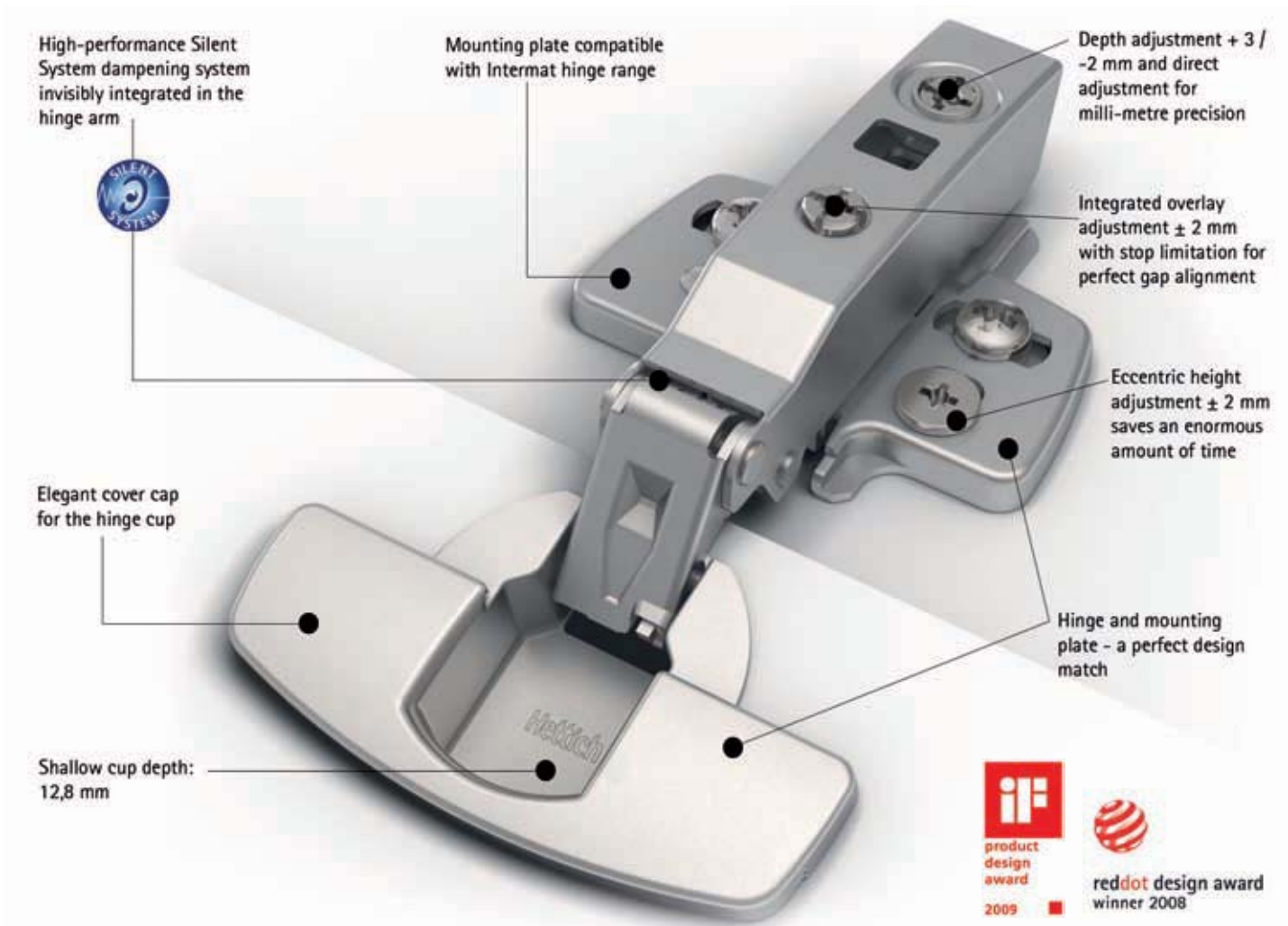
Joining Douglas Head, managing director, Australia Solar Timber at the hardwood flooring line opening are Senator Joe Ludwig, Minister for Agriculture, Forestry and Fisheries and independent member of parliament Rob Oakeshott.

Above left: New flooring line produces tongue and groove end-matched strip flooring from a wide range of northern NSW hardwood species.

Above: New AST flooring considered to be the most advanced in Australia.



Sensys



The award winning integrated dampening hinge with the widest range.

For more information on Sensys visit www.hettich.com.au

Technik für Möbel


Hettich

Designer cooks up new approach to sell kitchens

Award winning kitchen designers and manufacturers, Tomkins Kitchens, is supporting the current trend to use cooking experiences to sell kitchens and appliances and has recently opened the WOW Cooking School at its Hettich endorsed showroom premises in Rockhampton, Queensland.

"The Masterchef phenomenon has clearly demonstrated the value in selling anything from kitchen knives to mix masters," says Dave Angus, national marketing manager, Hettich Australia/NZ. "So we weren't surprised when one of our leading endorsed showroom operators opened a cooking school to entice customers into its showroom."

"What better way to showcase the company's beautiful kitchen cabinetry and design than by letting customers experience the joy of cooking in a Tomkins kitchen and show them first hand how the kitchen works?", he said.

"Offering top-of-the-range designed and manufactured kitchen cabinetry is simply not a good enough point of differentiation in such a competitive market," says Amanda Tomkins, co-managing director and co-founder, Tomkins Kitchens. Our competitive edge has been gained by thinking outside the square, taking a risk and trying something different, like cooking classes – it's something we identified that our customers wanted and our initial return on investment has been tremendous."

"We have a full cooking class schedule, we entice award winning local and national chefs to demonstrate at our classes, and our customers get to experience a beautifully designed and manufactured Tomkins Kitchen in action! It truly is experiential marketing at its best."

Tomkins Kitchens is one of a growing number of Hettich endorsed showrooms found throughout Australia, which exclusively offer the Hettich product range.

"Our endorsed showrooms are hand picked for their superior customer service, display capabilities and premium offering" says Dave Angus. "Tomkins has simply taken the level of customer service to a higher level and pride themselves on creating a world of possibilities in intelligent kitchens for their current and future customers."

"Offering Hettich's large range of drawer systems, internal cabinetry hardware and European LED lighting systems allows our customers to add their own unique 'signature' to their kitchen so it is truly individual, just like them," says Mandy Tomkins.

Tomkins Kitchens was recently recognised by the Capricorn Tourism and Economic Development Business Excellence Awards and won the 2010 Oshen Innovative Business of the Year Award.

"Winning the prestigious award is a major stepping stone in the company's endeavour to be at the forefront of its industry," says Mandy Tomkins. "We were truly honored to receive the recognition."

And what better way to celebrate an award for innovation? Invite one of Queensland's more well-known celebrity chefs, Sally Lynch from Taste Trekkers in Brisbane to cook up a storm for Tomkins loyal customers and its business partners.

The aromas of freshly cooked mud crabs, local oysters and some of Sally's Moroccan- style dipping sauce together with some freshly baked bread enticed would be customers into to the showroom once again on a recent Thursday," says Mandy.

Hettich's Dave Angus who attended the event commented: "I've never experienced such a packed kitchen showroom on a weekday evening and wish I could bottle Tomkins marketing innovation and encourage all Hettich endorsed showrooms to adopt similar marketing initiatives."



HETTICH AUSTRALIA
1 Herbert St, Smithfield NSW 2164
Phone 1800 HETTICH
www.hettich.com.au

by Anton Gerner

Hand tool sharpening basics



WHILE SOME PEOPLE find the process of sharpening hand tools enjoyable, most tend to avoid it, as they would just rather get on with their work. I would argue however, that working with blunt tools actually creates extra work, an inferior result and takes longer.

There are many ways to sharpen your hand tools, but the method I'll describe in this article makes it easy achieve a sharp edge on any chisel or plane blade.

Firstly, it is important to understand what you are trying to achieve when sharpening a tool's edge. A sharp edge is really just the meeting of the two edges of your blade to a really fine point. As a blade becomes blunt the edge forms a radius. When you sharpen a tool you are removing this radius. The finer you can get the point of the cutting edge, the sharper your tool will be and the sharper you get your edge, the longer it will stay sharp.

STEP 1.

Form the correct angle bevel

There are many different theories on what the correct angle for a bevel is, but to simplify things I stick to the standard 25°, which I find works well on most tools and most woods.

To form the correct bevel on your cutting tool (chisel or plane) you use a bench grinder. The first thing you must ensure is that your grinding stone has a true surface that is also square. For this you use a dressing tool, which removes some of the stone and cleans and restores the surface. These are normally diamond tipped and are carefully rested on the tool rest and moved from side to side across the stone. Once you have dressed your stone check the face with a small square.

The next thing you must do is set your tool rest to the correct angle. I do this by trial and error and never change it unless the stone wears down a lot, which changes the grinding angle. There are many after market tool rests available, some which come with angle setting guides. Most are far superior to those that come with grinders. I use one made by Veritas.

To grind the bevel on your blade, hold your tool flat on the tool rest and use your index finger as a guide against the tool rest as you move the blade backwards and forwards across the wheel.

It is very important that you don't over heat the blade (indicated by discolouration at the edge) or you will loose the hardness of steel in your tool. Keep your blade cool by dipping it in water often.

Once I have a true 25° bevel on my blade, I rarely go back to the grinder unless the edge is badly chipped or damaged.

STEP 2.

Flatten the back

To achieve a sharp edge you **MUST** flatten the back of your blade to a mirror polish.

Some people use wet and dry sandpaper on glass for this process, but I prefer to start with a course diamond stone and move through to various grades of Japanese water stones. You can also use oil stones, but I find these messy and a lot slower. Japanese water stones cut fast and leave a very fine mirror finish, but they also wear quickly and must be kept flat. Most water stones are kept permanently in water, ready for use, depending on the brand you use. To flatten a 1000 grit Japanese waterstone I use some 120 grit sandpaper on a piece of

stone (glass also works well). I flatten my finer water stones on my 1000 grit stone, once it is flat.

To flatten the back of a blade I start off using a course DMT diamond stone, working on the back until there is a consistent dull polish right to the cutting edge. As a diamond stone doesn't wear out of flat, it's not important which way you work the surface of the stone.

Next I move onto a flat 1000 grit Japanese water stone. It is important to keep the stone wet at all times, otherwise it will become clogged with metal particles and stone slurry and take longer to do the job. Keep working on the 1000 grit stone until all scratches from the diamond stone have been removed and you see a finer polish covering the face, right to the edge. Make sure you work the entire face of the stone with the blade, otherwise you could wear hollows in it and you won't end up with a flat back of your blade.

Once you have flattened the back of your blade with the 1000 grit stone, move onto a 2000 grit and then finally a 6000 grit stone, following the same procedure until the back is a mirror, right to the cutting edge. What you are trying to achieve is a mirror finish you can see yourself in. Once you have achieved a mirror polish flat back, never put your tool back on a stone coarser than the finest you used to achieve the polish.

STEP 3.

Hone the bevel

For honing the bevel, the process is basically the same as used when flattening the back - work through the various grit stones until you achieve a polished edge. While some experienced people can just



Veritas tool rest



Grinding the bevel



Flattening back with diamond stone



Starting to flatten back of chisel with diamond stone

hold the blade at the correct angle on the stone, most find it hard to keep its small face flat on the stone. I therefore recommend you use a honing guide, as this offers a fixed angle and the ability to jump quickly from one stone to another, with quick and consistently good results. Most honing guides come with instructions on how to set up for a 25° bevel.

When sharpening the bevel it is important to make sure you work over the full face of the stone to prevent wear. As you hone the blade edge, a burr (or wire edge) will form on the back of the blade. It is this burr that tells you that the edge you are honing has met the back of the blade, eliminating the dull edge. Do not move from the 1000 grit stone until you feel this burr. Also note, it is not important to polish the whole face of the bevel (which will be slightly concave after grinding); as long as the front edge is honed your blade will be sharp.



Back of chisel after flattening with diamond stone



Flattening back with 1000 Grit japanese waterstone

To remove the burr, a few passes of the blade on the back using 6000 stone should do the trick. You can leave the tool in the honing guide while you do this and then hone the bevel again. You might have to alternate from bevel to back a few times to remove the burr.



Polishing back with 6000 grit japanese waterstone



Chisel back after polishing with 6000 grit waterstone

Unless you have badly chipped your edge, there is no reason why you have to grind your bevel edge again. Normally just back into the honing guide, work through the various grades of stones on the bevel and you're done.

How do you know when your blade is sharp?

To test if your blade is sharp, check to see if it shaves hair on the back of your hand easily.

Examine the tool's edge in good light and if it's sharp the very edge won't reflect any light at all. If it's blunt (edge rounded over) you will see a very faint white line of light reflection on the edge.

Working with sharp tools is a joy and saves you so much time. Once you have achieved a truly sharp edge, nothing else will ever be acceptable again. ■



Honing the bevel with 1000 grit japanese waterstone



Honing the bevel with 6000 grit japanese waterstone



Honed and polished bevel on a Japanese chisel



Mirror polished back of a Japanese chisel

BellaHardware

Premium Accessories

BellaHardware now have in stock the double wall, soft close Corner Drawer. The drawer comes in two heights, 86mm lower height or with adjustable side galleries, the corner Drawer includes all of the Bella features, Concealed Runners, Full Extension, 40kg Weight Capacity, Tool Free Assembly, Easy To Install.

Stop wasting that hard to get at space in the back of your corner units, install the new and affordable Bella Deluxe Corner Drawer.

M01 SERIES BELLA DELUXE DRAWER Corner Drawer

M01650N



M01 SERIES BELLA DELUXE DRAWER Corner Drawer with Lateral Railing

M01650P



M01 SERIES BELLA DELUXE DRAWER Under Sink Drawer

M01500G



To complete our extensive range of Soft Close Drawers we have also introduced a drawer that utilises the space under the sink. The Under Sink Drawer is great for storing your scouring pads, sink plugs and soap, the drawer is a brilliant white finish with all the Bella Drawer features.

Call us today for the new BellaHardware trade catalogue.

JustStone Pty Ltd

Unit B/13-21 Mandible Street, Alexandria NSW 2015

Phone 02 9310 3222 or visit www.juststone.com.au

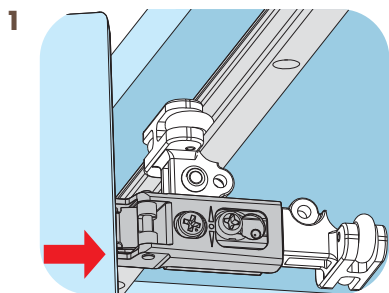
Fax 02 9310 3444 Email enquiries@juststone.com.au



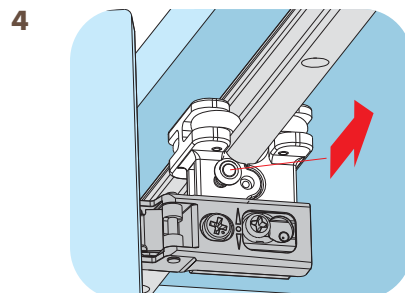


C56 FOLDING DOOR SYSTEM

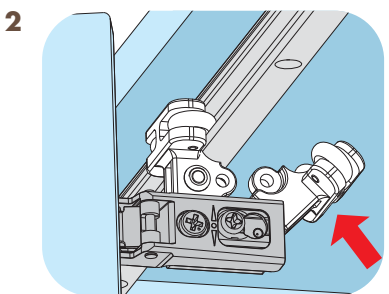
BellaHardware has now come up with the easy solution for hiding away your kitchen bench top appliances with the introduction of the new C56 Folding Door System, like all of the BellaHardware range is high quality hardware at affordable prices. Forget expensive roll shutter doors and install our new C56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



1 Having installed the hinge onto the door, open up the roller unit to have the two roller arms at 90° between each other. Mount the vertical roller arm onto one side of the track.

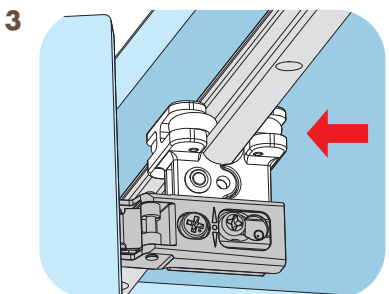


4 Push the locking bar from behind. This is done when the locking bar goes

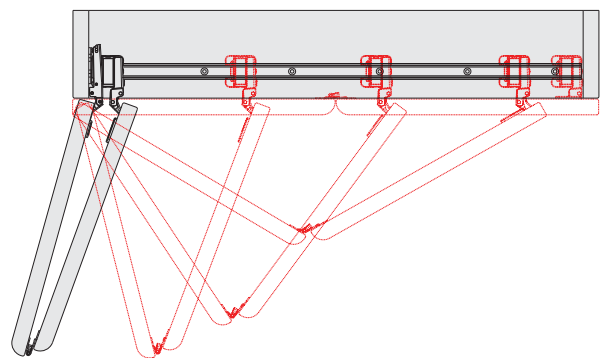


2 Having the vertical roller arm at its position, push the other arm upwards.

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

C56A178 + C56P00 Hinge and Roller \$5.70set

C56P001 Flap Hinges \$1.50pr

C56P11 Track (Std Lth 3mt) \$8.40mt

C56P001 Flap Hinge



C56P11 Track



Intelligent and simple – to the very last component

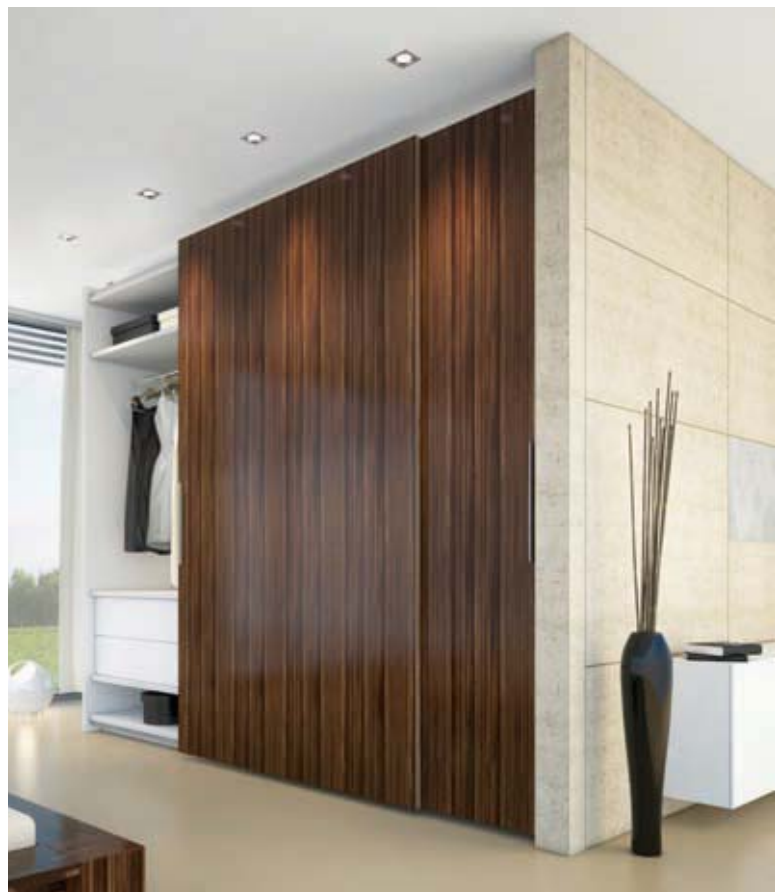


The new Hawa Antea 50-80 sliding system has a modular design and opens the door to innovative ideas for interesting cabinet fronts using mixed elements. A distance of just 30mm to floor and ceiling impressively emphasises the design of each door across the entire surface. A safe, form-fitting patch suspension system with optional but recommendable alignment hardware largely prevents glass front elements from bending.

Installing the Hawa Antea 50-80 could not be easier. The top tracks and guide channels are fitted from the front to one or more assembled cabinet bodies. The optional soft closing system fits discreetly to the top of the cabinet and is readily accessible.

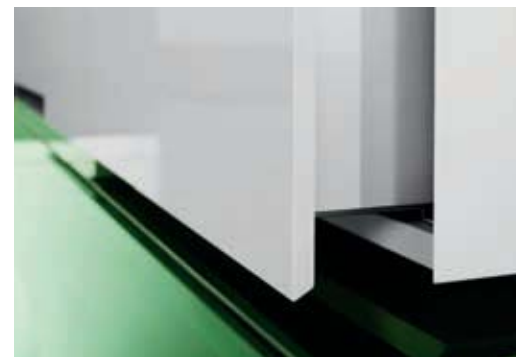
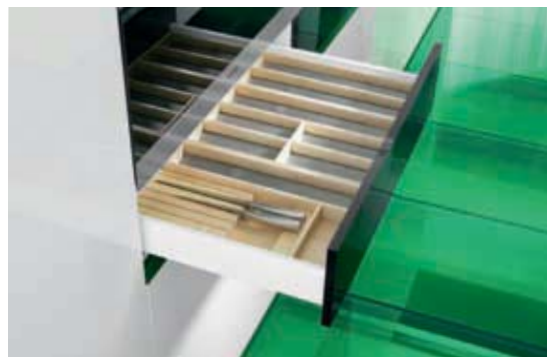
With Hawa Antea 50-80, the most discerning sliding door system demands are achievable – few parts put together with little effort to provide a stylish end result.

HAFELE AUSTRALIA PTY LTD
Phone 1300 659 728
info@hafele.com.au
www.hafele.com/au





HÄFELE
FINDING BETTER WAYS



Dynapro - smooth operation without a sound

Unlike conventional undermount slide systems, Dynapro is the only fitting worldwide that features a synchronisation mechanism. Thanks to the mechanically synchronised slide rails, the Dynapro slide system moves without any annoying noise or resistance. Even with heavy loads, the excellent running performance of Dynapro remains unchanged. Load forces of up to 60 kg present no problem for the system. Abrasion-resistant plastic rollers ensure a smooth, even glide every time.

Dynapro is the first undermount slide system worldwide with an integrated, three-dimensional adjustment facility. The entire drawer can be adjusted vertically and horizontally as well as in its tilt angle. While a standard feature on double-wall drawer systems such as "Nova Pro", this is the first time that 3D adjustment has been fully adapted to a undermount drawer slide. All adjustments are tool-free, readily accessible and easy to handle. In short, it takes just a few tweaks to achieve optimal alignment.

For more information about the Dynapro drawer system or to request your free Dynapro drawer system brochure, please contact your nearest Häfele sales office or log on to www.hafele.com.au/grass

G*GRASS® from Häfele.

Bathroom Fittings | Kitchen Accessories | Wardrobe Organisation | Lighting Solutions

Melbourne | Sydney | Newcastle | Brisbane | Adelaide | Perth | Canberra | Hobart | Launceston

info@hafele.com.au

www.hafele.com

1300 659 728



Malaysian global woodmart debut a big hit

The Malaysian Timber Council's (MTC) Global WoodMart 2010 made a very successful debut into the trade fair scene of Southeast Asia last year. The two-day expo featured 108 exhibitors from Malaysia, Australia, Brazil, Canada, Chile, China, France, Germany, Ghana, India, Indonesia, New Zealand, Singapore, South Korea, Thailand, UAE, UK, Uruguay and the United States.

The timber expo held at the Kuala Lumpur Convention Centre was aimed at promoting timber products from temperate, boreal and tropical suppliers. WoodMart 2010 received an overwhelming endorsement from both local and international suppliers and buyers. Trade buyers came from at least 50 countries, with sizable representations from Australia, China, India, Indonesia, Japan, the Netherlands, Singapore, Thailand, and the UAE.

In commenting on the results of the show, MTC chief executive Cheah Kam Huan said that it was the right time for a show like WoodMart 2010 to be launched in Southeast Asia. "Malaysia herself is a big importer of US\$640 million worth of timber products from the US, Brazil, Indonesia, Australia, New Zealand, Ghana and elsewhere in 2009."

"Although Malaysia is a major producer of timber, Malaysia sees an enormous opportunity in pooling together resources to meet the growing demand for timber products in today's highly globalised and environmentally-conscious market," he says.

"Sourcing and utilising off-shore wood sources complements domestic supplies from plantations and sustainably managed forests. Imported non-tropical wood species also adds diversity and value to Malaysia's timber products to contribute towards the Government's goal of achieving RM53 billion of timber exports by the year 2020."

An additional aim of WoodMart 2010 was to bring industry members in the Asian region closer to facilitate cooperation on resources. For example, at the expo a memorandum of understanding was signed between Malaysia and Thailand on establishing a joint committee to investigate the further development of rubberwood-based industries in both countries.

The next Malaysian timber expo will be held in October 2012. Most exhibitors said that they would definitely be participating again next year and commended MTC for making the event a highly-focused event and for the high quality of trade visitors attending.

Sydney-based Acacia Timber's sales executive Jason Howard was among the Australian contingent visiting WoodMart 2010. He said the expo was valuable. "We found the exhibitors to be very informative and helpful. It gave us an opportunity to revisit some old business relationships and to start some new ones." ■

www.interzum.com



interzum
cologne 25–28.05.2011



WHO SUPPLIES THE
BEST IDEAS?

THE SUPPLIERS
AT INTERZUM.

The latest ideas from the suppliers for the furniture and interiors industry can only be found at interzum. Here you can discover the concentrated innovative power of the entire sector in only four days. As the sector's leading global trade fair, interzum is the meeting point for all the key players. This is where sector innovations celebrate their premieres – and where inspirations for the industry are born. It's a global event you can't afford to miss.

interzum: the future starts here.

Save time and money!

Register and buy tickets online:
www.interzum.com

Fairlab Pty Ltd
242 Dowling Street
Sydney NSW 2011
Phone +61 (0)2 8354 0068
Fax +61 (0)2 8354 0069
philipp@fairlab.com.au
www.fairlab.com.au

 koelnmesse

Biesse incorporates Viet, reinforcing its position in the sanding sector


The Biesse Group, manufacturers and distributors of machinery for processing wood, glass and stone, has incorporated Viet, a leading brand in the calibrating and sanding sector, which has been active in the market for almost 60 years with extremely competitive products.

With this transaction, the Biesse Group broadens its own range of machinery and its product portfolio is expanded with highly specialised technologies such as calibration, sanding, brushing and polishing; in addition it represents an assertive approach to the varnishing/painting market, and lays the foundations for future development.

Viet is one of Pesaro's historical mechanical engineering enterprises, founded in 1953 by Ettore Vichi, who was awarded the state honour Cavaliere Ufficiale in recognition of his work, as a result of his belief that wood polishing could be automated. Thanks to continuous technological evolution the company has over the years become specialised in the development of polishing process solutions dedicated to small and medium sized companies as well as large industrial users, as well as numerous patents. Viet's annual sales are about € 10 - 12 million and it is present in many markets around the world.

Liviana Forza, commercial & marketing director of Biesse, stated: "Through this transaction Biesse reinforces its position in the sanding sector and acquires significant market share in Italy and France while expanding its presence in strategic areas such as central and northern Europe, America and Asia. The integration of Viet reinforces Biesse's position as a partner capable of satisfying all its clients' wood processing technology requirements." ■

As specified by kitchen manufacturers, architects & furniture makers.
A necessity for anyone working with wood.



Jaden Ornamental Mouldings & Decorative Trims

SALES ENQUIRIES CALL 1800 819 120
www.jadenmouldings.com.au



NOW YOU SEE IT. **NOW YOU DON'T...**

Hideaway® Bins, neat thinking!

Hideaway Bins are the ideal solution to keep bins hidden and out of sight within any area of a home or commercial project - kitchen, bathroom, laundry...anywhere.

Three intelligently designed ranges are available offering a simple space saving solution for the modern project.

Our Australian distribution partners:

Nover	1300 668 371
Hettlich	1800 687 789
Galvin Hardware	08 9446 6333
Furnware	1800 101 009



hideawaybins.com.au Freephone: 1800 042 642

Staying ahead of the game



IN ORDER TO SURVIVE in today's competitive marketplace, local furniture manufacturers must find ways to cut costs and increase productivity, all without sacrificing quality.

Like many manufacturers in Australia, Melbourne-based AWG Australia is unable to compete with overseas-based manufacturers on price alone and is using quality and a high variety of designs as a key differentiator. However, without investing in automation to increase production volume, smaller cabinet makers will not survive, company owner and founder Andrew Wickham says.

"There is not going to be an evolution but a revolution in the kitchen and shop-fitting industry," Mr Wickham says. "We compete with cheaper imports from China and other

factory, which is now located on a 6,500m² site in Knoxfield, Victoria, he also invested in a Bargstedt storage system after visiting Ligna, the world fair for forestry and wood industries in Germany, and seeing the system in action at Austrian manufacturer Villeroy & Boch.

"When I saw the system at the Villeroy & Boch factory, I instantly fell in love with it," he says. "I saw the benefits of it and proceeded to purchase one later in that year for delivery in June 2010. The storage system is part of the plan to remain competitive."

Fellow local furniture manufacturer Orchid Furniture in Kilsyth, Victoria, was the first Australian company to invest in a Bargstedt storage system – and company co-founder and owner Brett Atherton had similar reasons to automate his factory.

Founded in 1999 by two young and optimistic entrepreneurs, Orchid Furniture services the shopfitting and commercial fit-out industry. At present, Orchid employs 55 people, runs seven machines including CNCs, edgebanders and a beam saw.

Faced with a shop full of machines running 24 hours a day, but not to full capacity, and a busy forklift driver, who became the most important person in the shop feeding and loading the machines, Mr Atherton and co-owner Bernard Galea knew it was time to invest in automation to optimise their production and increase efficiency.

"We already made the decision to buy a storage system in 2007, after visiting Ligna, but at that time the price was too high for us," Mr Atherton says. "We finally decided to invest in our storage system in 2009, when the government offered that 30% tax rebate during the GFC."

Intelligent storage systems give local manufacturers the flexibility and automation they need to maximise productivity and remain competitive.

low-cost countries. At present, it is estimated about 20% of all shop-fitting joinery is imported, and as well a growing proportion of kitchens are coming into Australia from overseas suppliers. That puts increasing pressure on all suppliers to the industry."

As a result, Mr Wickham not only decided to expand his

Investing in automation for high productivity and optimal economy of scale



"It's a fantastic system, it offers complete inventory control. It is one of the most significant things we have bought. We increased our cutting time, use our machines to full capacity and save money."

Andrew Wickham, AWG, Victoria.

Remaining globally competitive

"There aren't many options for local furniture manufacturers in Australia," says Antonio Di Conza, Technical Sales Consultant, Homag Australia, Springvale, Victoria. "If you're going to stay busy, and continue to meet the customers' needs, you have to invest in new technology and equipment. For small companies, the future depends on modernisation, automation and just-in-time production to increase productivity."

Moreover, minimising the time frame between the purchase of materials and invoicing/payment is critical to improving cash flow. Local industry competition is increasingly driven by global players, not local, Ross Campbell, Homag Australia's Managing Director adds. "Australia's natural barrier to import, our fantastic non-tariff protection, – being "distance" and "time to market" – is gradually being eroded. Therefore focus on the process to boil out cost, increase the rate of turnover is one of the next natural steps in the refining of manufacture, and remaining competitive and profitable."

The Bargstedt system is a major contributor to implement lean production in order to improve local manufacturers' operations and cash-flow.

Lean production

Just-in-time production is an essential requirement in the bid to comply with wide-ranging and individual customer demands. The Homag Group has responded by orienting its product range right across the performance spectrum towards specific production methods designed to address this growing requirement.

The most important attribute of lean production is the ability to build products quickly and efficiently in batch-size-of-one. In order to do that, all setup must be eliminated including any delays to parts, find and load parts, position workpieces, adjust machine settings, change equipment programs, and find and understand instructions.

The Bargstedt storage system supports the just-in-time process and permits the benefits of high volume production to be combined with economical methods for the manufacture of minimal batch sizes down to as low as one. And it has paid off for Mr Di Conza's customers.

"We have increased our production by 60-70%," Michael Madden, General Manager at Furniture Concepts Queensland, says. "Cash flow has also improved because the system's coordination of job planning and purchasing means you will order only what you really need. There is no over-ordering happening anymore."

Mr Madden decided to invest in the Bargstedt storage system in November 2009 after touring various factories during a Homag Open-House event in Germany. The business' cornerstone is the production of quality, locally crafted office furniture and seating, and the system's ability to control all stock, orders and off-cuts has improved the company's cash flow, which – as mentioned before – is of paramount importance for any business.

"The system can also work a completely unmanned ghost shift," Mr Madden adds. "During the lights-out unmanned operation, the system prepares tomorrow's sheets in the sequence of the production plan, which saves us a lot of time and money."

AWG has also considerably increased its production on



its beam saw by more than 100%, because cutting is now independent of material supply.

Orchid Furniture increased its machine utilisation rate from around 30% to 80-90% and more than doubled the output of the beam saw as well. "The Bargstedt has reduced our production time and increased our output of the machine shop dramatically," Mr Atherton says. "Our turnover has increased by 40% since the machine was installed in April 2010. That has a bit to do with that the economy has improved a lot, but there is no way we could have done a 40% increase in turnover if it wasn't for that machine sitting next door. I should have put the system in four years ago, when I started thinking about it!"

Training and support

All companies agree that the customised system is easy to program and operate – but it wouldn't be if it wasn't for the customer support and training provided by Homag Australia.

"We are a 100% Homag customer, we feel we get looked after, their service is very good, you never have to wait long to have someone out here, which is a huge benefit to us," Mr Wickham says.

Mr Atherton agrees and especially benefited from the training course before delivery conducted by Bargstedt, who have a worldwide training system in place. After a two-

day training course, Mr Atherton was able to play with the machine software in order to get familiar with it, and once the machine was up and running, he was able to use it straight away, which was a huge benefit after losing precious production time during the installation period.

intelligent storage technology and cost effectiveness go hand in hand

Homag Australia's Technical Sales Consultant Antonio Di Conza is closely involved in his customers' ambitious projects from the very first customer contact right through to commissioning.

"Australian manufacturers, like their overseas counterparts, typically experience high levels of fixed cost and low margins. Because the market is fragmented, plant and equipment is often under-utilised," Mr Di Conza says. "We adapt the Bargstedt storage systems to the needs of each client to ensure their investment results in a considerable productivity and resource benefit."

The plane storage system TLF410 installed at AWG, for instance, offers a high degree of optimisation and efficiency. With a maximum span width of 12m and a 50m frame length for this particular model (Bargstedt

systems are also available from 10m x 5m up to 90m x 16m) it is possible to store almost any type and amount of boards in an area of 600m² up to a height of 2.1m with spacing between stacks of only 150mm. The gantry style system can travel up to 150m/min and features a suction head, equipped with an intelligent material recognition device to move a great spectrum of boards from raw MDF to thin laminates.

Quality and design

For local companies it is important to handle such a great spectrum of boards. Competing with "cheaper" imports by quality and design means they have to stock a huge variety of coloured panels, which can take up a lot of storage space if the panels are stored in a typical colour racking system.

"The automated rainbow stacking system enables us to handle a high variety of panels using minimum storage space," Mr Madden says. "In typical colour racking systems you tend to segregate each colour sheet; with the rainbow stack system the machine places the sheet where it is most suitable and picks it up when needed."

Mr Wickham is also extremely pleased with the high variety of panels the system can handle as well as the automatic stock control. His system features two infeed stations where

"The Bargstedt has reduced our production time and increased our output out of the machine shop dramatically. Our turnover has increased by 40% since the machine was installed in April 2010. I should have put the system in four years ago, when I started thinking about it!"

Brett Atherton, Orchid Furniture, Victoria.



the sheets are loaded by the forklift driver. Since this is the only section in his factory where forklifts are operated now, the Bargstedt has not only improved efficiency and productivity, but also safety and utilisation of floor space.

The Bargstedt safety package includes the protection fence for the complete protection of the storage area, electronically protected access doors and places to place the goods and remove them from the storage protected by light-barriers. Personnel are protected from unintentional entry in the storage area and thus from injuries. As a result, the production process is not interrupted and related expensive downtimes are eliminated.

Complete storage and inventory control

The Bargstedt storage control registers the complete material stock and on this basis it calculates the optimal material flow. All material movements are permanently registered in the background and the storage capacity is maximally used through a best flexible allocation and arrangement of boards and storage places.

"The processing machines connected to the storage system are optimally used considering the process order and corresponding to their capacity," Mr Di Conza explains. "If no material has to be provided for the next processing step the storage system

does not stop. Where other storage systems are having a time of non-use, the Bargstedt storage system optimises the existing space and arranges in advance for short distances to the next processing step."

"The storage control system reduces our customers' delivery times, optimises material handling and saves manpower and storage resources," he continues. "Companies are focussed on absolutely minimising the time from commencing the manufacture to payment."

"The system has to be optimally integrated into our customers' operations though, in order to deliver maximum benefits. Homag Australia has the expertise and experience to configure each system to individual needs and offers hands-on training and after-sales support."

What is more, the open database system makes a smooth integration possible. The database is moved to the customer's server adjusted to their data security concept. "There are no problems to integrate the database into our customers' IT surroundings and all movements are booked in real-time to the database, so there is no need for further data storage."

Eliminating waste

Eliminating waste is a major component in an operation's efforts to streamline processes and increase efficiencies. The Bargstedt storage

system eliminates growing piles of off-cuts by automatically updating lists of all available off-cuts. Homag Australia's customers can now manage and locate off-cuts at the PC terminals of both, the saw and the storage system.

The system's ability to manage off-cuts has decreased all of their customers' waste, because it retrieves the off-cuts and maintains it in stock. "For example, when only half a sheet was needed and fed to the beam saw, the storage systems returns the other half to the system, registers it as an off-cut and uses it when a suitable job comes up in the future," Mr Wickham says.

Furthermore, the software module "IntelliStore" provides for a storage organisation which adjusts itself automatically according to the changing production conditions. "IntelliStore" continually analyses all storage movements in the background, which reduces re-stacking by up to 40%.

"It's a fantastic system, it offers complete inventory control, it is one of the most significant things we have bought," Mr Wickham sums up. "We increased our cutting time, use our machines to full capacity and save money." ■

HOMAG AUSTRALIA
Phone: 02 8865 2700
www.homag.com.au

New Blum Orga-line accessory set



Orga-line offers remarkable organisation in any drawer because containers, lateral dividers and cross dividers can be arranged in various formats. Everything is stored securely and in easy reach: from bottles, pots and cutlery to Orga-line kitchen accessories.

“At Blum, we like to say Orga-line is the heart of a functional kitchen. Kitchen users often underestimate how much time and unnecessary rummaging can be saved with a well organised drawer. With our Orga-line range, everything is close to hand, right where you need it,” comments Blum Product Manager, Michelle Sung.

Providing impressive organisation to any kitchen, the Orga-line kitchen accessories set contains 2 spice holders, 2 plate holders, a knife holder, a film dispenser and a foil dispenser.

“My favourites are the film and foil dispensers. I mean, who doesn’t want to use



cling film without any creases and foil without tears? And with these fantastic new products this is easily achieved,” says Michelle. The dispensers can easily be used in or out of the drawer.

Whether knives are large or small, the knife holder has room for up to nine knives, all safely stored. Plates fit perfectly in the clever Orga-line plate holder. The holder is adjustable to accommodate various plate sizes where up

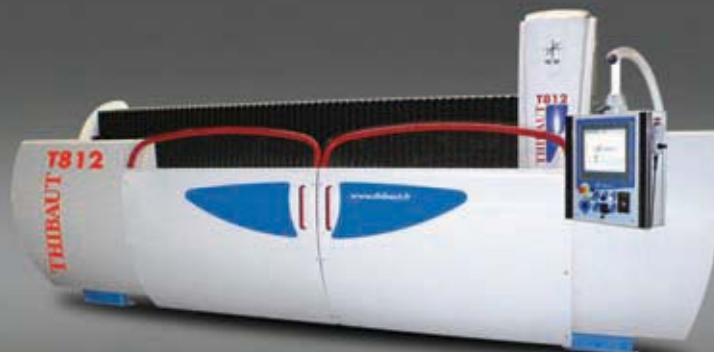


to twelve plates can be neatly stacked. The plate holder’s rubber feet mean plates stay secure when in the drawer, and thanks to the dual handle the holder can be easily removed from the drawer and transported to the table indoors or out.

BLUM AUSTRALIA
Phone 1800 179 186
www.blum.com

THE SWISS ARMY KNIFE OF MACHINES

The Thibaut T812 V2 is the undisputed heavyweight stone processing CNC machine, and so much more. It's a multipurpose surface polishing, honing and leather finish machine, with unequalled polishing quality.



PATENTED B3 HEAD • VERTICAL PNEUMATIC PRESSURE • 36 TOOL QUICK CHANGE MAGAZINE • CAPABLE OF POLISHING SQUARE SINKS AND EXTERNAL EDGES



FOR MORE INFORMATION, OR TO ORDER VISIT CDKSTONE.COM.AU

Melbourne 03 8552 6000

Sydney 02 9822 5155

Gold Coast 07 5537 3222

Perth 08 9406 3100



CDK STONE
cdkstone.com.au

CabinetMate releases a cut-to-size manufacturing programme guaranteed to save business time and money

Nearly four years ago on the Gold Coast a group of cabinet makers got together with a software company to build a system like no other. The result is a patented, simple to use program, written by Australian cabinet makers for Australian cabinet makers that can revolutionise the way cut-to-size operators do business.

work smarter not harder

Recognising an evolving industry the developers sat down and decided to come up with a system that was easy to use, required very little training and that would automate the most time consuming aspects of the cut-to-size business while eliminating the costly human error factor. With this in mind they set out to tackle the main bottlenecks in the industry.

The first was hand written orders. To combat the time spent by cabinet

makers creating cutting lists the developers put together a simple but comprehensive website that allows cabinet makers to order cabinets and components to their exact specifications. The website produces a full cutting list with drilling, all the required components and can save cabinet makers hours on every job from ordering to assembly.

The second bottleneck was processing the orders at the factory. With the efficiencies this system gave cabinet makers an immediate increase in orders was noticed. There were two options. The first was to increase staff levels to accommodate the increased work load or the second option was to further automate the program. The "work smarter, not harder" approach was adopted and as a result the automated job processing system was developed. Processing staff see a full summary of the order and with a single click the cutting list is sent to the CNC

machine software. This proved to be a significant time saver for processing staff.

There is a range of innovative ideas with the CabinetMate system. Some of the features include allowing cut-to-size organisations to fully incorporate their own branding into the program. This gives their clients brand recognition and peace of mind. Clients can produce instant live quotes and full estimates online. There is the facility to manage all material costing individually or by brand including hardware. Also built in is a fully integrated barcoding system that ensures the factory no longer misses any items from an order.

CABINETMATE
Phone 1300 579 919
sales@cabinetmate.com.au
www.cabinetmate.com.au

Saving you time. Making you money.



BENEFITS OF CABINETMATE TO CABINET MAKERS

- Saves time at job entry
- No need for expensive CNC equipment
- Provides instant job costing and estimate
- Produces instant cutting lists
- Eliminates costly errors when compiling a cutting list
- Spend more time on quoting and building, less on paperwork
- Increase profit margins and control job cost
- Quicker build times thanks to pre-drilling

BENEFITS OF CABINETMATE TO CUT TO SIZE OPERATORS

- Saves time on your customers job entry
- Saves time data processing each job
- Automates instant quote and job costing
- Automates instant cutting list
- Eliminates human error at job and processing data entry
- Direct entry to CNC equipment with all mapping
- Enables you to process more work increasing your capability
- Controls profit margins and job cost
- Reduces material wastage

To find out more about Cabinetmate please phone 1300 579 919 or email us at info@cabinetmate.com.au



A long established family business

What is sometimes sorely missed in this generation of fast paced technology and multi-national corporations is the family owned and operated business. The family business offers the consumer the distinct advantage of being approachable and familiar, while offering a high level of loyalty to its customers. These attributes are what have seen Wilson & Bradley become the national cabinetmaker supplier it is today.

Formed in 1976 by Graham & Lorna Wilson and John Bradley, Wilson & Bradley was originally set up in a small warehouse on the fringe of the Melbourne CBD. After 35 years of expansion and three moves, Wilson & Bradley's head office now resides in Preston. Being close to major arterial roads and the CBD gives the business excellent access to the Port of Melbourne, the airport and all of Melbourne's suburbs.

Wilson & Bradley is now wholly owned and run by Graham and Lorna's three children and their spouses, with Trevor Wilson, Graham's son as Managing Director. When asked what sets Wilson & Bradley apart from its competitors Trevor explains "We are small enough to care, but large enough to offer a full range of services to our customers." Trevor also highlights one of the most recent additions to the company is Ashleigh

O'Brien, Graham's granddaughter who has joined the company as Marketing Manager. Trevor sees Ashleigh joining the company as a way of ensuring that Wilson & Bradley continues to offer its customers the approachability and service customers receive from a family business, for many years to come.

As well as its head office in Melbourne, the last decade has seen branches open in Hobart, Sydney, Brisbane, Perth and Adelaide with distributors in all other areas of Australia. This expansion allows the company to service the whole country while carrying the main values of the company through to all branches.

The product range of Wilson & Bradley has also expanded in recent years. Having always been a major distributor for Blum hinges and drawer systems, the company are now also distributors of Accuride drawer runners, Bostik adhesives, Elco kitchen inserts, Aliedge aluminium doors, Zipbolts, Cowdroy wardrobe tracks and Wesco bins. The company also stock a full range of knobs and handles, locks, screws, edging and wire ware from a range of both local and overseas suppliers.

From modest beginnings selling to only a few local small cabinet makers, Wilson & Bradley's customer base now

come from all areas of the building industry. These include kitchen and commercial furniture manufacturers, reproduction manufacturers and pine furniture manufacturers. In recent years the company has also become a major supplier to the caravan industry as well as selling its own pre packed 'in house' brand to retail and DIY stores.

Having a family operated business also tends to create great employee loyalty. Wilson & Bradley now employ over 70 employees, with 18 of these having been with the company for 10 years or more. This is a great testament to the harmonious relationships built between employees and an active and involved senior management team.

Where many family operated businesses have failed, Wilson & Bradley have succeeded in offering the low prices and high quality products of a large corporation, while still having the personal touch and familiarity of a family run and operated company.

WILSON & BRADLEY PTY LTD
Phone 03 9495 8900
www.wilbrad.com.au



Floating shelf brackets



Solu Hardware's Australian designed floating shelf brackets represent a new, contemporary way of displaying prized possessions in an easier and more convenient manner. The unique fashion of the floating shelf brackets is an example of engineering excellence and modern design.

Capable of carrying up to 12.5 kg per arm, while maintaining a 21st century image, the presentation allows for simplicity that combines strength and style.

Its reliable strength can be attributed to its track which makes it easier to fix to any type of wall, especially stud walls. The anodised aluminum track comes in lengths of 2.4m and 3.6m, which can remain exposed or be hidden. If exposed Solu has cleverly designed an end cap that fits over the end of the track.

Solu Hardware is a company that has found its niche in creating a wide range of contemporary, modern products that exemplify efficiency and aesthetics to meet the demands of today's market.

SOLU PTY LTD
Phone 02 9519 4618
www.solu.com.au

MILLSOM
MATERIALS HANDLING

FREECALL 1800 99 22 11
The Right Advice, The Right Solution, The Right Choice

HANDLING SOLUTIONS FOR THE WOOD INDUSTRY



With the vacuum lifter and crane system package, a single operator can load a machine with cumbersome wooden boards or MDF sheets with ease.

VACUUM CLAMPING ACCESSORIES FOR YOUR CNC



Get all your spare seals and complete vacuum blocks from the vacuum specialists. We have a full range of seals and complete blocks to suit most CNC machines. Vacuum blocks can also be retrofitted to many existing older machines.

by Martin Lewis
CEO of FIAA Ltd

Trade Apprenticeships, Licensing & all that stuff (up)



Trade Apprenticeships

No doubt some of the readers of AWISA-The Magazine will have recently read in the newspapers that the Labor government had commissioned a report to determine whether or not the federal government was getting value for its \$1.2 billion spend on training. In case you didn't, here's some of what it said:

- The \$1.2 billion is failing to address skills shortages (derr!)
- Employers were not investing enough in training.
- Fewer than half of our apprentices complete their courses because of low wages, lack of support and a dislike of their jobs. The actual figures are 45.6% for trade apprentices and only 32% among smaller businesses.
- The \$1.2 billion spend is not being targeted as effectively as possible.
- The government should introduce an additional employer tax that would force employers to spend money on apprentice training but that would be rebated if the employer met stipulated requirements.

What was this "consultant" thinking?

Here's how it would play out in our industry. The government taxes employers for not employing apprentices and it then adds a further production tax on electricity on top of the other manufacturing taxes of payroll tax, land tax and low-depreciation deductibility by July 2012. Don't forget GST.

the tax, tax, tax plus online scenario

Then the government confirms that it is okay to sell kitchens and furniture on line, batching them into lots under \$1,000 for on line consumers, and therefore be exempt from GST.

You then go out of business, lose equity in your family home, and the government tells you that you are a lousy businessman.

Anyway, let's hope that that scenario does not actually eventuate.

By the way, yes – it's not a fantasy - you can already buy marble kitchens online over the internet and not pay GST.

A lot of AWISA readers will know that FIAA delivers an

all on-the-job Guild Apprenticeship in Cabinetmaking. This is proving a resounding success and we believe that in NSW we may now be the largest trainer of apprentice cabinetmakers. We are focusing on more mature workers to enroll in our Guild Apprenticeship scheme and the results are already speaking for themselves. FIAA's apprentice completion rates are at 67%, but if we exclude those who drop out during the 3 month probation period, then they are much higher again.

Licensing

Businesses that ply their trade in the kitchen and built-in furniture sector, for the most part, are required to be licensed as joiners, cabinetmakers and the like.

This has come about because most state governments believe that the building industry needs to be strongly regulated, and the kitchen and built-in furniture sector are deemed in most states to fall partially within the building industry. With the exception of ACT and possibly South Australia, if you make and install kitchens, then the business must be licensed and there must also be a licensed supervisor working for the company. In most cases the licensed supervisor will be the company owner, but it can be an employee of the kitchen company, but not a subcontractor.

In order to gain a licence, the prospective qualified supervisor must be trade qualified in cabinetmaking or one of the other wood working trades.

In NSW, if you are in the kitchen sector and your business model includes organizing sub-trades such as plumbers, electricians and the like, then a Joinery Licence is not sufficient, and you must upgrade the licence to a Kitchen, Bathroom & Laundry Renovation Licence. To get this, you must demonstrate specified qualifications in addition to that required for the Joinery Licence. AWISA readers in NSW who want further information on this should contact myself for further information.

Several years ago, when business & occupational licensing was under review, FIAA surveyed its members and the industry at large regarding whether or not they wished to retain licensing.

The overwhelming feedback supported licensing at the time. Back then this attitude was understandable, as an actual Government-issued licence has the tendency to give the licence owner a feeling of pride – perhaps marking those



MARTIN LEWIS,
CEO of Furnishing Industry Association
of Australia Ltd

people as being members of a trade community – different from other people seeking business from home-owners. Back then however, it was a different time and there were few fly-in fly-out auction houses and huge hardware stores selling kitchens in competition with traditional kitchen businesses. We were also a bit younger.

Times have changed now – we are all a bit older, and the competition that we face from hardware stores (who by the way have been exempted from licensing and other state government requirements including deposit payment schedules, warranties and the like) is now very real.

If hardware stores don't have to have a licence, why should you? FIAA would love to hear your comments on that one.

The bigger issue from my point of view, and yours if you are nearing your 60's, is the fact that the licence that you must have for your business is now severely hampering your ability to sell your joinery shop to some one else. If a prospective purchaser is looking at your business, and if they do not hold cabinetmaking or similar qualifications, then they will seriously question the risk of purchasing your business – especially if their licence to do business resides with an employee that they really do not know. Again I would love to have your comments.

I just thought that I would throw one further thought into the mix.

Are you an employer and have you considered enrolling your employees into the industry fund for furniture, cabinetmaking, joinery and timber workers? It's called First Super and is highly regarded within the superannuation industry as well our own industries, with more than 70,000 members.

We have all watched the recent news of flood disasters on the eastern seaboard of Australia. We also know that there are many cases where an insurance payout will be refused to ordinary workers and to business owners because the water has allegedly come in from the wrong direction.

If you are aware of an insurance company that is refusing what you may feel might be fair claims, then I ask you to also look at your superannuation arrangements. Do you really want to trust an insurance company, or a bank that owns an insurance company, with managing your super, when that company, or its affiliate is refusing payouts on what seem reasonable flood claims? If you think you would like to consider an industry fund that directs all profits back to fund members, then please contact me for further information. ■

Kethy

www.kethy.com



d e s i g n s t h a t e n h a n c e

polytec



CREATEC doors in Graphite.



MELAMINE doors in Truffle Lini Matt. LAMINATE bench top in PolarWhite Matt.

With an outstanding array of colours, styles and surface finishes, the **polytec** range of laminated bench tops, decorative doors and panels is amongst the most comprehensive in Australia.

For trade enquires on the **polytec** range visit our website or call your local **polytec** representative.



MELAMINE doors in Hazel Strata Matt.



MELAMINE doors in Belgian Oak Matt.



Proudly supplying **Kitchen
Commercial
& Wardrobe**
manufacturers

1300 300 547

www.polytec.com.au

Unique Cabinet Makers – a reputation for quality

Thirteen years ago, Gus Lobuono started his new business, Unique Cabinet Makers, in the small industrial suburb of Kilkenny, South Australia. From the outset, Gus held great emphasis for the quality and precision of his work. With that beginning Gus invested in an Altendorf F90 machine. While the F90 was one of Altendorf's most basic machines of its sliding table panel saw line up, this panel saw was a robust platform which laid grounds for quality manufacturing with minimal down time.

Catering for a wide variety of clients ranging from kitchen renovations to commercial installations and shop fittings, Gus garnered a solid reputation within the community and quickly saw the need to expand his business.

When it came to the choice of a new machine with more productivity features to streamline his workflow, it was nothing but an Altendorf for Gus: "Even the old machine was perfect and never missed a beat." This time it was an Altendorf Elmo 3 VP C.A.T.S., a higher end modern variant of his existing machine. A true workhorse, the Elmo 3 combines the latest in panel processing technology with the pure engineering and design that over 120,000 businesses across the world have come to trust.

For Unique Cabinet Makers, its time saving features proved to be invaluable. "That powered rip fence height, tilt, rip fence adjustments and the unparalleled cutting performance of an Altendorf saw, it offered the best of both worlds – productivity increase and higher precision.

According to Gus, the saw has also really helped with Unique Cabinet Makers when it came to reducing time spent for quoting and material ordering. "ARDIS software helps with quoting and not having to work out how many sheets to order every time really is a huge saving in itself..." Armed with an intuitive eye level display, the saw also possesses a host of PC connectivity features onboard.

Unique Cabinet Makers are now based in Welland, South Australia, and continues to deliver high impact joinery work utilizing all the different materials on offer today.

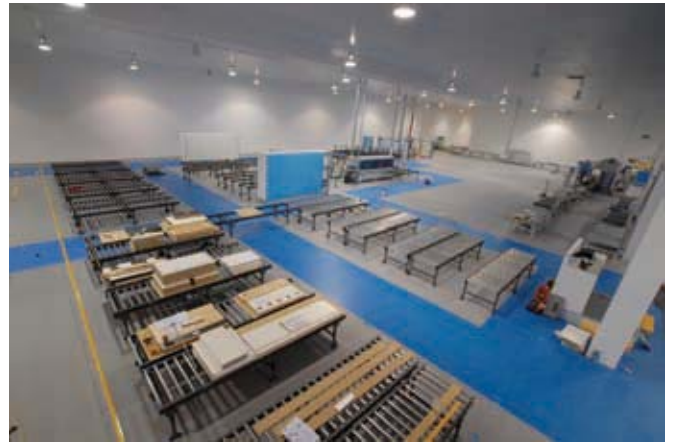
ALTENDORF AUSTRALIA PTY LTD
 6-7 Bushells Rd,
 Wetherill Park NSW 2164
 Phone 1800 558 258
www.altendorf.com.au

Standing proudly next to their workhorse machine, from left to right: Gus Lobuono with two of his staff, Mario and Vince.

even the old machine was perfect and never missed a beat



AWG Australia - Australian manufacturing at its best



As a pre-eminent supplier of retail furniture and kitchen joinery AWG Australia is preparing to lead the way in what will be a revolution for the Australian joinery industry as it nears completion of its new 6000m² manufacturing plant in Knoxfield, Victoria.

AWG's state of the art manufacturing facility commenced life as the vision of the company's sole director and owner Andrew Wickham. His vision was simple in principle: put together a facility that combines the latest in German engineering excellence with traditional craftsmanship to deliver exceptional quality joinery efficiently and with the least possible impact on our environment while remaining competitive on a world stage.

After many years of planning, significant investment and with the long-term support of key industry partners in Homag and Pytha, AWG now operates what is arguably the most advanced fully integrated joinery manufacturing facility in Australia.

After 29 years as an innovator within the shopfitting industry, Andrew is embracing the opportunity to lead the AWG team into the kitchen joinery business with a clear focus on supplying to the trade.

We asked Andrew why kitchens? "I've travelled extensively through Europe, and through my relationship with Homag and their affiliate brands been given the opportunity to visit some of the world's leading manufacturing facilities. As the market matures, many businesses are taking the decision to specialise and focus on their strengths, often resulting in the decision to outsource inefficient elements of their business including manufacturing.

We see the kitchen industry as one which will benefit greatly from such a model."

"Our main point of difference is that we offer a fully assembled joinery solution," he continues. "There are plenty of flatpack offers in the market but we believe the benefit of receiving a fully assembled carcass which has been quality checked and with no missing parts is just one of the many compelling reasons to use our service.

I truly believe the Australian market is ready to evolve and adopt this concept."

As many can attest too, small business is more complex than ever. It is necessary to be not just a master craftsman but also a business manager, HR manager, accountant, property manager, project manager, sales manager, courier, debt collector, assembler and installer among a myriad of other things.

The concept behind the AWG solution is to provide independent business owners the freedom to manage their business and focus on growing sales using superior quality products without the additional cost and overheads that would be otherwise incurred.

While still a bit cagey on the name of the new kitchen business, Andrew was quite candid about his vision: "All I can say is watch this space, what is important to understand at this time is we are not servicing the retail consumer; we are looking to support the trade with a compelling one-stop joinery and kitchen solution."

"Our e-commerce site will provide our partners more than just an online shop; it's a sales tool, a marketing engine, a lead generator that will deliver a professional representation of their

brand and their image. Our goal is to make our partners more successful."

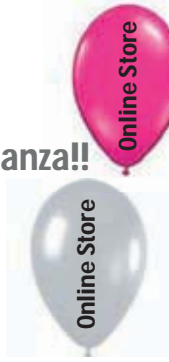
AWG intends to leverage off the efficiencies they achieve through volume manufacturing in the kitchen joinery and incorporate that into their retail shopfit business. Apart from their retail client base, AWG supplies many of its industry partners with a competitive joinery solution and sees this as an ongoing growth opportunity. "For us it's about repeatable volume manufacturing, some people confuse that with everything all at once, that's not the case with just-in-time production," Mr Wickham explains, "It's about the same thing in large volumes over an agreed period of time."

AWG has a clear vision for the future, and as the business evolves so will the benefits to the local community with the team expected to grow from the current staff of 29 to 50-60 by the end of 2011.

With the combined shopfitting and the kitchen manufacturing business together, the future looks bright for AWG, while manufacturing quality, just-in-time service and maintaining the high standards that customers have been relying on for nearly 30 years will always remain at the core of AWG Australia's business. AWG Australia can be contacted on 03 9757 3810, or www.awgaustralia.com.au. ■

LEUCO

Online Store Opening Bonanza!!



Massive Reduction in Price when Purchased **Online**

173639	ISO30 2-20 470 Collet Chuck	\$188.00
714334	470E 3/8 Collet	\$50.05
003178	5 x 57 RH Dowell Drill	\$14.00
003179	5 x 57 LH Dowell Drill	\$14.00



Email: tooling@leuco.com.au
Website: www.leuco.com.au

Terms & Conditions Apply

LEUCO Online Store Opening Bonanza!! LEUCO Online Store Opening Bonanza!! LEUCO Online Store Opening Bonanza!!

A hidden bin solution for the bathroom

Often rubbish is an afterthought in bathroom design, and it ends up being placed in a small bin in the corner of the room which is ultimately an eyesore in the overall design. When designing a bathroom, this eyesore can be done away with by incorporating a hidden bin solution into the design at the initial planning stages.

The integration of a Hideaway bin system into a vanity unit will prove to be one of the most important assets within a new 'functional' bathroom. By top mounting the bin inside the vanity, bending is minimised as well as unnecessary movement around the room, allowing the customer to do away with and hide bathroom rubbish easily.

The Hideaway Compact range of bins is designed for modest spaces and includes a perfume sachet for odour control, making it the perfect accessory for a modern bathroom. All units are easy to clean and are made from zinc-treated steel that has been powder-coated for durability. The single 15 litre bin is ideal in the bathroom as it is compact in size ensuring it will not interfere with any plumbing that may sit in behind.

When designing a bathroom with ample space, designers may like to consider integrating a 50-litre Hideaway bin in the design. This provides a handy way to hide dirty laundry away from prying eyes. There are hidden bin solutions available for every room of the home, with differing sizes and bucket configurations available to meet the design requirements.

KITCHEN KING
Phone 1800 042 642
www.hideawaybins.com.au



Innovative edgebanding from Felder



Edgebanding contributes to the 'look and feel' of furniture. As a result, an excellent edgebander is a major and important investment for most companies. By making the correct choice, a competitive advantage is guaranteed. The wrong choice can be a very expensive one. Over the last few years, the Felder Group, which owns the Format 4 brand, has been manufacturing a wide range of edgebanding machines to cater for the individual needs of its clients. The Format 4 Perfect 710 E Motion is the latest addition to this long list of distinguished edgebanders. While most Felder edgebanders do a fantastic job, the Perfect 710 E Motion offers more by adding automation to the edgebander. With this innovative machine, there is therefore no need for a manual set up.

As the name suggests, all the units in the Perfect 710 E Motion can be controlled from the 10" touch screen control panel. The 2 heavy duty motors of the pre-milling unit are equipped with helical diamond cutters for achieving the highest finish quality. The end trimming unit swivels 15 degrees to achieve the perfect cut while working with thin edges. Setting up the top and bottom trimming is the bug bear of many edgebanders. This process is made ultra easy by the motorical settings which allow the unit to be calibrated to 0.1 mm of precision. No more chipped boards, excess edging, and uneven radiuses.

Other units that the machine offers are corner rounding, radius scraping, pneumatically activated glue scraping and buffing unit.

Programming the machine with its 10" touch screen is a real breeze. Felder has done away with 'language' requirements and has shifted to 'pictures' and colour codes. Red means 'off', green means 'on'. As the cliché goes, 'A picture is worth a thousand words'. No more memorizing commands, referring to thick operation manuals and long trouble shooting menus.

The machine offers a feed speed of 12 m/min, panel thickness from 8 – 60 mm and edge thickness from 0.4 – 10 mm of coiled material and strips. Optionally, customers can fix Riepe® units on their machines for spraying release agents, anti static agents and cleaning agents. For customers working in extreme cold conditions, the machine can be fitted with an infra red heater to raise the temperature of the board. This allows the perfect adhesion of the board and the edge.

The Felder Group has machines with the pre-milling units in its showrooms, available for demonstration and testing with customers' products. The slightly smaller Perfect 710 X Motion is also available in Australia. As usual, all Felder Group machines are 100% made in Austria.

FELDER GROUP AUSTRALIA
NSW 02 4735 1011
QLD 07 5543 5599
VIC 03 9018 8346
WA 08 9209 3055
www.format-4-australia.com





EVERYTHING, INCLUDING THE KITCHEN SINK.

Whether its Appliances, Sinks, Panel Product, Kitchen Accessories, Decorative Products, Components, Shopfitting Products, Hinges, Sliding/Folding Mechanisms, Lighting, Handles, Adhesives, Coatings & Abrasives, Fasteners/Assembly Aids, Tools & Consumables, Wardrobe, Office Furniture, Door Products, there's only one name you need to know.

At Nover, we've been delivering quality kitchen products for 54 years, and our range just keeps getting bigger and better. From benchtops to appliances, sinks and fittings, we offer the complete package – in one place and with the same guarantee of excellence. The choice is simple.

CHOOSE NOVER. FIRST BY CHOICE.

NOVER
first by choice

www.nover.com.au

Expanded horizons with good training

The drive to create functional yet beautiful things started early in Darren James who liked nothing better than spending his free time on projects in the manual arts room at his school. This passion led him to start his own interior design and cabinetmaking business – Interiors by Darren James - in 2004. Darren realised the value of enhancing his skills and gaining accreditation in his chosen field, so he completed training to become a Certified Kitchen Designer (CKD); a move he says will have a number of benefits both for his business and professional development.

“Although my business manufactures, I have a strong desire to grow the design side of my business and it’s pretty much all I do these days,” the award-winning designer said. “Driving the success of this growth are my clients and their willingness to invest in the comprehensive design service that I offer them. As a certified designer, my clients can be confident that they are dealing with a true professional in the field.”

According to Darren, the training process has played a major role in expanding his horizons when it comes to approaching new design projects. “The training provided me with a greater understanding of the entire design process and superior knowledge of the principles of design,” he explained. “My clients and my business are benefitting and I am now able to design an entire space, not just a room.”

Darren’s advice to others who might be thinking about accreditation is: “Just do it! As designers, our work should be constantly evolving.”

And it may not be as difficult as some imagine. As a cabinet maker and registered builder, Darren was able to get recognition of his previous training and skills through Recognition of Prior Learning (RPL). This gave him a head start to complete the course.

Designer Training, a Registered Training Organisation (RTO) that specialises in providing professional training to the kitchen and bathroom industry, offers a range of professional courses for kitchen and bathroom designers around Australia. Courses range from entry-level design, where students are introduced to the basics of design, through to a Certificate IV in the Design of Kitchens, Bathrooms and Interior Spaces.

Participants not only receive a broad range of skills across all areas, but specialise in either kitchen design or bathroom design, which enables them to go on and become a Certified Kitchen Designer or Certified Bathroom Designer. This is the highest level of professional development available in Australia.

Training is flexible with a combination of correspondence and attendance at face to face workshops to interact with trainers and other participants. The Certificate IV in Design of Kitchens, Bathrooms and Interior Spaces is also run as a traineeship in NSW.

The benefits to the trainee are obvious. Trained design professionals can offer consumers the best advice and assistance for their kitchen or bathroom renovation, and increasingly market-savvy clients appreciate this high level of expertise and professionalism.



DESIGNER TRAINING
(07) 3505 7100
info@designertraining.edu.au

DIBOND[®] MAKING INSIDES STANDOUT FOR YOUR NEXT PROJECT

European quality combined with a unique list of outstanding features make Dibond Australia's premier choice in Aluminium composite material for shopfitting.

- Over 50 colours/finishes to choose from in sheet sizes up to 2m widths
- National availability of stock
- Can be used for interior fitouts, soffit lining, furniture, internal wall & ceiling cladding, signage & display
- Timely & cost effective fabrication and installation

To find out more visit www.dibond.com.au

Decorative Building Products

Distributed nationally by
HALIFAX VOGEL GROUP PTY LIMITED
Australia:
T 1300 854 166 F 1300 658 889
New Zealand:
T +64 (0)9 580 0193 F +64 (0)9 580 0493
E building@hvg.net.com.au
W www.hvgbuilding.com.au

Distributed nationally by
ALUCOBOND ARCHITECTURAL
A Division of Halifax Vogel Group Pty Limited
T VICTORIA: (03) 9394 3130
T NEW SOUTH WALES: (02) 8525 6900
T QUEENSLAND: (07) 3718 2360
E info@alucobond.com.au
W www.alucobond.com.au

Manufactured by
3A Composites
GmbH, 78224
Singen / Germany

tough



HIGH SPEED AUTOMATED PRODUCTION FOR NESTED BASED APPLICATIONS

The Morbidelli Universal – designed for your production. An integrated nesting system that allows you to optimize both your time and materials.

Morbidelli's engineering is famous throughout the world. Genuine European components combined with over 50 years manufacturing experience gives you the highest reliability.

The unique gantry construction gives maximum rigidity and balance at the spindle, giving faster machining, longer tool life and a perfect finish.

An aluminium worktable gives perfect vacuum hold down, along with perfect machining

accuracy. Your nested panels are held securely with the best system available on the market.

At Gabbett, we give you the best in precision integrated systems, backed by exceptional local experience and service. We are here to support your business.

Designed to be bullet-proof.

Now that's tough.

To find out more, call your local office

GABBETT MACHINERY PTY LTD
www.gabbett.com

Sydney 02 8886 1500
sydneysales@gabbett.com

Melbourne 03 8761 4500
melbournesales@gabbett.com

Brisbane 07 3900 2500
brisbanesales@gabbett.com

Adelaide 08 8445 5700
adelaidesales@gabbett.com

Perth 08 6250 5400
perthsales@gabbett.com

Auckland 09 828 4530
aucklandsales@gabbett.com

Christchurch 03 377 3795
christchurchsales@gabbett.com



DO YOU KNOW ABOUT THE modern awards?

SOME IMPORTANT INFORMATION FOR EMPLOYERS



Are you an employer operating your business in one or more of the following industries:

- joinery work
- shopfitting
- prefabricated building
- stonemasonry
- glass and glazing contracting
- glass and glazing work?



If so, there are some important changes you need to know about.

- Did you know that new modern awards have come into effect for national system employers?
- Do you need help working out which award covers your employees?
- Do you need help understanding what pay and conditions your employees are now entitled to?



The industrial relations and awards system has undergone significant change in recent times, including a new national award system.

- From 1 January 2010, constitutional corporations across Australia as well as employers in Victoria, the Australian Capital Territory and Northern Territory have been bound by modern awards.
- Unincorporated businesses in Queensland, New South Wales, South Australia and Tasmania also became bound to the new modern awards from 1 February 2011 due to a referral of industrial relations powers to the Commonwealth in those states¹.
- In some cases the rates of pay, loadings and penalty rates under the modern awards are different from those contained in the NAPSA's and pre-modern awards.
- To deal with these discrepancies, over the next four years businesses covered by a modern award may be subject to **transitional provisions**. These provisions phase in the difference between the modern award rates of pay, loadings and penalty rates and those contained in the NAPSA's and pre-modern awards.

In order to assist employers with the changes that have occurred, HIA has received funding from the Fair Work Ombudsman to prepare guidance material relating to the Joinery and Building Trades Award 2010.

As a part of the program, HIA has created a Modern Award Guide dealing specifically with the Joinery and Building Trades Award 2010. It has been designed as a 'one-stop-shop' resource containing all the essentials an employer would need to know about the Joinery and Building Trades Award 2010.

The Modern Award Guide and other materials will be available from the HIA website hia.com.au

In addition, HIA will be providing face-to-face seminars in select locations and an information line accessible by both HIA members and non members where a dedicated workplace advisor will be available to answer your queries.

For further information about the program, the seminars and the new Modern Award Guide contact Melissa Adler at HIA on (02) 9978 3309 or email SIAP@hia.com.au

¹ Please note as the Western Australian Government has not signed up to the modern award system, sole traders and partnerships in that state will continue to be covered by their relevant state awards.



Australian Government

Fair Work
OMBUDSMAN

'Flexible sizing' and flat packs online at Precise Precut

CNC machine boosts production and efficiency at Arundel factory

The success of a 'flexible sizing' online ordering programme – claimed to be the first and only one of its kind in Australia – was the impetus for a Gold Coast joinery and kitchen component manufacturer to install a new production-boosting CNC machine centre.

The Anderson Selexx Primo 7213, supplied by The Wood Tech Group, has 'raised the bar' for CNC machine efficiency and almost doubled production, says Aaron Phillips, a director of Precise Precut at Arundel.

The company's online ordering program, Modular Pro, is driving new business that has seen the twin-bed Anderson CNC cutting up to 120 sheets a day to meet demand from cabinet makers and shop fitters. "The online program, developed in association with a Gold Coast IT company, means customers no longer have to carry out tedious and long-winded cut-lists," Mr Phillips said. "They simply click on a picture for their preferred style and design of cabinet and then fill in the height, width and depth details."

The Modular Pro program also quotes instantly on the job and is accessible on the net 24 hours a day, seven days a week. Precise Precut started in 2006 as a trade-only supplier focusing on small to medium-sized businesses.

"From the day we opened, it was going to be a high-tech operation," Mr Phillips said. "We bought the twin-bed Anderson to accommodate more tooling, increase productivity (due to the success of Modular Pro) and maximise floor space, reliability and accuracy.

The machine is equipped with nine 2 hp vertical drilling heads which are individually or gang selectable. Drilling head rotation speed is 4800 rpm and all drilling spindles have full coverage over the complete table. The automatic tool changer is an eight-position carousel, mounted directly alongside an electrospindle enabling the fastest chip to chip during a tool change. The carousel has a dust cover to protect the sensors and tool holder fingers are brass alloy for added security and longevity. An additional automatic tool changer with seven tool positions is mounted between the working tables.

The Anderson is cutting between 100-120 sheets a day at Precise Precut, depending on the type of jobs processed, which compares with about 60 sheets a day on the original machine. All the parts are cut and drilled, labeled, bar-coded, edged and plastic-wrapped for dispatch.

Precise Precut's products, principally kitchen flat packs manufactured from

Laminex Formica, are distributed throughout south east Queensland, including the Sunshine Coast and Gold Coast. They meet all Australian standards and green building codes with an E0 emissions rating.

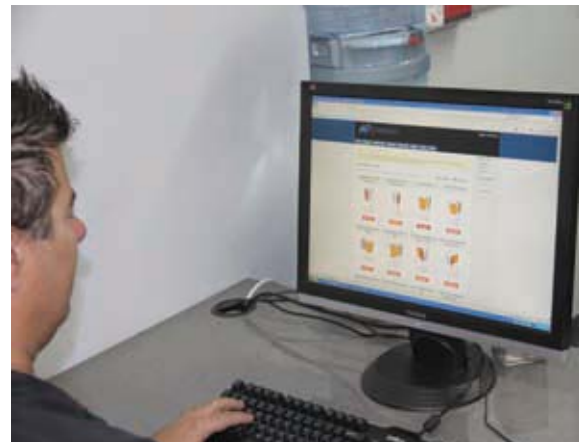
A new CNC routed door range will be released this year.

Employing a staff of eight, the combination of online trading and the efficiency of the new CNC machine have allowed the company to produce flat packs at around 50% below the cost of similar products from the 'big box' traders.

THE WOOD TECH GROUP
Phone 1300 738 663

Left: Efficient team at Precise Precut .. manager Lyle Kearns, directors Shane and Aaron Phillips, and the Anderson Selexx Primo 7213 CNC machine centre.

Right: Flexible sizing ... a customer checks out kitchen cabinet styles using the Precise Precut online service.



recognition by peers for exceptional work

Interior fitout awards celebrate Australia's best



Focus Shopfitters, now part of the ONE Group Retail Experience, receiving the award for 'National Interior Fitout of the Year' for the Emporio Armani store in Wesley Quarter, Perth.



THE BEST of the industry were celebrated when the Australian Shop and Office Fitting Industry Association (ASOFIA) crowned 15 companies at its recent awards night. The Interior fitout awards were presented at the gala dinner of ASOFIA's conference, held in Queenstown, New Zealand.

Sponsored by major industry supplier The Laminex Group, the awards program gives shop and office fitters the opportunity to be recognised by their peers for their exceptional work.

The judging process sees three independent judges travel all over Australia to physically view the finished project sites and mark them according to specific criteria. Gerard Ryan, CEO, ASOFIA says this rigorous process ensures the winners of each category are truly the cream of the crop.

"Now in its eighth year the Interior Fitout Award programme has helped to lift the standards expected and produced of the industry as established and newer companies are celebrated for their professional workmanship," says Ryan.

A new category this year was 'Unique Use of Recycled Material'. New ASOFIA member company Crosbie Projects won this accolade for its work on Prema Salon Surry Hills. Another special award, 'Exceptional Contribution', was created this year for the work done on the shopfront of the Prada store at Chadstone Shopping Centre completed by Australian Professional Shopfitters.

AUSTRALIAN SHOP & OFFICE FITTING INDUSTRY ASSOCIATION

Phone 02 4342 5505 www.asofia.com.au



BellaStone™ Solid Surface

BellaStone™ Solid Surface is non-porous therefore does not absorb moisture and minimises the growth of bacteria.

Say goodbye to scratches and chips.
BellaStone™ is a renewable and repairable material.

BellaStone™
Solid Surface

Unit B, 13-21 Mandible Street
Alexandria, NSW, 2015, Sydney, Australia
Phone: 61 2 9310 3222
Email: enquiries@juststone.com.au
Website: www.juststone.com.au



The new 3 series is now available!

The highlights:

- extended range of models: HPP 350 and 380, HPL 380, HKL 380 and the new HPL 350 with lift table feeding
- improved ecoLine technologies for an additional 20% saving in energy combined with increased cutting performance
- available in new cutting lengths: 5600 mm (for HPP 380 profiLine and HPL 380 profiLine) and 3200 mm
- saw carriage: with many of the high-tech technologies of the 5 series
- enhanced range of optional extras

Standard for all models:

- window at the height of the pressure beam – for a clear view of the rear part of the machine
- 19" touch screen monitor
- cleaning doors at the front
- clamps with two fingers
- automatic cutting height control
- manually adjustable pressure for pressure beam and clamps
- air tables and machine tables with air jets throughout
- 800 mm wide first air table
- ergonomic table height of 920 mm

A company of the HOMAG Group



HOMAG Australia Pty Ltd
6-8 Tasha Place
Kings Park
NSW 2148
Phone: +02 88652700

**Come and see the new 3 series
and many other products at
the HOMAG Australia Sydney
Showroom.**

Efficient, on-line ordering of cabinets



Throughout Europe, traditionally the leaders in interior and kitchen design, kitchen designers are creating efficient, practical and beautiful kitchens from standard sized kitchen cabinets. The benefits are obvious when one considers the range of drawer organisation, hardware, bins and appliances that are created to suit standard sized kitchen cabinets within each zone of every kitchen irrespective of the size of the kitchen itself.

European hardware manufacturer Blum, has invested heavily in the concept of "Dynamic Space". This concept simply involves the development of the most efficient kitchen workspace calling upon the correct placement of zones, which include cooking, cleaning, preparation, consumables and non consumables to reduce the amount of travel within the kitchen itself. Studies have shown that a "Dynamic Space" kitchen will reduce the movement within the kitchen work area dramatically, while adding to the pleasure of using a well planned efficient kitchen.

Western Australian kitchen manufacturer Dynamic Cabinets has worked closely with Blum to develop a specific range of pre-cut pre-edged and pre-drilled standard sized kitchen cabinets which are consistent with the principles of Dynamic Space. Each kitchen cabinet within the range of 112 cabinets is pre-drilled to accommodate Blum hardware and Tandembox drawers. This system however goes beyond being simply a carcass system. Dynamic Cabinets, using the internet, allows busy cabinet makers to order their required cabinets on line and have them delivered together with applicable hardware within 2 days of receiving the order. Using the Dynamic Cabinets web site cabinet makers have the ability to quote accurately to their customers

with the knowledge that every cabinet will be cut, edged and drilled the same way every time.

Dynamic Cabinets was developed by Sten Campbell, the chief executive of Designtec Commercial Furniture. Having already made the investment in machinery enabling one of Australia's largest commercial furniture manufacturers to support its client base, the high volume, highly accurate, high speed Homag machinery was adapted to creating kitchen carcasses. Because of the efficiency of the equipment it meant that every cabinet was cut, edged and drilled accurately every time. Dynamic Cabinets has made its investment in equipment so that cabinet makers Australia wide don't have to. Costly delays due to errors, which continually frustrate designers, are no longer necessary.

While there are many case studies that show how cabinet makers have grown their businesses simply by using Dynamic Cabinets to save time, eliminate errors and deliver results on time every time, it would seem more practical to outline the invaluable process itself.

Kitchen designers have the ability to create beautiful kitchens. However, while aesthetically pleasing, some come up short when it comes to efficiency. In almost every state in Australia, Blum has initiated its own 'test drive' kitchen. As when purchasing a car most people would test drive it first, so too, when making an investment of similar value in a kitchen it would stand to reason that customers would want to test it also. Now, designers and cabinet makers can visit the Blum showrooms and use standard sized cabinets on wheels to create their perfect efficient kitchen and to see Dynamic Space

in action. From the large range of mobile cabinets the designers, cabinet makers and their clients can create their perfect kitchen and test how functional it really is.

Upon testing the kitchen, the ordering process can be initiated by logging on to the Dynamic Cabinets web site. Here, every cabinet within the range can be viewed along with Orga-line, Servo Drive, bins and accessories. The cabinet maker simply has to input the appropriate cabinets according to each zone and the cabinets are delivered from Wilson and Bradley's warehouse on site within 2 days. The cabinet maker simply has to install the kitchen on site. Recent innovations which enhance any kitchen include the space corner. Previously the space corner was basically considered too hard by many cabinet makers. With Dynamic Cabinets the space corner is delivered ready to be assembled. What would normally take a cabinet maker 12 hours to be produced can simply be assembled on site in under an hour without risk of error and adds to the quality, efficiency and appearance of any kitchen.

Unlike some of its competition, Dynamic Cabinets is not attempting to offer a cheap solution for kitchens. In fact, Dynamic Cabinets is a premium offering using only high quality board, edging and hardware. The benefits are achieved through the efficiency of the process and the time saved by both designers and cabinet makers in delivering an error free solution when it's wanted, where it's wanted.

Logon to www.dynamiccabinets.com.au to view all of the available options and to apply for a password. The password will be emailed back so that the system can be used immediately. ■

Weinig tour to Ligna

Michael Weinig Australia Pty Ltd has finalised the arrangements for its 2011 Ligna tour. Consisting of a choice of two industry specific "streams", the tour promises access to some of the latest and most sophisticated timber processing operations in the UK and Europe.

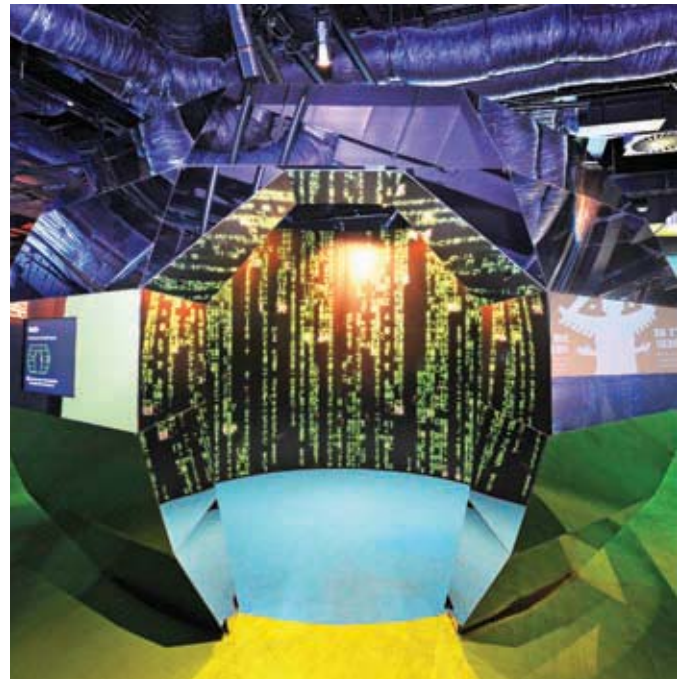
The joinery stream will spend dedicated time visiting a selection of highly specialised and efficient window and stair builders in the Oxford, Salisbury (Stonehenge) and Birmingham area of the UK before heading to Germany. At the same time, the processing stream will visit state-of-the-art operations in Sweden with a couple of nights in Stockholm – then also head to Germany.

Once in Germany, a visit to a

selection of both processing and joinery operations will be built around an afternoon at the fabulous Weinig HQ in Tauberbischofsheim. Another Weinig Group visit will be to the fingerjointing specialists – GreCon, and a scenic trip to Pied Piper town of Hamelin.

An opportunity to explore the historic town of Hannover over the weekend is followed by the opening of the Ligna fair. After 5 days at the fair, the tour returns to Australia.

Interest is very strong with 65 people currently registered, and the Weinig tour will only be available to those who finalise their bookings early. For more information, phone 02 9609 5911.



HVG adds two new colours to Mirror finish range

Halifax Vogel Group (HVG) has added two new finishes to its popular Dibond Mirror range of ultra-reflective aluminium composite panels.

Mirror Anthracite and Mirror Gold join the standard Mirror finish in the colour palette for the product, which is the equivalent thickness of glass mirror but only half the weight.

Totally shatterproof, the finishes enhance light levels and create the illusion of extra space inside and can be specified with confidence for use in public buildings where safety comes first, including bars, hotels, hospitals, public toilets and shopping centres.

"Dibond Mirror offers the reflective qualities similar to standard glass mirror without the risk of shattering on impact," said David Maltby, business manager, decorative

building products, HVG.

"The product also has obvious aesthetic appeal for signage and display applications and we expect these two striking new colours to attract interest from the building, signage, display and shopfitting industries."

Mirror Anthracite and Mirror Gold is now available from HVG Decorative Building products at all Australian branches. Previously only available in an exterior version, the standard Dibond Mirror finish is also now available in an interior version, opening the product to an even greater range of applications and projects.

HALIFAX VOGEL GROUP PTY LTD
Phone 1300 854 811
www.hvgbuilding.com.au



Our services. Your advantage.

Conturex

Saw, mill, drill, sand, contour. Everything on one machine. WEINIG's CNC production technology allows you to complete processing in one pass. A high-precision system even for complex parts and profitable from a lot size of 1. Regardless of what you make - the unique PowerGrip clamping system makes it possible to complete machining of your workpieces without tooling-up time and without fixtures. With Conturex, your flexible, economic profiling centre, you can cope with any market trend!

Your WEINIG expert
at WWW.WEINIG.COM

WEINIG OFFERS MORE



Better business, brighter future



Biesse Australia's customers who join the Biesse Next Step tour to Europe will be touring from 21 May to 4 June, giving them time to visit the Biesse factory in Pesaro, Italy, and the Ligna 2011 exhibition in Hannover, Germany, plus many scenic and innovative manufacturing sites in between.

There are limited spaces on the tour and Biesse invites existing and prospective customers to make contact with them now to discuss participation in the tour. The itinerary is still being finalised, but Biesse is guaranteeing that Biesse Next Stop will be a standout event.

The visit to Ligna will enable participants to genuinely learn from the exhibition's theme of "making more out of wood." Ligna is the world fair for the forestry and wood industries, and is the biggest international trade show of its kind worldwide. Manufacturers of kitchens, wardrobes, furniture

and the like will find that the tour is the perfect platform for them discover the solutions to lead their businesses into the future.

Be among the first to see the latest innovative processes and new-world products within the industry. And for the first time, the event and travel tour developments can be followed on Facebook, Twitter and YouTube.

BIESE GROUP AUSTRALIA
3 Widemere Road, Wetherill Park NSW 2164
Phone 02 9609 5355
www.biesseaustralia.com.au

Solu

Shelf Supports

Tel:(02)9519 4618 Fax(02)9519 4609 E-mail: info@solu.com.au Website: www.solu.com.au

Homag shows off its latest machinery and technology

Homag's In-house 2011 mini expo held in their stylish Sydney showroom and training centre was a polished affair offering a close and personal insight into the latest select range of Homag's German-manufactured woodworking machinery and related technology.

"We like to think that Homag events set the industry benchmark for transferring technology, innovation, machinery design and performance to attendees," said managing director Ross Campbell.

He said the in-house show provided an opportunity for customers to interact directly with Homag machinery that is relatively new to the market – see them working - and at the same time discuss technical and manufacturing issues with Homag's Australian staff and the eight technical and sales staff from Homag's German manufacturing base attending the three day event.

"So it's a great opportunity to get the latest advice straight from our design and technology experts."

Ross said he was delighted in the interest shown in the expo. "The timing of the event and registrations received indicate that we are will have a couple of hundred visitors over the next three days."

He said he recognised that 2010 was "very ordinary" for many in the industry. "Suppliers and customers alike generally toiled through a very mediocre market last year. However, in stark contrast, 2011 has begun with considerably more pizzazz and confidence."

"The Australia domestic economy is picked to be in the ascendency, the Aussie dollar is continuing to be strong, interest rates are stable and credit lines seem to be slightly more relaxed," Ross added.

"All the stars seem to be aligning for our industry to have a significantly better year. If you take the background of a steady and rising domestic market and also focus on the exchange and interest rates there has never, repeat never, been a better time to invest in German technology."

"In my 35 years of machinery and equipment supply I have never seen it look more attractive for investment," he said.

While In-house 2011 covered the spectrum of the latest technology offerings including edgebanding, drilling, sawing and wide belt sanding, Ross placed particular emphasis on Homag's edgebanding machinery series coupled with PUR gluing technology for delivering the highest quality edge possible today.

"In the past the industry has struggled with PUR gluing despite the clear advantages it has over other hot-melt gluing systems."

Ross said PUR gluing, now available with Homag edgebanders, offers cabinetmakers some very real advantages. "Including the thinnest possible glue line for a seamless finish and unlike other glues PUR is completely heat proof and moisture proof."

"PUR is becoming an essential gluing technology, especially with today's kitchen design trends towards high gloss finishes."

Ross said Homag edgebanders and PUR gluing were setting new industry standards in excellence. "They have overcome the problem in kitchens where heat and moisture from appliances often affect the durability and appearance of edgebanding when conventional edgebanding gluing systems are used," he said.

Homag 2011 European tour

Still on the theme of events Ross confirmed that the Homag European tour was being offered again this year. "This will be our sixth tour and will provide a rare opportunity not only to travel and network, but to see behind the scenes of some of Germany and Holland's leading manufacturing companies. Plus the tour will take in the Interzum and Ligna exhibitions.

Ross said past tours have been great at fostering networking links between Australian manufacturers and facilitating information exchanges between participants and Homag's lead technical and machinery innovation experts. "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," he said.

"The tour will be a combination of getting inside information on machinery and manufacturing technology development together with attending two of the world's leading

Demonstrating the PUR gluing revolution in edgebanding are Ross Campbell, managing director, Vincent Perez, field service technician and Germany-based technical specialists Stephan Muller and Udo Mauerer.





Discussing the finer points of nesting are Brad McBride and Paul Ray from Galley Kitchens and Grant Jones, Homag's technical sales executive.

woodworking shows mixed with some great sightseeing and social events."

The tour will include a visit to the internationally renowned luxury yacht designer and builder Hanse on the edge of the Baltic Sea at Greifswald. A stop will be made at office furniture manufacturer Palmberg utilising highly automated manufacturing systems coupled with a storage and retrieval system. The tour then passes through Hamburg before visiting the Homag manufacturing facilities of Bargstedt and Weeke.

Ross said the tour will also visit Pelipal, a specialist highly automated manufacturer of bathroom cabinets and the Dutch company Keijzers specialising in high quality shop and hotel fit-out manufacturing.

"If that isn't enough the tour then travels to Cologne to the internationally renowned Interzum Exhibition, then to Hannover to take in the Ligna Exhibition. Ligna is undisputedly a leading woodworking machinery exhibition featuring everything from sophisticated forest harvesting machinery through sawmilling to timber product manufacturing and cabinet making machinery and supplies.

On a cautionary note Ross added that the tour that starts on Berlin in late May was close to being fully subscribed. However enquires could still be directed to Ksenia Vukman at Homag's Sydney facility.

HOMAG AUSTRALIA
Phone 02 8865 2700
www.homag.com.au

SPECIALS FROM www.leitz.com.au

35mm Short or Long Series
Hinge Boring Bits
from **\$55**



HSK-F 63 Collet Chuck
from **\$175**



SK30 Collet Chuck
from **\$185**



Z3 Jet Red
Compression Router
\$59



Nesting
Surface Planer
\$225



300xZ72 ATB
or
300xZ96 Triple Chip
\$99



Leitz Tooling Systems



SALES 1300 135 127

VIC T (03) 9760 4000 F (03) 9760 4099
NSW T (02) 9757 2664 F (02) 9604 8771
QLD T (07) 3809 0711 F (07) 3809 0722
WA T (08) 9353 2442 F (08) 9353 2443

All items plus GST & freight - Valid until 31/05/2011

edgebanders.com.au

Edgebanders and Edge Finishing Equipment for the Small shop.



HA200 2mm Edgebander with Corner Rounding

- * Suits all pre-glued tapes from 0.4-2mm ABS/PVC etc.
- * Four sided finishing & Corner Rounding in one pass
- * Automatic Cool Down Cycle to avoid element failure
- * 240V Single phase.
- * Video demonstration on our website.

A\$6990 plus freight & GST



HA120 2mm Entry Level Edgebander

- * All pre-glued tapes from 0.4mm to 2mm
- * Can be used for straight or contoured work
- * Automatic Cool Down Cycle to avoid element failure.
- * 240V Single phase.
- * Video demonstration on our website.

A\$3490 plus freight & GST



ET100 Trimming & Corner Rounding Machine

- * Flush trim, end trim, radius trim or corner round all without changing cutters.
- * Eliminates operator error.
- * Ideal compliment to the HA120 edgebander.
- * Video demonstration on our website.

A\$1090 plus freight & GST



CR100 Corner Rounding Machine

- * Just released with new Heavy Duty Design.
- * Simple, fast and accurate.
- * No adjustment for different board thicknesses

A\$1650 plus freight & GST



VT100 Vacuum Holding Table

- * Suitable for virtually any non porous material.
- * No more scratching or marking of delicate panels.
- * Holds and releases twice as fast as clamps.
- * Video demonstration on our website

A\$490 plus freight & GST

Magnum Engineering Pty Limited

Supplying edgebanders to the flat panel industry since 1987

Contact us; Ph: +61 2 9624 8029 M: 0408 478822

Email; graeme@edgebanders.com.au



BellaStone, the solid surface with many advantages

With so many different options in bench and counter top materials on the market today, it is no wonder people get confused and overwhelmed when trying to make the right choice that will suit their needs and décor. BellaStone has made the decision making easier by offering so many advantages within the range of solid surface materials.

BellaStone solid surface worktops will enhance and add value to any kitchen, bathroom or commercial design. The range of 22 colours has been carefully selected to ensure that there is a colour and finish to suit any décor.

BellaStone offers all the aesthetic appeal of granite and stone, plus the manufacturers claim superior durable properties. It is non-porous, resists staining and the smooth seamless joins make it easier to keep the entire surface clean from bacteria. It is impact, heat and stain resistant, and incredibly durable with hygienic properties of stainless steel. BellaStone is approved for commercial food preparation areas. Granite and stone are porous materials and if not meticulously sealed can eventually stain, attracting bacteria and mould. Over time, the sealer will breakdown.

Laminates and stone products can easily chip and scratch, but BellaStone can easily be re-sanded with a mild abrasive and polished back to its original brilliant finish. Unlike stone or granite, BellaStone can be worked like timber, therefore accommodating maximum flexibility to design custom shapes and edge profiles.

In this very competitive market today, it is most important that all cost savings in any business are looked at, and that's why Just Stone Pty Ltd offers customers the opportunity to learn how to fabricate BellaStone solid surface in their own factory. This eliminates the high cost, time delays and frustrations that come with having counter tops fabricated outside. Just Stone Pty Ltd has trained well over 300 manufacturing businesses throughout the country.

There is no need to go looking for the accessories that are used when fabricating solid surface material. Just Stone Pty Ltd complement the BellaStone range with a wide variety of solid surface sinks, basins and laundry tubs in glacier white.

A range of tongue and groove, rebate, cove, round nose, hot plate and plug cutters are among the 30 router bits available. Compression cutters, adhesive guns, saw blades, spring clamps, special power tools and zip bolts are all available to assist the fabricator in producing a BellaStone solid surface counter top.

If space, manpower or any other reason prevents a cabinet maker from fabricating their own work in house, Just Stone Pty Ltd can manufacture the jobs for them.

JUST STONE PTY LTD
Phone 02 9310 3222
www.juststone.com.au

Hang up your tools.

Learn more to earn more and jump ahead of your competition by specialising in kitchen or bathroom design.

- > Specialist training in kitchen and bathroom design, Certificate IV in Design of Kitchens, Bathrooms and Interior Spaces
- > Upgrade your current skills and/or qualifications through Recognition of Prior Learning
- > Flexible study - study when you want
- > Get support when you need it
- > Courses are run by qualified, experienced trainers who understand you and your business

To find out about the next available course, call 07 3505 7100

or check out www.designertraining.edu.au



DESIGNER TRAINING



by John Halkett

finish

Timber veneer an increasing fashion statement

WITH A SPECIAL NICHE in the market and a hard-won reputation, APR Detailed Joinery is the proud ambassador for the ancient craft of timber veneering. Located in Sydney's west at Condell Park the company also maintains its strong family traditions that stem from the original family building business established by Aldo Breda in the sixties.

Today, director Robert Breda is confident about the company's ability to maintain its unrivalled position as a producer of distinctive, personalised veneer fit outs and furniture. "We are certainly not a sausage factory here – in particular we specialise in corporate work – that is essentially the top-end-of-town – large corporate businesses and hotels."

"However about twenty per cent of our work is in architecturally designed houses where veneer inlays and feature walls are increasingly in fashion," he says.

Formed as a stand-alone company in 1987 APR Detailed Joinery has a

growing prestigious client base. "Yes I am confident in saying we have established, and are maintaining a reputation for quality work and service. I believe this result stems from our skills, knowledge and dedication to the craft," says Robert.

"We do some amazing boardroom tables and related detailed joinery. We also make custom-made storage units, library units, reception desks, one-off pieces of furniture and so on."

"In addition, we also have the capacity to do start-to-finish household veneer-based projects. We have the machinery to guillotine, stitch, vacuum form and heat press panels and furniture components and give assembled joinery a flawless finish in our spray booth."

Technical representative for the Decorative Wood Veneers Association Peter Llewellyn says the company that was an inaugural member of the association has carved out a special place for itself in the market place. "Few competitors can compete with

the full in-house service that APR Joinery can provide."

"Customised veneer stitching, laying and pressing are all carried out by the company. They can also deliver a broad range of special features such as inlays, moulded edges, vacuum forming and spray-painted treatments and finishes."

Robert points out that the company presses all its veneer on-site. "This allows clients to select the substrate and size they want. We also have the ability to incorporate other products, such as metal work and marble to give our clients essentially a one-stop-service."

He says veneers have many advantages over solid wood - not counting the obvious environmental ones. "Greater design flexibility and wonderful opportunities to showcase the warmth and wide range of timber species characteristics."

Robert says veneer has the ability to bring designs to life in a way that no other material can. "Timber veneers

Sliced veneers used extensively in top Sydney hotel refurbishments.





Checking out veneer quality and match are David Travia, production manager, cabinet maker Paul Gomburu and Robert Breda.

are extremely flexible - they can be laid in different patterns, shapes and inlaid. They can also be mixed and matched with one another - even though the colours and timber species may be totally different."

"Using veneer extends the utility of timber. A piece of wood that might be used in one solid piece can cover a far greater area when used as a veneer," he says.

Robert stresses that a compelling reality is that using veneers means cost savings can be as high as 90 per cent. "Of the many reasons for using veneer, rather than solid wood, a key one is a great cost reduction by using cheaper substrates such as particleboard on which to fix veneer."

On a cautionary note, Robert points to emerging difficulties in obtaining some species of sliced veneer. "We get almost all our supplies from Briggs Veneer and they are great, but some species of the more renowned Australia veneers, like black heart sassafras and Queensland rainforest timbers are now difficult to get." ■

Above right: Robert Breda and wife Maria maintaining strong family traditions and ambassadorial role in timber veneering.

Right: Peter Llewellyn, Decorative Wood Veneers Association ... few competitors can compete with the full in-house service.



STRIEBIG VERTICAL PANEL SAWS, THE CHOICE OF PROFESSIONALS

A proven concept since 1959, the Striebig vertical panel saw is the choice of over 46,000 trade people and companies all over the world. It is used by cabinetmakers, kitchen manufacturers and shop fitters alike and in the last few years has become the number one choice of machine used for the fabrication and grooving of composite materials like Alucobond.

The machine is suitable for processing most non-ferrous materials including MDF, plastics, aluminum and CFC. With its small footprint, it is suitable for small workshops, while the speed and accuracy suits even the very largest companies.

Ville-Tec Engineering & Repairs
Phone 02 9790 7955
info@ville-tec.com.au
www.striebig.ch



EDGE BANDERS FOR THE SMALL SHOP

Magnum Engineering has specialised in edgebanders and edge finishing equipment for the small shop since 1987. The comprehensive range includes the HA 200 2mm edgebander with corner rounding which suits all pre-glued tapes from 0.4 to 2mm ABS/PVC etc. It features four sided finishing and corner rounding in one pass, automatic cool down cycle to avoid element failure, and requires only 240V single phase power. Video demonstrations of the HA 200 and other models are available at the Magnum Engineering website.

Magnum Engineering Pty Ltd
Phone 02 9624 8029 or 0408 478 822
www.edgebanders.com.au



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

CHAIRMAN

Rick Lee
Altendorf Australia Pty Ltd

BOARD MEMBERS

Richard Abela, Hettich Australia
Brett Ambrose, Blum Australia Pty Ltd
Ross Broad, Infurnax Australia Pty Ltd
Ross Campbell, Homag Australia Pty Ltd
Neil Foley, The Wood Tech Group
Ron Smyth, Biesse Group Australia
Trevor Wilson, Wilson & Bradley Pty Ltd

General Manager: Geoff Holland Phone: 02 9918 3661 Email: info@awisa.com

ADVERTISERS INDEX

Altendorf Australia Pty Ltd	2, 21
AWISA	71
Biesse Group Australia	16
Blum Australia Pty Ltd	22
Cabinetmate	43
CDK Stone Pty Ltd	42
Designer Training	67
Felder Group Australia	18
Gabbett Machinery Pty Ltd	55
Hafele Australia	35
Halifax Vogel Group Pty Ltd	54
Hettich Australia	28
Housing Industry Association	26, 56
Homag Australia Pty Ltd	10, 60, 72
Interzum	36
Jaden Ornamental Mouldings	37
Just Stone Pty Ltd	32, 59
Kethy Australia	47
Kitchen King	37
Leitz Tooling Systems	65
Leuco Australia	51
Magnum Engineering	66, 69
Michael Weinig Australia	62
Millsom Materials Handling	45
Multicam CNC Routing Systems	8, 9
Nover & Co Pty Ltd	53
Polytec	48
Solu	63
The Wood Tech Group	15
Ville-Tec Engineering	69
Wilson & Bradley Pty Ltd	23

DISTRIBUTION

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)

2012



The logo for AWISA 2012 is centered over the '2012' text. It consists of a yellow rectangular box with the word 'AWISA' in blue capital letters on the left and a yellow map of Australia on the right. Below this box is a red horizontal bar with the year '2012' in white. A faint, mirrored version of the logo is visible below the main one.

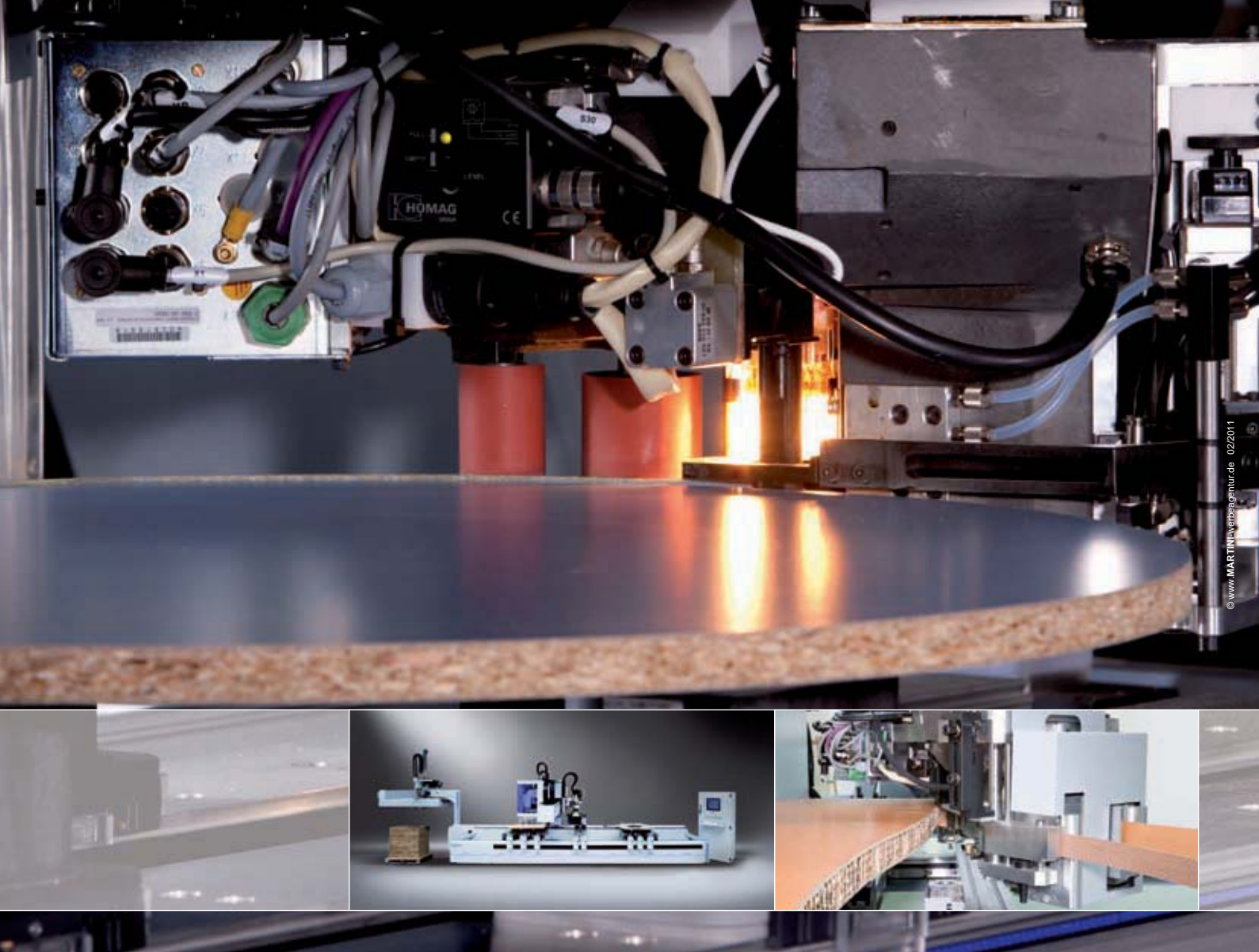
AWISA is the international exhibition of machinery, materials, fittings and services for the Australian and New Zealand woodworking and furniture industries. The exhibition returns in 2012 refreshed and improved, with a new layout and new marketing to visitors. With panel, solid wood and design areas, AWISA has created three shows within the event. AWISA - The Exhibition will be held on the 11th to 14th July at Sydney Exhibition Centre, Darling Harbour Sydney.

ORGANISED BY THE AUSTRALIAN WOODWORKING INDUSTRY SUPPLIERS ASSOCIATION LIMITED

P.O. BOX 925, AVALON NSW 2107 AUSTRALIA

PHONE: 02 9918 3661 FAX: 02 9918 7764 MOBILE: 0412 361 580 EMAIL: info@awisa.com

www.awisa.com



More performance and flexibility for a sharper competitive edge

Be perfectly equipped for the production requirements of tomorrow – today

The Series 200 and 300 processing centers are designed to cover every conceivable aspect of your production. The intelligent machine concept provides the guarantee of safe, economical and flexible production for years to come – for a truly future-proof investment and success you can plan for.

You need more Information?

We will be pleased to provide you with more detailed information:

www.homag-group.com



HOMAG Australia Pty Ltd
6 - 8 Tasha Place · Kings Park
NSW 2148 · Phone: +02 8865 2700
info@homag.com.au

INDUSTRY

Success with a system