

AWISA

THE MAGAZINE

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

PUBLISHED BY THE AUSTRALIAN WOODWORKING INDUSTRY SUPPLIERS ASSOCIATION LIMITED

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advertising enquiries are welcome.

DEAR READER,

The success of AWISA 2012 is more than adequately covered
elsewhere in this edition of AWISA-The Magazine. I'm
therefore going to use this editorial to bring the industry up-
to-date with AWISA's plans for the next trade show.

Many in the woodworking industry are probably not aware of
the NSW state government's plans for the Darling Harbour
area in Sydney, and many who have heard of the plans are still
in total disbelief – myself included.

The plans involve the demolition of the Sydney Entertainment
Centre and the Sydney Convention & Exhibition Centre.
They will close for business late 2013 with an entirely new
convention and exhibition centre to open on the same site in
2017. This means that in 2014 and 2016 AWISA will have to
find a new home for the trade show.

Australia must be an extraordinarily wealthy country to justify
this re-development. The exhibition centre is only 24 years
old and parts of the convention centre are only 14 years old.
I'm not one to suggest that facilities should not be enlarged
and improved, but frankly, this all seems a little premature.
It is also being done in a rush, giving exhibition organisers
too little time to find alternatives.

At the time of this edition of AWISA-The Magazine going to
print AWISA cannot confirm the location of the show in 2014.
All we can say is that the 2 year cycle of the show is firmly
re-established. We hope to be in a position to announce our
2014 plans in the next edition of the magazine.

So, watch this space.

GEOFF HOLLAND

General manager
Australian Woodworking Industry
Suppliers Association Limited

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Plus other industry news and product news.

guitars

Guitars for the world stage made in Australia

THE LARGEST guitar maker in the southern hemisphere, Maton is now an Australian and international musical instrument institution with a 60 year pedigree and iconic status. Maton guitars are in the hands of leading musicians from the Beatles to John Williamson and leading virtuosos like Tommy Emmanuel.

A great Australian success story Maton has its origins in the vision and creativity of Melbourne-born jazz musician and woodwork teacher Bill May and his unflinching drive for performance and quality, plus his determination to master the use of Australian native timber species to make what are now recognised as among the finest guitars in the world.

Maton's production and projects manager Patrick Evans says the company has now achieved a hard-won global profile. "Today we are confident about the strength of the brand both in Australia and internationally".

"Sure – early on we struggled against US-made guitars. That made us work even harder on quality and performance – we had to be better, we had to out-gun the Americans both in value and quality terms – we think we have now done that."

Founded in 1946 Maton remains a family-owned Australian company controlled by Bill May's daughter and son-in-law, Linda and Neville Kitchen.

Stepping back in history a bit; up until the mid-1930s an Australian guitar manufacturing industry was virtually non-existent. Good guitars were hard to find and at the time had to be imported from the US.



Patrick Evans,
manager production
and projects
...confident in the
strength of the
Maton brand both
in Australia and
internationally.



Tommy Emmanuel ... a willing Maton guitar ambassador.

Bill May changed all that when he built his first guitar in the early 1940s. Shortly afterwards he established the custom guitar manufacturing and repair business Maton Stringed Instruments and Repairs. The venture was so successful Bill convinced his older brother Reg to work with him as a full-time guitar maker. In March 1946 the Maton Musical Instruments Company was established.

Inspired by the exploding popularity of rock and roll, Maton produced its first Mastersound 500 (MS500) guitar in 1958. It was an instant classic and propelled Maton onto the world stage. In the years that followed the MS500 guitar found its way into the hands of musicians everywhere, including George Harrison, the Easybeats, the Kinks and talented young players like Tommy and Phil Emmanuel.

Through the 60s and 70s Maton tripled in size to satisfy the growing demand for its electric guitars. International artists touring Australia often included a trip to the Maton factory to get their hands on a Maton guitar.

Bill May's inspirational creativity was pivotal to establishing Maton as Australia's longest running and most successful

an outstanding guitar built by
musicians for musicians, but
with a distinct Australian identity



Maton, among the finest guitars in the world acknowledged for their performance and quality, plus mastering the use of Australian native timber species.



Above: Everyone is a guitar player and enthusiast ... part of the secret to producing the quality and performance of Maton guitars.

Right: True Blue John Williamson - also a Maton guitar fan.

guitar manufacturer, including pioneering the use of many Australian timber species, such as blackwood, bunya pine, satin box, Queensland maple and Queensland walnut in guitar construction.

"Bill was a craftsman passionate about quality. He set out to produce an outstanding guitar built by musicians for musicians, but with a distinct Australian identity," says Patrick.

Regarded by many as the founding father of the industry, Bill May's significance to the history and success of Australian music has been recognised by the Australian Music Association Awards. He was posthumously awarded their highest honour and inducted into the hall of fame.

Maton opened Australia's first major guitar making facility in Canterbury, Melbourne, in 1949. More than 300 different models were created at that factory, a staggering testimony to the creativity of the Maton team from that era. Maton called the Canterbury factory home for 40 years. The company then moved to an upgraded, more modern and spacious factory in Bayswater in 1989.

However, after twelve years the Bayswater factory was creaking at the seams and it was time to relocate to an even larger facility in the inner Melbourne suburb of Box Hill to satisfy the overwhelming demand for the company's still growing range of guitars.

The purpose-built Box Hill factory is four times the size of the Bayswater facility. From this state-of-the-art site Maton has experienced unprecedented growth and been able to respond to the significant increase in global demand.

Although still making guitars to strict quality guidelines set down over 60 years ago, the company now utilises the latest CNC technology and machinery to manufacture with greater



accuracy and consistency to take its premium Australian brand to the world.

Patrick says having a high quality ethos in the company is a key to their success. "From the top right down - everyone working here are guitar players and enthusiasts. A key part of our work culture is that we make sure everyone on the factory floor receives the latest knowledge about guitar theory, performance and manufacturing techniques. That is the only way we can turn out the sort of quality and performance you see in our guitars."

In a further testament Maton has well-established relationships with leading artists. "These relationships are founded on a real basis - we don't chase them, they want to play our guitars."

In a recent development Maton started designing and manufacturing professional musician-quality ukuleles in September 2011. "They are considered to be superior to imported ukuleles in the Australian market and have become popular among serious ukulele players. We now produce 25 top-line ukuleles a week," says Patrick.

Presently Maton is consolidating its growth through increased exports to many countries, including New Zealand, United Kingdom, Italy, Germany, France, the US as well as throughout Asia and Scandinavia. "We have many new enquiries from prospective overseas customers wishing to purchase our guitars," says Patrick.

"Bill May's vision of selling to the world market is alive and well." ■

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by John Halkett

Discovering the secrets of inner city furniture-making

RESEARCHING this article has been a voyage of discovery. Popular rumour has it that furniture manufacturing is in terminal decline in Australia. But a Google search for furniture makers in inner Sydney turned up some surprising results.

There they were in trendy inner suburbs like Paddington, Darlinghurst and Surry Hills. A few phone calls proved the point. Sure they weren't big operators with a squadron of CNC machines pumping out standard lines of household furniture for retailers, but rather small shops producing mainly custom-made furniture for local clients and suburban markets.

A couple of inner city Sydney interior design trendies told me over a coffee latte that - yes indeed - such small custom-made furniture makers were an important part of the interior design scene. Inner city living, they said, was now very much about optimising space and minimalist fittings and furniture with an overriding focus on quality. There was, they added, little appetite for off-the-floor stock lines or flat-pack, assemble-it-yourself stuff.

So I called in to see a business that sounded like it fitted the bill to get the story from the horse's mouth if you like. Located in the inner city suburb of Marrickville and specialising in quality, custom-made cabinets and bookcases Bibliotheque matched the template precisely, even down to the trendy name that I had difficulty pronouncing.

According to owner Michael Wilson the company has been making custom furniture and home libraries since 1998. Steady expansion saw Bibliotheque shift to Marrickville in 2007.

Michael says a lot of his clients are either young professionals or baby boomers. "My overriding goal is to make sure clients get what they want. We find out what it is that they want and give it to them."

"This is the important part of the consultation process. Most of our customers have been thinking about their bookcase or storage system for years and know pretty well what they want. We help them articulate their needs and negotiate a design that meets that goal. It helps that my son is a designer, and often has input at this stage. As well, I find that we are getting more projects that are designed by architects."

"When it comes to custom furniture, our philosophy is that each piece should be built to suit the individual requirements. In addition, it should look better and cost the same, if not less, than a similar 'standard' shop floor product," says Michael.

"We can, for example, build bookcases from floor to ceiling and integrate them with existing ceilings and cornices, plus match existing skirting boards. We have a network of suppliers who can supply heritage cornices as required."

Michael does not make off-the-floor styles. "All our pieces are individually crafted to the highest standard of workmanship and design. We build custom furniture, such as book cases, cabinets, media units, wardrobes, liquor cabinets and wall units."

He says that while the company is at the boutique end of-the-scale they can do small commercial fit-outs, such as restaurant joinery and home offices.

"For instance, in the past year we have acquired two fashion retailers for whom we do shop and studio fit-outs."

Michael explains that Bibliotheque's furniture making process includes custom design to complement existing interior decor, or the creation of a special piece to meet a particular requirement and colour-matching to existing furniture if required.

"Our attention to detail runs throughout all our custom-built cabinet work,



Top: With custom shelving sizes and arrangements, a built-in bookshelf or bookcase can be the most convenient and functional piece of furniture in the house.

Centre: Built in bookcase - quality, custom-made, compact furniture is definitely in vogue for inner city Sydney living.

Left: Bibliotheque owner Michael Wilson - makes sure clients get what they want.

from wooden office furniture to wine cabinets, we will create a product that is a stand-out centrepiece of the home."

"We use predominantly solid timber or wood with a timber veneer. Commonly used timbers include myrtle, spotted gum, jarrah, American oak, Victorian ash and mahogany," he says.

Michael stresses again that his starting point is adequate consultation with clients to discover what they want. "Their input is vital as each project is custom-made to fit a specific function and location in the home or office. We believe that clients who get involved in the design process are much more satisfied with the end result." ■

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by John Halkett

veneer

Not all veneered board equal

NOT ALL veneered board is the same warns the country's peak veneer technical and advocacy body the Timber Veneer Association of Australia (TVAA).

According to the TVAA's president Rod Sharp architects and specifiers should look carefully at the veneered board supply options, particularly for large commercial fit-out projects.

"Sometimes fit-outs are put together overseas and shipped to Australia ready to install," he says.

"Architects, building designers and specifiers should be aware that veneers used in other countries may be thinner than the Australian industry standard, with a consequent reduction in durability and wearing quality".

"In addition, the formaldehyde content of the substrate board may be higher than is permitted by the Australian standard."

Mr Sharp advised that there are strict regulations in Australia regarding formaldehyde, but that there are no restrictions on imported products.

"Members of the TVAA use boards as substrates for timber veneers that comply with the lowest permitted levels of formaldehyde emission."

"Of course glue is added when a veneer is bonded to particleboard or MDF substrate. However, the TVAA has samples tested to ensure that gluing veneers to panels does not affect the formaldehyde classification of the substrate," says Mr Sharp.

He adds that where possible TVAA members use non-formaldehyde glues when laying up veneers, but even when formaldehyde glue was used to bond veneers to panels it does not affect the rating of the substrate as the quantity of additional glue is relatively small.

"Veneered board produced by TVAA members can be specified without any reservations," says Mr Sharp.

"However, this does not necessarily apply to imported products, which are sometimes produced with thinner veneers and cannot necessarily be guaranteed to meet the same low emission standards as Australian-produced veneered board."

Some of the exciting uses of wood veneers in today's cutting edge buildings can be found on the TVAA's website at www.uniquelyveneer.com.au. Technical information is available on the Association's help line 1300 303 982. ■



Architects and specifiers should look carefully at the veneered board supply options, particularly for large commercial fit-out projects.



Veneered board produced by TVAA members can be specified without reservations.

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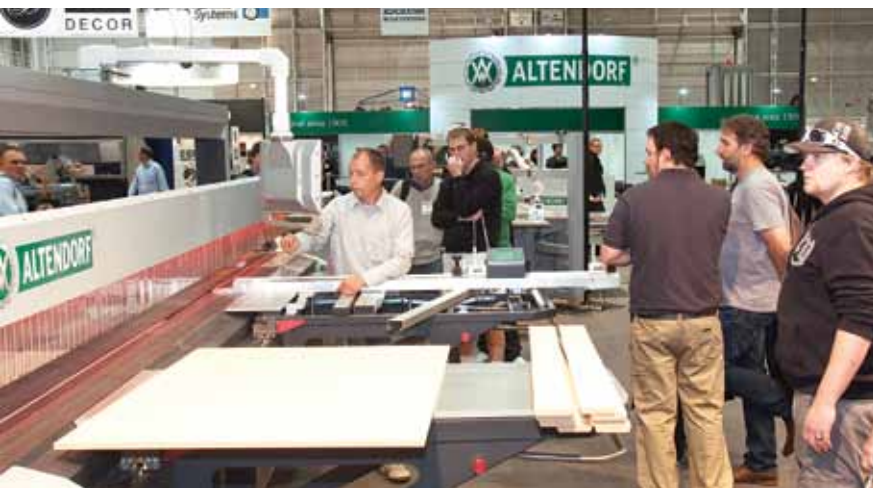
That's what one of the exhibitors at AWISA 2012 wrote to AWISA management after the show – a view shared by many visitors and exhibitors.

From the extraordinary effort put in by the major machinery exhibitors through to small exhibitors with interesting and problem solving products, and of course, the impressive displays in the new AWISA-Design area, the exhibition was true to its claim of being an international trade show. One exhibitor, visiting from Germany, was so impressed at the European flavour of the exhibition that he said he almost expected people to be speaking German.

AWISA 2012 attracted just on 7000 visitors from throughout Australia and New Zealand. Over 40% of visitors came from outside New South Wales, and as with previous AWISA exhibitions one-third of visitors spent more than one day at the show.

The exhibition occupied four halls at the Sydney Convention and Convention Centre. This photo spread tells the story of the look and the feel of the exhibition. ■





outlook

Offices



Geoff Bills

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

RECENT TRENDS

Work done on offices rose strongly in the three years to 2008/09: the year of the global financial crisis. It fell sharply in 2009/10 – by more than a third, from \$8.3 billion to \$5.5 billion – but has remained fairly steady since, at around \$5.3 billion a year.

Chart 1, which shows the value of building approved and commenced each year as well as work done, provides some useful clues about likely levels of activity in the year ahead. In this chart, work approved in 2011/12 has recently been published; but work commenced and done are estimates based on data for the first three quarters.

A comparison of approvals and commencements each year with work done shows that in the three boom years preceding the financial crisis approvals and commencements were running well ahead of activity. That explains why, despite huge falls in both approvals and commencements in 2008/09, building activity actually increased by 10 per cent.

The worry is that in every year since, the leading indicators of activity – approvals and commencements – have fallen short of work done, signaling a probable further easing in activity in the current financial year.

In the year to March 2012, for instance, work commenced fell 20 per cent short of work done. The positive news, however, is that approvals in 2011/12, at \$4.8 billion, were relatively well sustained and exceeded commencements. Although we expect work done this year to fall to around \$5 billion, the trough of the current downturn could well be in sight.

Rental vacancy rates

The latest survey of the office market by the Property Council of Australia finds that, despite a surge in supply over the six months to July 2012, the national vacancy rate eased from 7.9 to 7.8 per cent and was the lowest since January 2009.

Most of the extra supply, however, and most of the demand, was the result of the mining boom: it was concentrated in Perth and Brisbane.

Nevertheless, as Chart 2 shows, in the year to July vacancy rates fell in Sydney, Melbourne and

Perth, increased slightly in Brisbane, and were unchanged in Adelaide.

These trends appear encouraging. But the Council's Office Market Report also tracks future supply and sees a year's worth of office space coming onto the market in the next six months. It forecasts oversupply in the Melbourne and Adelaide CBDs, in Canberra and in outer Brisbane.

Conditions in these rental markets will eventually depend on how the economy performs in the months ahead: in particular on employment growth (which is a major driver of the demand for office space), on the availability and cost of credit (which determine whether or not investors can finance new office developments), and on business confidence (which is what makes developers decide whether or not they want to invest).

Economic outlook

The International Monetary Fund (IMF) recently predicted that world growth would slow from 3.9 per cent in 2011 to 3.5 per cent in 2012, and pick up to 3.9 per cent again in 2013. In its forecast last April it had forecast slightly higher growth of 3.6 per cent in 2012 and 4.1 per cent in 2013.

Since late 2011, leading indicators of economic activity have been warning of a coming slowdown in world growth; and the indicators have recently declined still further. World growth can therefore be expected to stay slow for at least the rest of 2012.

That slowdown, along with recurring financial crises in Europe, is likely to keep both consumer and business confidence low in Australia.

In its latest quarterly statement (10 August) the Reserve Bank estimates that the Australian economy grew by 3¼ per cent in 2011/12 and forecasts growth of 3-3½ per cent in 2012/13 and 2½-3½ per cent in 2013/14.

That is healthy growth. The Reserve nevertheless notes that non-mining investment remains weak, that the Bureau of Statistics' capital expenditure survey points to little growth in non-mining investment in 2012/13, and that in its liaison with business, many firms indicate that they are slowing their investment in line with weaker cash flows and becoming more selective about which projects to pursue.

Employment growth

As Chart 3 shows, employment in Australia has grown by 5 per cent over the past three years; and these growing numbers – especially in health care, government, business and property services, finance and insurance – have required office space.

Over this period growth has been especially strong in Perth, stronger than average in Melbourne, but relatively weak in Sydney, Adelaide and Brisbane.

In the past twelve months growth has slowed: to less than 1 per cent nationally and almost to a standstill in Melbourne and Brisbane. In Adelaide employment has fallen by 1.2 per cent. But it has increased by 1.4 per cent in Sydney and by nearly 5 per cent in Perth.

With strong employment growth in mining and related service industries being offset by weaker outcomes elsewhere, most expect only modest growth in employment in the year ahead, with a slight uptrend in the rate of unemployment.

Finance

The latest survey of commercial property by the National Australia Bank (NAB) reports that in the June quarter access to both debt and equity funds became more, not less difficult. Although access to finance was expected to improve in the six months ahead, it would nevertheless remain a problem.

Bank pre-commitment requirements had fallen slightly and were expected to continue to ease over the coming twelve months.

Interest rates were no longer thought to be the problem they were in the previous quarter: most thought that rates would continue to ease.

Confidence

This same NAB survey found that consumer confidence was still seen as the biggest challenge facing property firms.

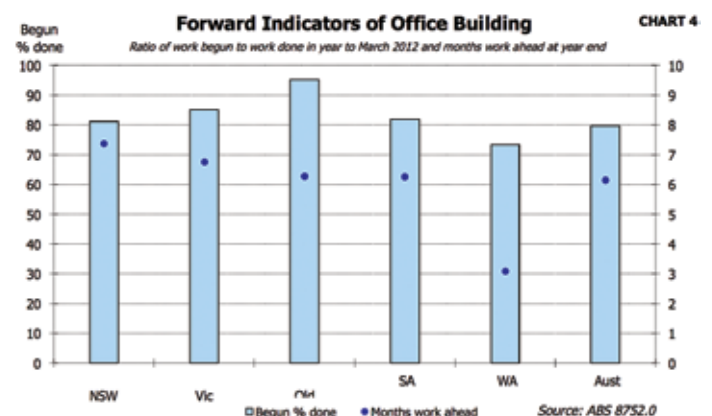
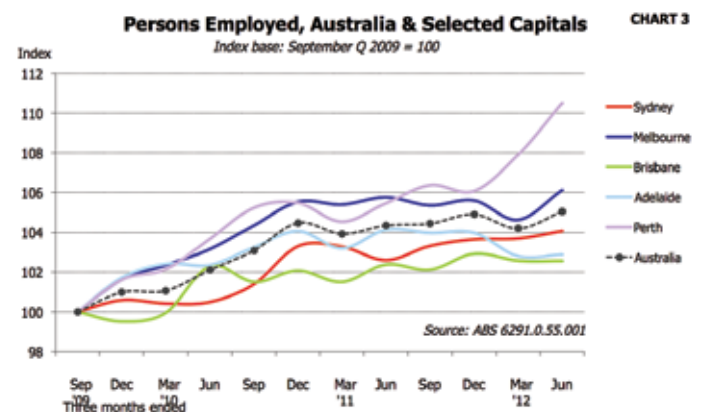
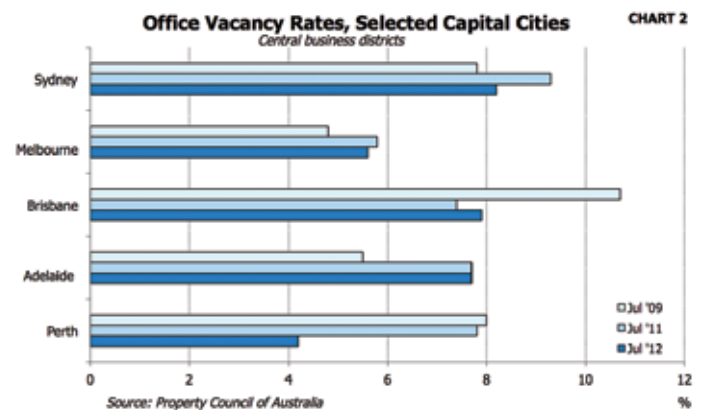
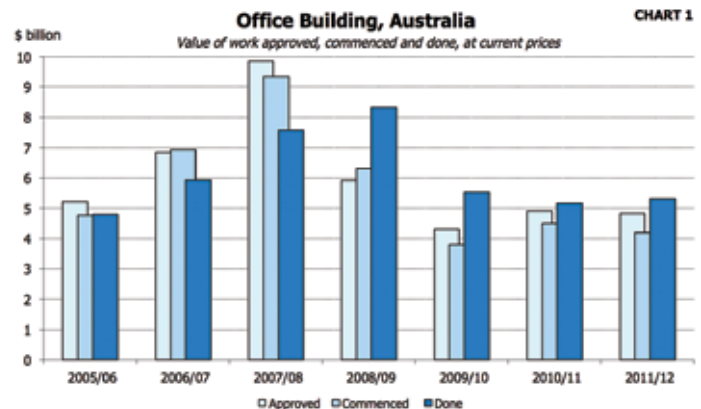
Developers were nevertheless more confident about the outlook for offices, where they expect capital values and rents to improve slightly over the next two years, than for retail and industrial property, where market expectations were very pessimistic.

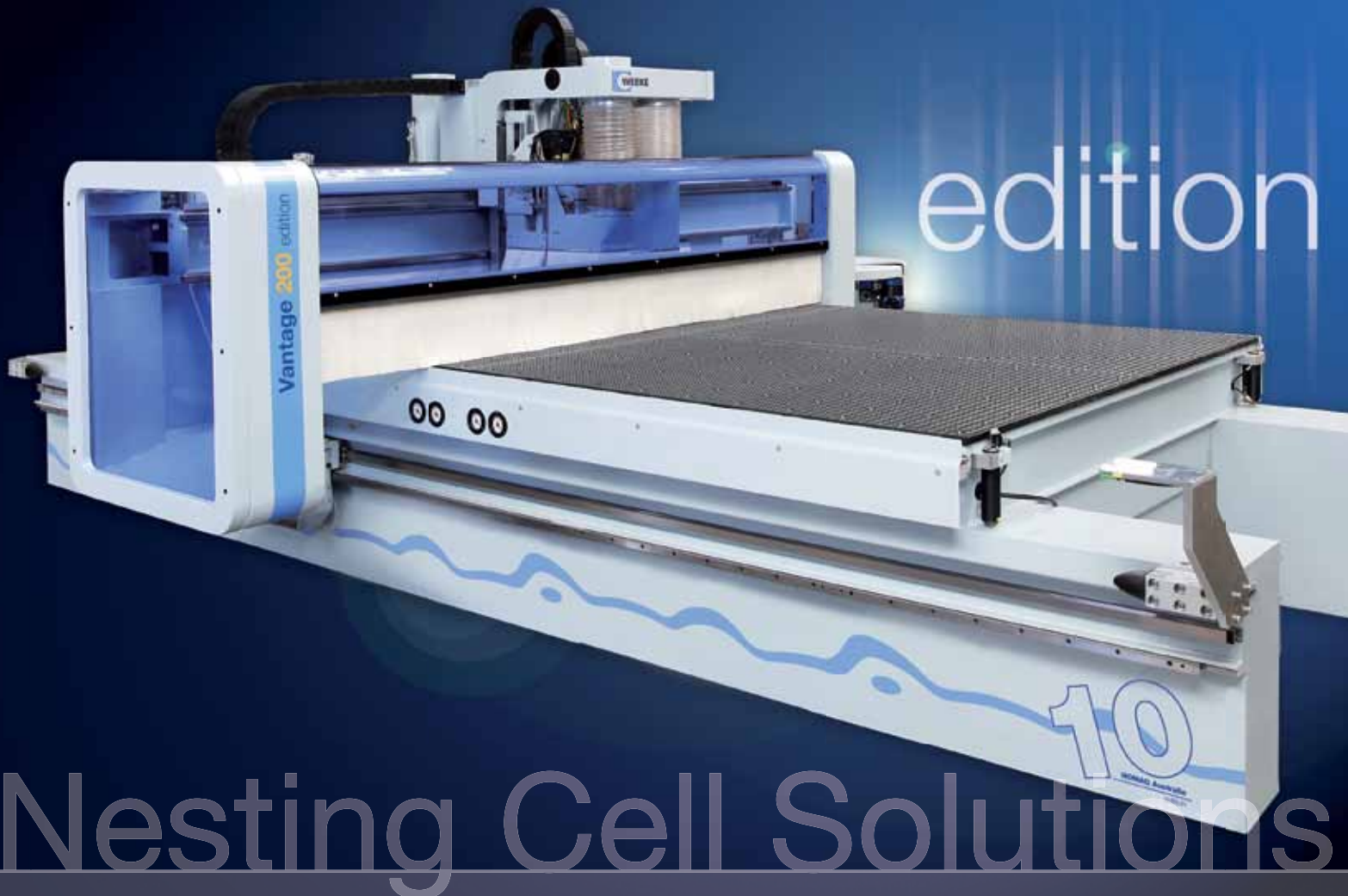
State prospects

Forward indicators of building activity show that at the end of March there was some six to seven months work in the pipeline nationally and in all of the main states except Western Australia. In the year to March, however, less work was started than was done in all of these states, suggesting a slowdown in the year ahead.

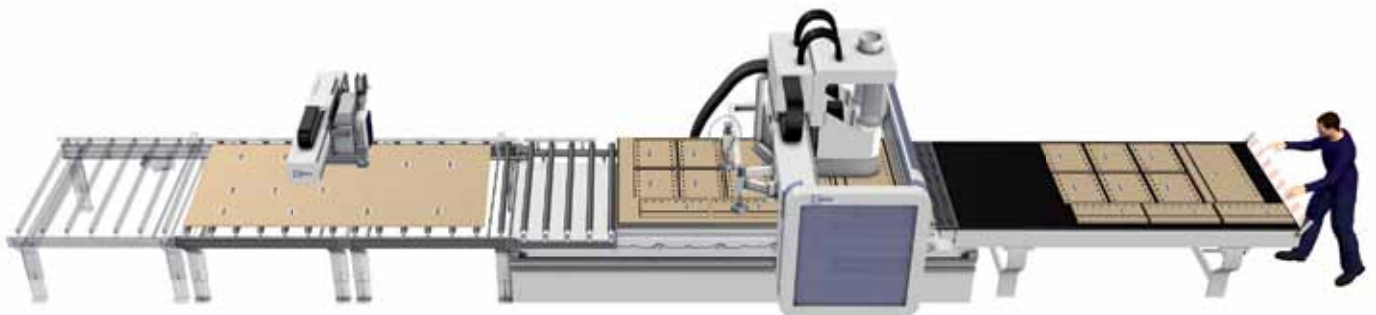
The indicators were weakest in Western Australia, strongest in Queensland.

In all states except South Australia, work approved in 2011/12 exceeded our estimate of work commenced: a sign that there may be only a slight decline in activity in most states. ■





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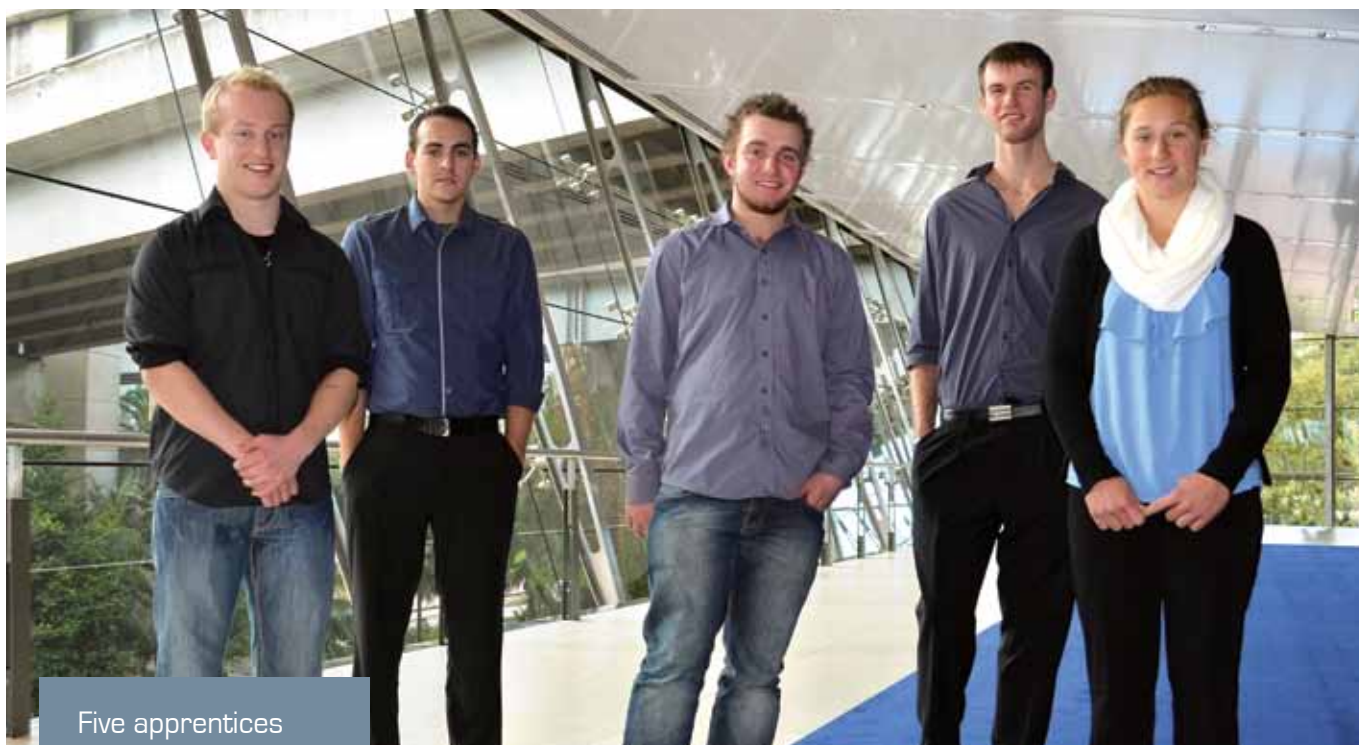
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The John Tiddy Memorial Award 2012



Five apprentices from around Australia receive award at AWISA 2012

In 2008 AWISA established the John Tiddy Memorial Award in recognition of John's contribution to the Australasian woodworking industry. The award was established to acknowledge outstanding apprentices from across Australia. It runs in conjunction with the AWISA exhibition and this year five apprentices from around Australia received their awards at the AWISA celebrity breakfast at AWISA 2012.

John Tiddy spent 48 years in the woodworking industry and introduced many now familiar brand names to the Australian market. One of John's greatest contributions was being the most enthusiastic driver of the establishment of the AWISA exhibitions. John served as AWISA's first chairman from 1986 to 1992 and then served on the committee until his death in 2006.

The five winners of the 2012 awards visited the AWISA exhibition, were taken out to dinner on the night of Thursday 12 July, and the next morning attended the AWISA celebrity breakfast, where they each received a cheque for \$2000.00 towards their educational expenses. All the apprentices had completed two years of training.

The 2012 winners of the John Tiddy Memorial Award.

From left: Bradley Cividin from Greenacre, NSW. Nathaniel Hussey from Mandurah, WA. Brad Lockyer from Wendouree, Victoria. William Hinrichsen from Redcliffe, Queensland. Rebecca Harkness from Cleve, SA.

Michael Tiddy represented the Tiddy family at the breakfast and spoke about the importance of training in the industry and of the need for the industry to do all it can to attract good young people. Michael made the presentations to the award winners. ■

AWISA – the designers cut



THERE ARE OVER 2,500 trade shows every year in the US alone, that's 50 per week – and each one is organised to showcase to its respective industry the latest products and trends. Traditionally AWISA has been viewed as the ultimate grunt fest, a mass of machinery mixed in with half a hall of hinges and drawer runners, where the loudest of company representatives struggled to explain their innovations over the roar of motors and extractors.

But AWISA 2012 marked the exhibited birth of the most important sector of our industry – design. AWISA-Design delivered on its promise, and more, to parade what really matters to the end user. From stone to solid surface, veneer to vinyl, lift systems to internal fittings, lighting to laminate, handles to hardware, and flooring to software.

Designers from across Australia and New Zealand made the journey to see what AWISA-Design had to offer – I haven't spoken to one who walked away disappointed.

Frank Iaria has been designing kitchens since 1985, and as a director of Mint Kitchens in Melbourne, an organisation with five showrooms across Melbourne, he was keen to see what AWISA-Design had to offer. "I attended the last AWISA in 2008, but I must say that this one was definitely more beneficial for me because of the design aspects. Apart from KBDI being there, which was a huge asset for the show, the likes of Hettich and Polytec who had amazing displays and showcased their products tremendously – they (as did most of the other exhibitors as well), gave us the ability to see what's on offer in such a larger scale than what you would normally see."

So what inspired this designer, who incidentally has won over 70 industry awards and what other products caught his eye? "The new Hettich ArciTech drawer system. Not only is its weight capacity enormous, but its running gear is sensational."

The new Hettich lighting system was also giving plenty of options as to where and how they can be used. The single point vacuum unit from Lincoln Sentry for kitchen areas – it simply fits under the sink cabinet and gives you the ability to have a

single or double point ducted vacuum unit within the kitchen, something I feel as a designer has been missing from product availability.

Cameron Cox is a director and customer relations liaison officer at Cabinets Online, a Queensland based manufacturing business. He recognises the value of design and how important it is for his business to be at the forefront of design and new product releases. "I have been to every AWISA show and the jump in quality of stand presentation was very noticeable, particularly the focus with suppliers dealing in products that had strong "design" elements associated with them."

As for a product category that caught Cameron's attention he adds, "Lighting - light has become such an increased component of kitchen design and every designer needs to fully understand the implications of the array of lighting now available – not knowing about lighting can cost designers business."

Joe Ardita is a director of Instyle by Apollo Kitchens, an up-market, Sydney based company. Having been to Eurocucina in 2010, Joe was interested to see how the Australian market had reacted to changing conditions and what new products were available. "This was my second visit to AWISA, and I have to say I was very impressed by AWISA-Design, the size of the stands staggered me, but more importantly the quality of each display was a huge leap forward."

Three exhibitors were clearly at the forefront of new products and Joe sights Blum, Hettich and Borg as the best and one in particular. "There's no question that Borg's went all out, and not just on the design of their stand. Their product offering is now unrivalled, but the variety and the relevance of their materials will focus heavily in Apollo's future business."

With Mint Kitchen's focus purely on design and installation, delivering quality pre sale graphics to the consumer is an important part of the business model. Frank explains what he found at AWISA. "I took the opportunity to have a good look at Cabmaster's new version as I just upgraded to it. It has over 12,000 materials and finishes available



Designers and specifiers, the most important people in the chain

and with several libraries it's the perfect software for a non-manufacturing organisation like Mint. Also, I was impressed with the Pytha 3D printing. I thought that was quite amazing as I hadn't seen a 3D printer of that calibre, in action before."

Cameron Cox had a slightly different view when it came to computer programs due to the proactive route already taken by Cabinets Online, "Professional experience dictated that most of what we saw at AWISA this year was typically not a significant change in capabilities from the technologies we have already invested in. The management systems on show all had great tools that any business should be making use of but fortunately we have already invested in all the key areas that they impressed with."

"AWISA-Design inspires you to do better and be better"

And overall was AWISA-Design the right move for the industry and why? "Absolutely" says Frank, "I think it brings together the manufacturers new ideas/products and gives them the opportunity to showcase it to the most important people in the chain, the designers and specifiers. Showing the designers these new products before they are released to the general public also allows the designers to gain firsthand knowledge of what is available and sometimes gives them the ability to view products in a

different light and discuss with fellow designers how/why/when these products can be used. I have already started designing some of the new products into the projects I had been working on and it has allowed me to actually get a couple of jobs over the line because of what I saw at the show. AWISA-Design definitely inspires you to get up and do better and be better at what you do. The networking with industry colleagues and fellow designers is priceless and in fact the ability to view and discuss products upfront with manufacturers on such as large scale is also invaluable. I will definitely be there at the next one and look forward to seeing more of "What's New" in our industry!"

From Cameron's perspective it had to happen, and certainly these comments were echoed by Joe Ardita. "It was way overdue; the disconnection that had existed between those of us who manufactured but obviously need to be aware of trends in design, and those that do design was a major hindrance to what really are completely dependent businesses to each other. AWISA-Design was an important step forward for the industry."

All agree that AWISA-Design was a massive leap forward for the industry, and long may it continue to grow. The only important thing about design is how it relates to people and ensuring that those that understand design acknowledge that good design is good business. AWISA-Design 2012 wholeheartedly delivered on its intent, its message and its meaningful contribution to the real meaning of design in our industry. ■

Halifax Vogel Group and Wilsonart, a partnership for the future

Wilsonart

Halifax Vogel Group (HVG) has been appointed the exclusive Australian distributor of the Wilsonart range of high pressure laminates and is about to release a Wilsonart branded range of low pressure melamine. In a vote of confidence for the 20 years that HVG boasts in the decorative building products industry, awarding the distributorship was a case of natural selection by the Wilsonart team.

"After a meeting with the leadership team at HVG it was apparent we had found our new partner in Australia. There was such a good fit between our two organisations that our partnership was finalised very quickly," Thomas J. Nelson Jnr, regional manager Australasia, Wilsonart International said.

In an illustration of the commitment of both HVG and Wilsonart teams to the success of the partnership, there has already been a significant investment from both parties, by way of infrastructure and human resources, creating a solid foundation to achieve market leading status.

With over 20 years' experience in the decorative building products industry, the HVG team thought the distributorship came at an opportune time. "HVG has been a niche player in HPL for the last 20 years, we realised we had to change and evolve." Bruce Rayment, CEO, HVG said.

The partnership is aimed at providing the Australian market with more choice in a laminates range than HVG have ever offered. With over 230 references in the Wilsonart collection and with an ever increasing selection of surface finishes available the final decision is really only limited to the imagination of designers, builders and the end customers.

In response to consumer needs, the Wilsonart range draws its inspiration from international design trends from right across Europe, Asia and the USA. Through this process HVG will continuously be introducing new colours, designs and surface finishes that will reflect global influences.

The first step in the roll out will be the deployment of sample boards to allow HVG customers to look at, touch and get a feel for the quality of the Wilsonart product. Many millions of sample chips are in the process of being released to the market and will be continuously updated as and when new ranges become available.

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Hettich report great success at AWISA 2012

The AWISA 2012 exhibition held in Sydney from July 11 to 14 was an unprecedented success for Hettich, with nearly double the number of leads gathered from the 2008 event and the unveiling of Hettich's latest innovation, the ArciTech drawer system.

Hettich's 300 square metre stand stood out among the crowd and drew in thousands of engaged and interested visitors. The stand design was ideal for walking guests through the new product ranges with many commenting on the professionalism and ease of use of the Hettich displays.

"Nearly 7,000 people visited AWISA this year which just goes to show there is still plenty of life in the industry – and

Hettich is proud to be a leader in terms of innovation and quality," says marketing manager for Australia and New Zealand, Dave Angus.

Undoubtedly the highlight of AWISA for Hettich was the unveiling of the brand new ArciTech drawer system. The stand was designed to allow visitors to view, and experience, the full range of Hettich products, before the final reveal of the new ArciTech product at the end of their journey through the stand. There was strong interest from guests as they experienced the ArciTech's design flexibility, innovation and functionality first hand.

The ArciTech drawer system has been developed to help kitchen manufacturers position themselves for the future, directly benefiting from Hettich's commitment to innovation and design. The ArciTech models on display were equipped with Hettich's famous soft close technology which, when combined with ArciTech's exceptionally smooth running action, created the perfect drawer system.

"The crowd's reaction to the ArciTech was beyond what we thought it would be. We anticipate that ArciTech is going to be in hot demand when it becomes available on the Australian market next year," says Dave.

In addition to the new ArciTech range, Hettich's new products and applications included: extensions to the stunning Magic lighting range; bathroom and vanity innovations with an exquisite make up cabinet using Sensys hinges, Magic lighting, and InnoTech drawers; the Intelligent Kitchens concept with new MultiTech soft close option and the InnoTech platform concept; use of Hettich products in an entertainment unit; the full Sensys range with new Flash cup; Pro Decor handles displayed in the four trends: Deluxe, New Modern, Folk and Organic; the ever popular WingLine 230 bi-fold door system in a home office environment, and the new TopLine M sliding door system in a laundry set up.

Visitors were able to see and experience for themselves how Hettich products make any living space beautiful.

"Our new products on display this year at AWISA really impressed the guests. Many visitors came to the Hettich stand after hearing positive feedback they had from other visitors at the exhibition, so it was a great word-of-mouth exposure!" says Dave.

"We couldn't be happier with the success of AWISA. It's going to keep our sales team very busy, and set us up for a positive year going into 2013," says Dave.



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The AWISA exhibition – now more than just a show

REPORTING ON the progress of the Furniture, Cabinets and Joinery Alliance (FCJA) to AWISA 2012 breakfast guests, AWISA board member Richard Abela (photo right) emphasised the substantial potential benefits from the initiative to establish a single voice for the industry. "One voice – we don't want any favours and need to stay competitive, but a level playing field will assist us to do so."

He said the industry had the capacity to have much more cohesive and effective political influence. "With about 113,000 employees, and with the gross annual value of the furniture, cabinet making and joinery industries of about \$31 billion we have the capacity to be a much more effective political force than has been the case."

"We have commenced to identify and make progress in four key areas being: regulation and compliance; skills and training; design and innovation, and supply chain improvements," he said.

The FCJA has now established industry reference groups to assess the issues of importance in each of the four key areas and to identify potential measures that could be implemented to help enhance its capabilities within these key areas.

The aim of skills and training is to develop a world class management and workforce that reflects the latest skill and knowledge levels underscoring the future prosperity of the industry. Regulation and compliance action is directed at developing a regulatory framework and compliance regime that does not impact unfairly on the international competitiveness of the domestic industry.

The key area of design and innovation aims to develop an industry that is globally recognised for its unique and vibrant



design culture and highly innovative approach to product design, process improvement and customer relations.

Supply chain improvements are directed at enhancing industry consolidation in order to improve supply chain efficiencies, strengthen the industry's bargaining power and improve economies of scale through collaboration and a collective approach.

Following Richard Abela's opening remarks AWISA breakfast celebrity speaker Sam Kekovich presented a lively, irreverent and at times politically challenging address on the world according to Sam Kekovich.

**"You can do it too.
Put your case together
and lobby as one"**

Formerly a leading personality of AFL football he has, since his playing days, become a media identity most recognised as the Ambassador for Meat and Livestock Australia and seen on the multi-award winning television advertisements as the face for the promotion of Australian lamb.

While he had breakfast guests rolling in the aisles, his underlying serious message was for the collective industry to assume the role of being the leader in the field, advancing issues like consumer advocacy and political support. "For an industry with more than 100,000 employees not to have a lot more political clout reflected poorly on the industry's collective abilities and lobbying efforts."

Referring to the lamb campaign with which he is singularly identified Sam said the promotional effort, supported by other activities, had resulting in more than 20 million extra lamb servings a year. "Of course this has brought tremendous benefits to farmers and to an industry that was on its knees."

Sam Kekovich,
AWISA breakfast
celebrity speaker
- for an industry
with more than
100,000 employees
not to have a lot
more political clout
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and lobbying
efforts.



From left: John Borg, joint managing director, Borg Manufacturing, with Sophie Mirabella, shadow minister for innovation, industry and science, and Richard Abela, AWISA board member, on the Borg Decorative stand at AWISA 2012.



At a later meeting with special AWISA guest shadow minister for industry, innovation and science Sophie Mirabella that was attended by industry association representatives and senior company executives, the issues of industry representation and the future role of FCJA were discussed.

Addressing the meeting Richard Abela acknowledged that the current lack of success of cabinet making, joinery and furniture manufacturing industries in influencing public policy debates and achieving any political traction was in large measure due to the fragmentation of the industry.

"We have an array of industry associations and bodies that bewilder both industry players and politicians alike."

"The industry has the capacity to be a much more effective political force than is presently the case," he said.

In her opening remarks Sophie Mirabella commented on the impressive size and diversity of the AWISA exhibition. She then turned to industry political representation.

"I want to congratulate the industry and its leaders for the initiative of bringing the industry together in a new representative format. You need one loud voice that is backed by your significant numbers."

"The basic reality is that governments are much less likely to listen to small voices. Your industry deserves to have much more recognition."

She said a Coalition government will have a very different approach to industry policy and that private sector input will be more important.

"We recognise that costs need to be removed and regulations and policy oversight much more flexible to respond to changing market conditions and competitive pressures."

She commented that a Coalition government was likely to support a strengthening of anti-dumping measures



and make changes to government purchase and procurement policies to favour locally manufactured products.

She added that, unlike the modus operandi of the current government, industry representation would be a more prominent component of trade policy and negotiations under a Coalition government.

She acknowledged the wisdom and importance of ensuring that imported products complied with the same sets of standards and other requirements that Australian manufactured products were compelled to meet. "Moving to remove barriers to competitive and equitable domestic manufacturing activity would be a Coalition priority."

She said under a Coalition government industry could play a valuable role in assisting the development of industry policy that was simple, clear and focussed. ■

"One loud voice that is backed by your significant numbers"

Altendorf innovations at AWISA 2012

Compared to the 4 years of anticipation leading up to it, the 2012 AWISA show has come and drawn to a close in what seems like a blink of an eye. Spanning across four halls with a new layout, the show was a success with new machinery such as the Altendorf_2 unveiled at the exhibition with positive reception and more than 7,000 visitors attending.

At the heart of the panels section of the show was the Altendorf stand, showcasing various technologies contributing to superior cutting performance. Making an appearance were 8 of the latest versions of the company's legendary saws, plus a circa 1930's Altendorf. The old machine was originally traded in for a newer model some 70 years into its service while still in operational condition, a testament to the endurance and quality of Altendorf's panel saws. Interest on the 1930's model was evident as visitors lined up to take photos of the aged veteran and its accompanying feature wall, which portrayed the evolution of sliding table saws since Wilhelm Altendorf's original invention in 1906.

"It's a panel saw... it's a beam saw ..." was one of the phrases constantly heard around the show, for there was a new machine on the block, the Altendorf_2, an entirely new concept which took the centre stage at the Altendorf stand. Crowds of interested visitors gathered around the new saw, eager to be one of the first to see this new generation machine in action.

In stark contrast to its predecessors, the new saw stands at an impressive 2.2 meters tall by 6 metres long and seems to bear no resemblance to any of the other machines on the market today. Upon closer inspection however, while being a brand new concept, this is a machine that remains familiar in so many ways. At its heart, the Altendorf_2 is created to do everything that all Altendorfs



have done since 1906; to cut panels and solid wood to perfection. Despite the size of the Altendorf_2, its space requirements actually turn out to be much closer to the panel saw as we know it. Thanks to its integrated traveling saw carriage, it eliminates the need for an external sliding table and the space required for its travel during operation is thus reduced.

Designed with efficiency, simplicity and ergonomic flexibility in mind, the Altendorf_2 gives the operator the freedom to choose his own way of operation. One can walk the materials through the cut or watch the safety bridge drop and let the machine do the work. The saw can also be operated from either side, there are

no limitations, a simple touch of the control panel is all that is needed to change the operation mode.

The Altendorf_2 showcased at the exhibition is the first of its kind to land on Australian shores. Currently, it resides in its new home on the showroom floor of Altendorf Asia Pacific's Sydney showroom. Those who you missed the show or would like to find out more in-depth information on the operation of the new dimension saw should visit the showroom or contact Altendorf Asia Pacific.

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Driven by passion

A family-run operation in the truest sense, Melbourne-based Tamar Cabinets bases its success on the simplest of themes: honesty, delivery, customer service, and passion, while constantly updating its equipment in order to embrace evolving technologies.

Whether it be in your personal or professional life, sometimes you've got to follow your instincts, armed with only a will to succeed and the passion to follow a dream to its end. That's the position Ozen "Ozzie" Djemil was in almost 20 years ago, in 1993, when he found himself with an opportunity to embark on a career of his own. Straight after finishing his apprenticeship as a cabinetmaker, the young entrepreneur founded his own company, Tamar Cabinets, named after the street his mother was living in at the time.

Perhaps most interesting is that the company was launched with no outside investments and very little money in the bank. "I was working out of my mum's garage first, and built the first couple of kitchens from there with only a panel saw and an iron," Mr Djemil remembers. "But within two months things were going so well that we couldn't possibly keep up, so my brother joined me as an apprentice when he finished year 12. Four years later we were equal partners."

Not long afterwards the brothers realised it was time to move, so they leased their first 130m² factory in Burke St, Braybrook, the suburb in which the company is still located. After renting more factory space around the original one, the brothers found themselves hemmed in with no room to grow and in 1996 decided to acquire a 500m² factory not far from their original location. Not only did that allow them to invest in more machines, but to make sure there was plenty of room to grow—as they have.

Steady growth and investment

Since its foundation, Tamar has experienced steady growth, using its own capital to invest in its future. Today, the brothers run a fully automated factory with 30 employees

at a brand new purpose-built production facility, building and creating high volumes of kitchens and custom-made cabinetry per year. The client list is crowded with the names of the company's well known and reputable building partners – and the machines all carry but one label: Homag.

"I remember Homag's Simon Vowles come into my first factory about 12 years ago, trying to sell me a Brandt edgebander," Mr Djemil says. "While I initially refused and bought a cheaper, smaller machine, Simon never gave up, I couldn't get him out of the building," he says with a smile. "I finally bought the Brandt edgebander, and never looked back!"

What followed was a beam saw and other equipment, and with the second factory extension came the first Holzma beam saw, a bigger Brandt edgebander and software; but Tamar didn't stop there. As they kept folding their money back into the business, Homag became part of their family, and Mr Djemil would never consider buying any other brand machine anymore.

"Ross, Simon and the Homag team are like family of ours now," Mr Djemil says. "Their service is brilliant and they are very reliable and I can easily get them here to serve our needs. Because they've been so beautiful as far as service and reliability is concerned, it would be silly for me to buy anything but Homag now. I rather stick with what I know."

Investment in automation

Consequently, Mr Djemil and his brother invested in Homag equipment when they decided to fully automate their production in 2010. "Homag are the leaders in technology and invention, that's what I believe, they build things to last," he says and admits that while in the short term he will be out of pocket, in the long term he was going to win with the investment.

This recent investment consists of a Bargstedt storage and retrieval system, two Weeke BHP 200 Optimat CNC nesting machines, a Holzma beam saw, an Optimat ABD 250 CNC-



When you've got a burning desire, and a passion for it, you will succeed

Ozen Djemil, Tamar Cabinets, Braybrook, VIC

drilling, glue and dowel inserting machine and a carcass clamp. Quite an amazing and overwhelming investment, but Mr Djemil explains that the Bargstedt alone already saves him a lot of money, improving his productivity by at least 40%.

"We have definitely reduced our waste since the Bargstedt was installed," Mr Djemil says. "We know what's in stock, and we are not over-ordering, our cut-offs are organised, which means very minimal waste."

The Bargsted storage system eliminates growing piles of off-cuts by automatically updating lists of all available off-cuts. Tamar can now manage and locate off-cuts at the PC terminals of both, the saw and the storage system. Moreover, the software module "IntelliStore" provides for a storage organisation which adjusts itself automatically according to the changing production conditions. "IntelliStore" permanently analyses all storage movements in the background, which reduces re-stacking by up to 40%.

The 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.

Customised kitchens

The automated system also supports Tamar's 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. Although builders make up a substantial portion of the business, Mr Djemil's passion for creating functional and beautiful kitchens has never faded, and one-off customised kitchens aren't rare in the Tamar factory.

As a consequence, Mr Djemil is still going out to see private customers himself. "I make sure our customers are happy customers," he explains why he never had to advertise

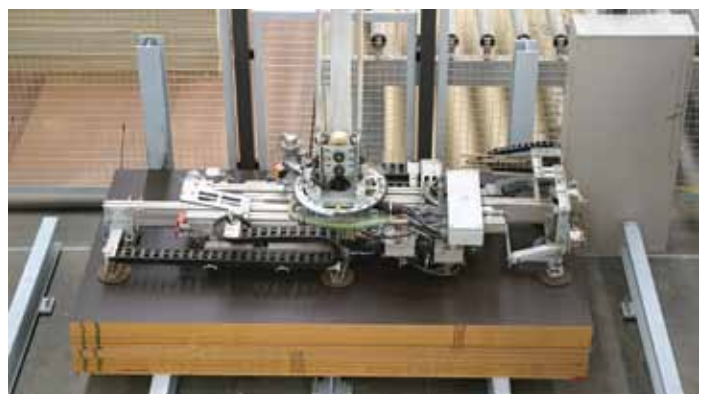


his business in all those years. "I never had a customer not satisfied with my work. We leave a good taste in their mouth, that's what it is all about."

From building his first kitchen within 1.5 days for his first client and long-term supporter, Mr Djemil has always committed himself to the company and his passion for kitchens. "I love kitchens, I love building functional kitchens for families," he says. "I want to make that possible for them. I design the kitchens myself, put them into our system and hand over to our staff."

Since his employees are very important to Mr Djemil, he is also very pleased with the safety functions the Bargstedt comes with. The Bargstedt safety package includes a 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. His workers 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, which is also a result of the automated material flow. The Bargstedt feeds the sheets directly to the two CNC Weeke nesting cells and the Holzma beam saw, where they are cut to shape and transferred to the edgebander.



The parts leaving the new Homag edgebander feature a perfect finish, which is what a competitive manufacturer like Tamar needs; the less work that has to be performed after the edgebanding process, the higher the productivity. Additionally, the pre-milling function recuts the edge immediately prior to the edgeband being applied. In this way, Tamar has a fresh clean edge for maximum glue bond with an edge that has no chance to reflect the ambient humidity.

Automated carcass clamping

The Boomerang return system then takes over the workpieces leaving the edgebander via a roller track. The operator picks up the finished workpieces and takes them to the dowel inserter and carcass clamp.

With the investment in an automated dowel and

glue construction process, including the drilling of the holes, injecting of the glue and insertion of the dowel, followed by a carcass clamping line that squeezes it all together, Tamar can deliver a square and rigid box in seconds, ready for adding drawer runners or doors.

For Mr Djemil, dowel joints are the only way to go. "The dowel system is much stronger than cam constructed carcasses, so you need automation, there is no way to do it by hand, you'd go broke," he says. "Moreover, with the carcass clamp, we have increased the number of cabinets produced, we are much faster and can produce a cabinet every three minutes. The investment will definitely pay off."

But profit is not everything that is on Mr Djemil's mind, in fact, he prefers to keep low key, and at a point in time when the truth is

hard to find, and "spin" is applied to nearly everything, it's refreshing to talk to a man like Ozzie. "I'll be honest with you, when I started this company it was all about myself, but it is not anymore."

Although it may sound simplistic, his philosophy is the same shared by many successful business man. "Anything is possible! If you've got passion and a drive, anything can be accomplished in this world," he says. "As long as you've got a dream, just a slight vision that can become reality, you've got to keep working at it. If you are honest and reliable, and you love what you do, the music will always be heard."

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Blum launches Movento – the evolution of motion



Blum launched Movento under the banner 'The Evolution of Motion' in front of 300 industry professionals at Doltone House, Jones Bay Wharf on 10 July, 2012. Movento was revealed as a brand new product line of concealed drawer runners that epitomises Blum's philosophy of perfecting motion. This has always been the driving force behind the development of Blum products and the company has taken another step forward in this direction with Movento. This was demonstrated further with a preview into the future of drawer systems and lift systems.

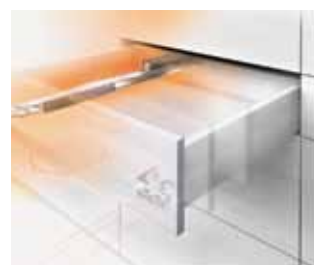
"I was very impressed with Movento as an addition to Blum's range of drawers and pullouts. Not only was the running action smoother, but the look had a designer touch. We will definitely be using Movento. We can't wait," said Joel Spencer, Degabriele Kitchens.

'The Evolution of Motion' was presented by Christian Schwerzler and Mathias Oelz of Julius Blum GmbH and Blum Australia's David Noakes.

"'The Evolution of Motion' stands for so much more than our products. It is a philosophy and a reality at Blum. We consistently strive to produce the best products, the best services and the best experiences for our customers. Whether through new product ranges or accessibility through our showrooms; all of our customers including cabinet makers, kitchen retailers, kitchen manufacturers, distributors, designers and the kitchen user should experience the best Blum has to offer. The evolution of motion is the driving force behind perfecting motion and being able to offer quality products and services", commented David Noakes, director – sales and marketing.

Movento is now available and can be viewed in Blum showrooms across Australia

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AWISA 2012 a great success for Homag Australia



Leading woodworking machinery manufacturer Homag Australia recently returned from AWISA 2012 where the company exhibited a series of exciting products, focussing on automation and intelligent warehousing. Many enthusiastic visitors experienced Homag's vast range of machines first hand, while the Bargstedt intelligent warehousing solution on the company's impressive 800m² stand attracted the bulk of visitors.

"We generated a huge amount of qualified leads over the four days of the show," comments Homag Managing Director Ross Campbell. "We sold a lot of machines off the stand, more than expected. Visitors were in a positive frame of mind and many of them were surprised about how much value for money they could get buying equipment from Homag. The general vibe at the exhibition was very good!"

According to Mr Campbell, the market is in a good condition, judged by the many hundreds of customers flocking the stand with serious interest in the equipment, which was a testament to the company's diverse range of high-tech machines.

Automation was the buzzword of

the show, and Homag demonstrated several solutions tailored to increase the productivity of local cabinet makers, kitchen manufacturers, joiners, builders and fitout contractors.

The live-demonstration of the Bargstedt intelligent storage system was one of the eye-opening exhibits. The fully automated system gave local manufacturers the flexibility and automation they need to maximise productivity and remain competitive, Mr Campbell explains. Moreover, the system's ability to control all stock, orders and off-cuts improves companies' cash flow, which is of paramount importance for any business.

Demonstrating the complete production process, the live demonstration included a highly-automated Weeke CNC nesting cell, which was fed by the Bargstedt system, as well as several Brandt edgebanders, all equipped with the pre-milling option.

Celebrating 10 years in Australia this year, Homag presented many special edition machines, including several Brandt edgebanders and the anniversary edition of the Weeke nesting cell. The machine featured a high-level of automation, including

automatic loading and unloading technology and labelling for easy and fast material processing. The cell is designed to give companies a competitive advantage and especially the low price tag combined with value for money attracted a lot of attention from visitors.

Moreover, the array of technology presented by Homag Australia included PUR application on high-speed edgebanding for processing sensitive and high-gloss materials, as well as a Homag Venture 5-axis processing centre. "Five-axis machining centres provide ideal solutions for the professional and cost-efficient machining of any kind of solid wood components, including stairs, windows, doors and furniture," Mr Campbell explains. "The major benefit of five-axis machining is the ability to machine complex shapes in a single set-up. Visitors could see how the machine gives greater machining productivity and we had an outstanding reaction to that machine, it generated a lot of interest."

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

Homag cares for kids with cancer

The Kids with Cancer Foundation was the beneficiary of fundraising by Homag at AWISA 2012. On the last day of the show Homag's Australian managing director Ross Campbell presented Kids with Cancer Foundation representatives with a cheque for \$2000.

Ross said that rather than throw material used at AWISA to demonstrate their range of woodworking machines in the waste bin, Homag made and sold wooden fruit bowls and bottle caddies. "These items were sold to show visitors and the money raised was matched by Homag."

"The items proved to be popular and with our matching contribution we were able to make a contribution of \$2000 to a very worthwhile kids charity," he said.

The non-profit children's charity Kids with Cancer Foundation is a 'Founder' of the Children's Hospital at Westmead and a member of 'The Hall of Champion' at Sydney Children's Hospital. The charity supports childhood cancer sufferers, their families and institutions that assist children with cancer.

Ross said that around the world each year Homag demonstrates machinery at 60 to 70 trade shows. "Where ever possible at these shows articles made during demonstrations are sold for a modest sum, the amount raised is then matched by Homag and the total amount donated to the local charity."

"It serves two worthy causes - minimising waste from live machinery performance demonstrations and raising funds for good local charities."

Homag's Australian managing director Ross Campbell presenting a cheque for \$2000 to Kids for Cancer. With him are Colleen Duggan; Homag's director, Asia/Pacific Thomas Frey, and Kids with Cancer Foundation representative Peter Duggan.



Leitz introduces new app

At the Holz-Handwerk and the Fensterbau/ Frontale fair in Nuremberg, Germany, Leitz introduced the first version of a new application for accessing product and technical information. Other exhibition highlights included an even more user-friendly Leitz Lexicon, Edition 6, featuring a printed directory and improved software.

The new Leitz App offers the complete Leitz product range via Smartphone and tablet computers. It allows users to access the Leitz-Lexicon, Edition 6, from their mobile devices quickly and easily.

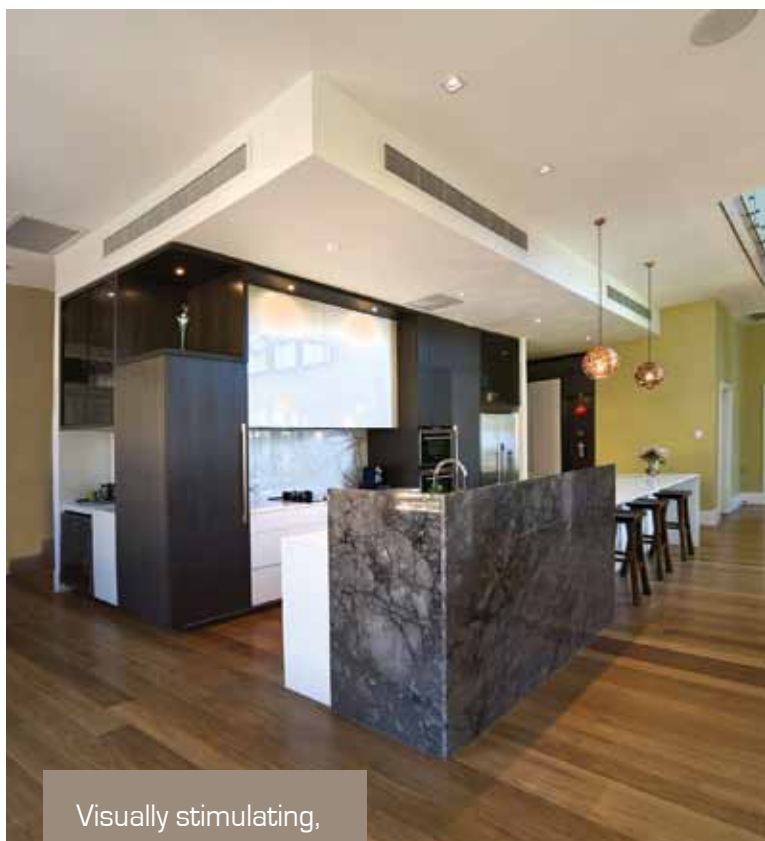
The application is available in German and English and can currently be downloaded on Android Smartphones [<http://www.appbrain.com/app/leitz/de.leitz.android>] and iPads [<http://itunes.apple.com/au/app/leitz/id507980685?mt=8>]. The app will also be available for the iPhone and Android Tablet in the near future.

In addition to accessing the Lexicon, the new Leitz App provides a number of other functions. Orders for Leitz tools can be completed and submitted for expedited delivery. Under the "Worldwide" menu, users will find a route planner that shows the fastest way to the nearest Leitz facility and provides all contact details.

Another option allows for quick and easy access to the Leitz YouTube channel. The App also offers a virtual sliding rule, which allows users to calculate cutting speed, feed speed, cutting distance and other important machine data for their tools on their Smartphone or tablet.

LEITZ TOOLING SYSTEMS PTY LTD
Phone 03 9760 4000
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KBDi DESIGN2012 Australian Kitchen & Bathroom Designer Awards



Visually stimulating,
well executed design



Alex Milne, KBDi executive director with Patricia La Torre.

AWISA congratulates all the finalists and winners at the KBDi awards. This edition of AWISA-The Magazine features the two major kitchen award winners.

"Judges of this year's awards were excited by many of the entries that were presented to them for consideration," KBDi executive director, Alex Milne said. "These awards represent an outstanding opportunity for specialist kitchen and bathroom designers to be judged by their peers, and overall the awards program continues to lift the bar, facilitating greater excellence in design in the Australian marketplace."

Entrants for the top award of the night, the KBDi Australian Certified Designer of the Year 2012, had to submit two projects for consideration. The finalists were Patricia La Torre, Haris Bahtiyarov, Kim Duffin and Darren James.

The award for KBDi Australian Certified Designer of the Year 2012 was presented to Patricia La Torre.

For Patricia's first submission, the clients, owners of a beautiful Victorian period home, sought an open design for their kitchen that acknowledged the needs of a young family, and a lifestyle of constant entertaining. The judges said that this well-executed design is visually stimulating. There is a well-balanced mix of finishes and the splashback effectively reflects the oak tree outside. Good quality documentation was submitted by this designer.

For this project, the client wanted efficient design, and a bright area that appeared spacious.

For the second submission, the client wanted heaps of storage, efficient design, good functional systems and a bright area that appeared spacious. A galley-style layout with island bench worked best. The combination of white



stone bench top, white gloss cabinets and glass splashback creates balance without compromising light reflection

Eileen Middleton, left, with
Tamara Buchanan, brand
communications manager
for Smeg



and a red decorative panel provides the 'wow' factor. The judges said that this is a well-conceived award entry of a technically high standard. The design shows a simple but bold use of colour, effectively demonstrating that 'less is more'. The kitchen sits well in the surrounding space and the light panel adds a little 'rock and roll' that reflects the interests of the client. Overall, the client brief has been well interpreted and the designer understood the award entry requirements because the entry was not overloaded with superfluous detail.

Finalists for the KBDi Australian Kitchen Designer of the Year 2012, proudly sponsored by Smeg, were Eileen Middleton (Queensland), Patricia La Torre (Victoria/Tasmania), Tony Warren (SA), Maggie Milligan (WA) and Erika Forster (NSW)

The award for KBDi Australian Kitchen Designer of the Year 2012 was awarded to Eileen Middleton.

Eileen's project featured a spacious, open plan kitchen designed for entertaining with style and that reflects a mix of contemporary and eastern design elements required by the clients. The judges said that the designer has created a space that is sleek but casual—a real home with a real kitchen. Interesting and practical, all principles of kitchen design have been incorporated: timber detailing adds texture and interest; clever use of lattice screens creates

privacy and adds a graphic element; the splashback shows a different interpretation; and use of line in the island complements the floor. This kitchen has elements that draw you all around the room; material detailing is superb and the subtle use of lighting blends seamlessly with adjoining spaces. Structural elements have created a design challenge that has been successfully addressed. A visually stimulating and exciting design resolution.

These award winners also won a place on the 2013 KBDi Designers' International Tour to Spain and Germany supported by Cosentino Silestone.

The KBDi was also delighted to present awards to Chapter winners and category winners around Australia and also for the KBDi National Unique Project of the Year 2012 and the KBDi Outstanding Student of the Year 2012. ■

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Design Ideas: inspired by i Salone 2012 showcases some of the stunning displays seen at the latest world class kitchen and bathroom interiors fair, *i Salone*, that includes **Eurocucina**, **FTK** and the International Bathroom Exhibition and is held every two years in **Milan**, Italy.

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Disto 3D easily maps spaces, including odd angles and uneven shapes, windows, doorways, arches, staircases and so on. The space can then be re-created through CAD, manipulated and re-drawn, then projected onto any surface of the site for the build. It allows one person to

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by Martin Lewis
CEO of FIAA Ltd

The road ahead for joiners and cabinetmakers – what's coming?

WITH A BRILLIANTLY EXECUTED AWISA 2012 exhibition now behind us, and with the fresh memories of connecting up with our suppliers of hardware, software and also machinery and tooling, and perhaps some of our fellow industry participants and competitors, it is now time again to focus on what is coming up over the short and mid term horizons.

I think we can all accept some functional criticism – especially that which tells us that we need to improve our marketing, our customer service, our costing and pricing practices, our scheduling, our people management, etc etc.

There are however many big ticket issues which are beyond the grasp of individual businesses. This means that FIAA and other associations in the FCJ (furniture, cabinetmaking and joinery) communities need to step up the campaign to get enthusiastic and pro-Australian bureaucrats and politicians to overcome the inertia, sloth or indifference of the lazy ones.

For my money the big issues over the short, medium and long term are:

- Fair taxation
- Illegal logging
- Unfair and/or immoral legislation
- The exorbitantly high Australian dollar

Fair taxation

I have written about this in a number of my previous articles for AWISA – The Magazine. The current situation verges on criminality.

Bucket loads of goods are imported following online purchase from overseas countries over the internet.

Exempt from GST !

True story. 100% factual.

Furniture, kitchens, joinery, windows, doors – and if it is imported over the internet for less than \$1,000 per transaction then no GST.

It is happening – now and at a place near you – frequently and often.

To rub salt into the wound, Australia Post is forced to deliver it at rates subsidised by Australian taxpayers – all because some guy somewhere sometime thought it would be a good idea to sign off on some stupid international postal agreement. Crazy!

To rub salt into the wound, Australia Post, Customs, and the Productivity Commission [sic] propose that it is too hard to

collect tax on such goods. Can you imagine the response you would get if you said to the Tax Office that it was too hard to collect the GST!

This is a case of appalling and insensitive economics and government administration – one that fails to put what is right before what is easy.

Illegal logging

Following pressure from many different interest groups, our federal Labor government finally introduced illegal logging legislation to the parliament. This legislation essentially is designed to ensure that Australia does not participate or support illegal logging practices either in Australia or overseas.

Prospective regulations are currently being negotiated that will mean that if you intend to import timber or timber product into Australia, then you will need to be able to satisfy that it has not been procured as a result of illegal logging practices.

FIAA, AFA and other associations are working hard to ensure that this test will apply to all imported timber products, especially including furniture, cabinetry and flat packed timber based panel products.

Sadly however, we will have to work overtime to prevent both senior bureaucrats and politicians cow-towing to the interests of importers of such products.

I am writing this article from Parliament House Canberra as Rohan Wright and myself wait for an appointment with the Minister Ludwig's office to further prosecute our view point.

Unbelievably there are some people in authority who believe that illegal logging is okay, provided you make it into furniture or cabinets in another country before you bring it into Australia!

We will fight hard on this one. Stay tuned!

Unfair/immoral legislation

There's stacks of this about.

The big one we currently are facing is in NSW – the Home Building Act and Home Warranty Insurance for kitchen manufacturers.

Major hardware chains sell kitchens. No licence required, 100% payment up front, no last resort Home Warranty Insurance (sic) required.

Family owned cabinetmaking business – Home Building Act currently says can only take a maximum of 10% deposit. Firm and supervisor have to be separately licenced (at a

MARTIN LEWIS,
CEO of Furnishing Industry
Association of Australia Ltd



price). Owner for the most part has to personally indemnify for sometimes up to \$500,000 and top up paid capital in cash (sometimes \$50,000) and in the process risk their business and their family home.

The bureaucrats are unwittingly deceiving the NSW government. No one from the bureaucracy has so far been able to produce any data justifying this based on either consumer protection or data relating to claims.

It's not right and it's certainly not fair.

It's close to a cover-up.

But FIAA will not be lying down on this one. We will also be looking to Master Builders Association for support.

The overpriced exorbitantly high \$AUS

It's a large contributor to what makes imported goods so cheap.

But why is it so high?

There are many reasons but two big parts of it are the amount of gambling on currency by traders in the financial sector and the enormous quantity of commonwealth, state and corporate bonds issued from Australia.

I just did a google on the internet.

Did you know that Australia's GDP is 1.6 trillion? That is 1,600 billion dollars. Did you also know that Australia's total wealth is valued at \$6.4 trillion, i.e. a multiple of four times our GDP?

The internet also tells me that the trading volumes between the AUS dollar and the US dollar approximate US\$249 billion a day.

So in four days the money market gamblers/ investors – you tell me, have traded 1 trillion just between \$AUS and \$US. In less than a month, they have executed more of these trades than Australia's total wealth.

Don't get me started.

Some of the countries that now have sizeable parts of their currency reserves in Australian dollars include Switzerland, Vietnam, Kazakhstan,

Russia, China, and some South American countries.

The internet also tells some facts about Australian bonds.

The Australian Office of Financial Management – did you know there was such as government department? – on its website states that as at 27 July 2012 – there are more than \$235 billion of Commonwealth government securities.

Add to that another \$218 billion for bonds issued by the country's states – courtesy of The Australian newspaper 31 July 2012. Then add the bonds issued by the large corporates – a grand total somewhere around a \$700 billion all up.

The big question then is why do we borrow so much? It's a good question – all I can tell you is that former Howard government treasurer Peter Costello flirted with the prospect of getting rid of all Aussie bonds but was howled down by the financial community. Some might guess that our bureaucrats and politicians are incapable of running balanced budgets – that's probably a fair call.

The bottom line is that our government – politicians and bureaucrats – could fairly be accused of wasting our money and driving our country to ruin.

What do you think ? ■





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Wilson & Bradley at AWISA 2012- a roaring success



Wilson and Bradley has enjoyed one of its best years at AWISA 2012. The company's reps and other staff worked together tirelessly to produce a stand that they were all incredibly proud to present. As usual the days during AWISA were tiring but very satisfying. This year at AWISA was definitely one to remember at Wilson and Bradley with many rewards sure to be reaped in the future.

Wilson and Bradley showcased many of its products at AWISA 2012, including current stocked items such as Blum Aventos and Intivo, Mitchells Alifrost® doors, wardrobe solutions and wire ware, LED lighting, bins and a brand new range of handles.

On top of these and many other items, future product lines were featured which gave the sales representatives a chance to run new products by customers and prospective customers to gauge possible future success for these items. Please stay tuned for upcoming releases of these future products.

Wilson and Bradley launched a fantastic new website and catalogue at AWISA 2012, which was a sure fire way to get excitement happening among customers. Both these mediums include brand new product images and descriptions as well as many handy features to create a new shopping experience for customers. Contact Wilson and Bradley for a copy of the catalogue and check out the website today.

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Good, better, best – Hettich has drawers covered



Hettich, one of the world's leading furniture fittings manufacturers, is excited to bring consumers more choice without compromising quality with its "Good, Better, Best" drawer system offering.

"Good, Better, Best is about making sure all consumers are catered for – whether they are looking for more affordable options or have a premium offering in mind, Hettich has competently covered all levels of the spectrum," says marketing manager for Australia and New Zealand, Dave Angus.

"At Hettich we don't believe in limitations. We are committed to giving consumers more choice so they can realise their design dreams and use Hettich to make their living spaces work beautifully." Hettich has four market options for its top quality drawer system offering.

For renovators with a tight budget on their minds but quality in their hearts, cabinet makers can offer Hettich's MultiTech single wall steel drawer system at a very competitive price. As the entry point to the Hettich drawer system offering, the MultiTech drawer system can be used practically anywhere in the home.

Customers who want soft close

technology, but don't want to move up to the double wall InnoTech range, can have integrated soft close unit and activator incorporated into their MultiTech drawer system. Undoubtedly one of Hettich's most popular sellers is the unique partial extension InnoTech double wall steel drawer system that is another level above the MultiTech drawer system with soft close technology. InnoTech is a favourite among customers because of its high quality Quadro soft close runner system that creates silence in the home. InnoTech is one of the industry's most versatile drawer systems, can be made to order, and is available in four designer finishes – white, silver, stainless steel and anthracite.

Hettich's premium level drawer system offering is the full extension InnoTech double wall steel drawer system with integrated soft close technology. Full extension allows for maximum space optimisation as all items can be easily reached.

Hettich understands design is an important aspect for clients so has a range of DesignSide panels that can be incorporated into the InnoTech Drawer System. DesignSide panels allow for ultimate creativity – panels can be made from a variety of 6mm materials

(such as glass and timber) to express the consumer's individuality, style and taste, and include replaceable patterns if so desired. For the ultimate in design and ease why not opt for Hettich's push to open drawer system? The push to open mechanism is integrated into the drawer system and its ingenious design means the drawer will gently open when pushed lightly anywhere on the front surface. The InnoTech push to open product has a specific range suited to the bathroom environment. Consumers who prefer handle-free designs can opt for this push to open product that reflects a sleek, minimalist look.

With a German heritage of nearly 125 years, Hettich has a proud and strong reputation of quality and durability. Hettich is committed to delivering the industry's best drawer, hinge and storage solutions to customers everyday and is one of the largest furniture fittings manufacturers in the world. All hinges and drawer systems are backed by a lifetime warranty, so consumers can rest easy knowing the products have been built to last.

HETTICH AUSTRALIA
Phone 1800 HETTICH
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Innovative drawer systems from Hettich

A full drawer range to suit any design

German engineered for superb design and function, Hettich's drawer range offers flexibility of design and simple installation. With the security of Hettich's lifetime warranty, storage spaces will work beautifully for years to come.

MultiTech – Sturdy single wall steel drawer system

- Now with easy to install soft close unit and activator
- Cabinet widths up to 900mm only require one unit and activator
- Suitable for partial and over extension drawers
- Handles loads up to 30kg

InnoTech – Quality double wall steel drawer system

- The only partial extension integrated soft close drawer on the market
- Plus, full extension integrated soft close system
- Handles loads up to 70kg



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Technik für Möbel



by Dean Brakell
General manager, FIAA Ltd

DEAN BRAKELL,
General manager of Furnishing
Industry Association of Australia Ltd



The advantages of becoming a member of the FIAA

The FIAA was established in 1948 and is an Industry association representing businesses in all sectors of the kitchen, furniture and furnishing industry.

FIAA fights for the industry

FIAA is a co-chair of the Furnishing Cabinet Joinery (FCJ) Alliance. FCJ has become part of the industry's political lobbying arm for a fairer/better deal for manufacturing industries. In short, committees have been formed to develop policy and advocate for government assistance in the areas of skills, labour and training, design and innovation, standards, compliance and the level playing field and supply chain management.

FIAA recently met with the Minister of Fair Trading (The Hon. Anthony Roberts) to

express its concerns on the Home Warranty Insurance debacle.

FIAA has been fighting a long and drawn-out battle against the forces of evil that seek to punish every small cabinetmaker in NSW by either charging ridiculous premiums for that non-product called Home Warranty Insurance or by extracting absurd director indemnities and guarantees which make zero sense, and the bureaucracy that exempts competitors such as big box hardware retailer chains from the same regulations.

FIAA will be making submissions on the review of the Home Building Act and will continue to lobby hard for immediate change to this disgraceful example of woeful market intervention.

Why become a member?

FIAA not only fights for the industry but offers members personalised service. FIAA will go above and beyond to assist members where it can and are not just a voice over the telephone but are more than happy to come to visit members and talk face to face and offer that personal assistance.

FIAA provides services to assist members in areas such as: HR advice, award interpretation, hiring staff, firing staff, workplace health and safety and unfair dismissal. Services are not confined to this list. If there is an area where FIAA can help, it will.

Readers who want to know more about membership services should contact FIAA on 02 4340 2000.

Spread the word!

FIAA Membership

Your insurance policy against all IR and HR issues



Established in 1948, FIAA, unlike other associations, exists exclusively for the Kitchen, Furniture and Furnishing industries.

For a busy owner of a kitchen, furniture or joinery shop, FIAA membership will not only give you the right advice, but also access to the necessary tools, service and resources to run a compliant business.

This is because FIAA gives members advice and solutions to their business problems, not just information. Having

FIAA membership is your insurance policy against all IR and HR issues.

Our mission is to provide services to assist members in areas such as-

- ◆ HR Advice
- ◆ Award interpretation
- ◆ Hiring staff
- ◆ Firing staff
- ◆ Work Health & Safety
- ◆ Unfair dismissal
- ◆ Never confined to the above- anywhere we can help FIAA will!

FIAA is the voice of the industry and is recognised by the industry, federal and state governments, the media and general public. FIAA continually takes up the fight to both state and federal governments to ensure business red-tape is reduced for businesses.

Why don't you check out our website at www.fiaa.com.au

Interested in becoming a member or want to know more about our membership services then please contact Monique on 02 4340 2000 or email mpenton@fiaa.com.au and Monique will be happy to answer all your queries.

Tuckwell Machinery Hirzt EVA hot melt edgebander

Manufactured entirely in Italy and designed with high performance, reliability and compact precision in mind, Hirzt EVA hot melt edgebanders claim features unmatched in their class.

The Hirzt EVA hot melt edgebander offers 2 litre Teflon lined hot melt glue pot with standby mode to prevent glue burning. Rear sound deadening doors with safety switches protect operators from moving components. The cabin also features a divider to stop debris from contaminating the glue pot.

The heavy duty conveyor system consists of a twin row of upper pressure beam rollers that are quickly adjusted via a hand wheel at the front of the machine, and the large pitch

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The high precision flush end trim saw unit is mounted on large THK guideways and features a twin blade design. The heavy duty base mounted trimming station is comprised of two 0.55kw high frequency motors. This unit is one of the most solid in its class.

The 2mm radius glue scraping station is the same featured in Hirzt's larger hot melt edgebanders so manufacturers can be guaranteed that there will not be any movement with this unit.

The Hirzt EVA hot melt edgebander finish is of a high standard and is



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Blum awarded certificate of appreciation

Blum's generosity was acknowledged at the Allied Timber Trade Awards night at Lidcombe College, TAFE NSW on the 22 May 2012. The Certificate of Appreciation and Gold Sponsor Certificate was presented to Blum state sales manager, Adin Elton for Blum's sponsorship and assistance of a Minipress P and a Minipress Pro to the Allied Timber Trades section at Lidcombe TAFE and for student instruction and use in the making of their projects.

"This partnership with Blum provides an opportunity for apprentices from the cabinet making, shop fitting and woodworking trades to gain exposure to the Blum Minipress machine systems and the use of Blum hardware including hinge and drawer runner systems", said Warren Peters, head teacher cabinetmaking section at Lidcombe College, TAFE NSW. "The apprentices take this knowledge and experience and can share it with their employers and colleagues in their workplace".

Blum state sales manager, Adin Elton revealed, "These awards mean a lot to Blum. We pride ourselves on providing the industry, not only with quality product, but the training and know how in implementing products that are commonly used in today's furniture and kitchens. We will continue to support and work with TAFE NSW to ensure future students are equipped with up to date knowledge and experience".

The Allied Timber Trades Awards night is held annually to celebrate the achievements of graduating apprentices and award winners from the Allied Timber Trades section. There were 175 graduating apprentices from 2011 who have successfully completed three years of TAFE study and have achieved competency in their chosen trade. Special awards are also given to students for outstanding achievements.

Lidcombe College
manager,
Geoff Gaymer
presenting the Gold
Sponsor Certificate
to Blum state sales
manager,
Adin Elton.



Blum state sales
manager, Adin
Elton presenting
apprentice Matt
Driscoll with second
place in Stage 3
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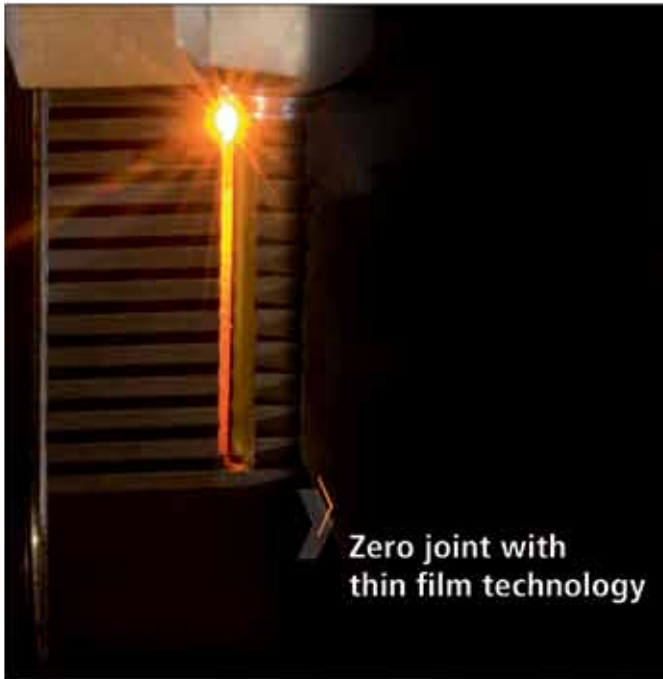
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Email weinig@weinig.com.au



Leitz introduces planerhead for moulder/planing

In the housing and furniture sectors especially in windows, doors, stairs and parquet floor manufacture the trend is to produce a perfect finish. However tear outs and rough surface finishes are frequently a consequence of planing, with costly rework which reduces productivity.

To address this problem, Leitz further developed its proven constant diameter planerhead, VariPlan, with the introduction of the new Leitz VariPlan Plus planerhead. This new planerhead is an adaptation of the standard VariPlan and is designed to bring the advantages of the award-winning RipTec technology to the broad based moulder/planing market. The new VariPlan Plus comes with three new innovative options of knife setup, Microfinish, RipTec, or Integral turnblade knives or a combination of these.

All turnblade knife combinations are re-sharpenable and constant diameter. VariPlan Plus planerheads with aluminium bodies can be used on four sided and multi spindle moulders. The planerheads also are available with HSK adaptors.

For companies serious about continuous improvement, the VariPlan Plus offers practical ways to increase quality and decrease waste. Using the RipTec knife technology for pre-planing or integrating with smooth knives, VariPlan Plus promises to increase the smoothness of rustic and even difficult to machine woods, while decreasing the prevalence of chipping. As with the original VariPlan design, solid HS or carbide knives are reversible and can be sharpened up to six times without changing diameter for outstanding performance. Knife changes are quick, easy, repeatable and exceptionally accurate to satisfy the requirements of the RipTec system.

VariPlan Plus is available in standard Z2 or Z4 configurations, lengths from 100mm to 310mm and various diameters and bore dimensions, including HSK85W, for most machines.

LEITZ TOOLING SYSTEMS PTY LTD
Phone 03 9760 4000
www.leitz.com.au



Conventional planing, left,
Variplan Plus planing, right



IMA's new panel infeed ensures economic success with batch-size 1 production

Any furniture manufacturer that wants to be ahead of the industry needs above all a reliable partner for the development of the right production processes and systems. Because what counts here is only flexibility and speed, combined with great demands placed on the quality of every single work step. The machine-based production of furniture components is undergoing a constant change that responds to the individual needs of the customer and hence requires a particularly flexible production process. In this respect, investment in innovative and sustainable technology that is fit for the future is the key to long-term success.

Performance.one enables batch-size-1 production without any great complexity

With Performance.one, IMA has developed a highly sophisticated automation solution for flexible batch-size-1 production that requires a minimum of personnel and sets completely new standards in terms of flexibility. The fabrication of furniture components is dominated by small batch sizes intended to meet high quality standards. In this process, complete processing on one machine substantially reduces setup and machining times. Shorter production cycles as well as more and more complex products have made this development necessary. In order to be able to achieve efficient and competitive production under these conditions, production processes need to be oriented towards this goal. The Performance.one made by IMA is a modular and future-proof machine concept for panel sizing and edge banding machines of the Novimat and Combima types relying on the most advanced equipment, the latest technology and an operator-friendly design. Hence, batch-size-1 production is becoming possible without the need to make large investments and without requiring much setup.

Highly flexible processing line achieves great dimensional and angular accuracy

Performance.one has been developed for custom production and small batch sizes production runs. The highly flexible processing line for panel sizing, edge banding



and fine finishing consists of a single-side edgebander with proven IMA processing unit technology that is individually matched to the specific application. The servo infeed table for fully automatic panel infeed can be equipped with an alignment system to fabricate panels with a high degree of dimensional and angular accuracy. A both powerful and surface-protecting return conveyor returns the panels back to the infeed of the machine, where the machining program for each panel is identified and loaded by barcode. Three cross-transfer devices and a dynamic minimization of the panel gap significantly increase capacity. The plant is controlled by the well-known and proven ICOS controller made by IMA. With the help of Performance.one, fully automatic fabrication of panels with great dimensional and angular accuracy and in the quality expected from IMA becomes a reality that increases competitiveness.

IMA infeed system offers absolute dimensional accuracy

The servo infeed and alignment system for feeding the panels into a single-side edge

banding machine independently of their lengths and widths represents a particularly innovative component of the Performance.one package. It allows manufacturers to fabricate parts with accurate squareness and parallelism as well as absolute dimensional stability. Due to its flexible dog spacing, the infeed system provides the highest accuracy of size and form – even with inaccurately pre-sized panels. Hence, production capacity can also be increased in the case of batch-size-1 projects. Another highlight of the infeed system is that it generates the optimal panel spacing both for transversal and longitudinal processing operations.

Simple data link

The machines are controlled by the ICOS Open controller. The PC-based control system with integrated PLC and electronic line point control has a user-friendly HMI with Windows standards. The ICOS Open user interface provides perfect information flow between the operator and the processing plant. The numerous interfaces enable functions such as barcode control with stationary scanners or, if desired, via mobile handheld radio scanners as well as tape management. In addition, the network points accelerate and facilitate connection to the customer software. That means, job data and program data can be received from external sources, or the transfer of production messages can be integrated.

Profitable and competitive

The Performance.one package from IMA offers a sophisticated production environment for true batch-size-1 jobs that can be managed by one operator only. These solutions utilize the most innovative technology such as the Laser Edging process and the IMA KFA contour milling unit. Due to their dependable quality and commitment to high-performance, the machines will be running in a very profitable and competitive production environment.

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Manufacturing and transport sequences with IMA logistics: great assortment, high grade of automation and high performance.

Integrated solutions, thinking from the customer's perspective and the development of modern transport- and handling technique is the general concept of IMA. Whether one-dimensional warehouses – as buffer or distribution system – or two-dimensional material stocks, IMA supplies warehouse technique for any manufacturing process. Together with the transport systems this offers perfect production conditions. Highly-developed material flow control and warehouse management guarantee great operating reliability round-the-clock.

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❖❖❖ **To provide consistent know-how and have
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AWISA 2012 the perfect platform for EQ Australia

EQ Australia exhibited for the first time at AWISA hailing it a massive success. With over 600 visitors to the stand during the show, the market leading business management software and eCommerce solutions provider was overwhelmed by the massive interest shown at Australia's premier woodworking industry event.

The constant flow of enquiries from machine and hardware suppliers, and kitchen and bathroom manufacturers meant EQ Australia was on one of the busiest and talked about stands at the show.

A delighted Ben Crofts, operations director for EQ Australia comments: "The high quality and number of visitors to the event is testament to the professionalism and organisation of AWISA. We will certainly be exhibiting again in two years time. The feedback from companies visiting our stand was amazing. As an industry specific solution designed to manage business operations from initial sales enquiry through production to delivery, business owners were 'blown away' with the depth and detail EQ Software can provide".



As well as EQ's time and cost saving business management software solution, many companies expressed particular interest in generating extra revenue online with the 'eStore' web development package. Ben Crofts adds, "With online spending growing twice as fast as the total retail market in Australia, eStore opens up possibilities for more kitchen, bedroom and bathroom product sales to the internet browsing consumers."

EQ AUSTRALIA
Phone 03 9015 7876
www.eqaustralia.com.au

Thinking of selling Kitchens online?

Trading 24 hrs a day requires specialized web and business management applications to ensure your operation runs smoothly and efficiently.

- EQ Software is the only web development company specifically serving the Kitchen, Bathroom and Bedroom Industry with the ability to handle configurable products
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- E-Store links to our EQ professional business management system making the management of products, and the handling of sales, payments, orders and deliveries easy
- All E-Store web sites are search engine optimised
- E-Stores are developed to include all major online payment facilities



For more information and links for our extensive portfolio of live sites call EQ Australia on 03 9015 7876
www.eqaustralia.com.au

20 years of the Homag Treff connecting people with a passion for wood

The Homag Treff takes place in Schopfloch, Germany, from 25-28 September 2012. Over an area of 10,000 sq.m. the Homag Group will be showcasing its competence in plant engineering and product innovation. The Holzma Treff will be taking place at the same time in Holzbronn. This year visitors may look forward to an unprecedented array of smart solutions for the production of furniture, windows, floors, staircases and doors.

There has never been such a wide array of large-scale plants live on show at a Homag Treff. Smart batch size 1 solutions from the entry-level machine to the high-end plant attract just as much interest as flexible concepts for efficient series production. 20 customer orders in the making will be in action to demonstrate the broad-based expertise of Homag's plant specialists.

Batch size 1 production: The whole range

- An office furniture manufacturer from southern Europe places its trust implicitly in the LaserTec process for its batch size 1 production – both for throughfeed and 5-axis stationary technology.
- Another customer in the furniture sector is all about high-speed production: Without compromising its extreme standard of quality, it clocks up feed rates of 30 meters, fast changeover in a 400mm gap and 20 cycles a minute. For edge processing, this plant is also fitted with LaserTec and the FK31 PowerTrim profile trimming unit.
- Using a single-sided sizing machine, an edgebander with handling system and a gantry processing centre with edge banding unit and 5-axis spindle, a German equipment producer will be providing its customers with bespoke trade fair stand and shopfitting solutions in the

future, using everything from wood through aluminum to plastic.

Series production: 70-80 % higher output

- With a 6-sided line, a furniture manufacturer from Poland aims to achieve maximum output in sizing and edge banding. Compared to a classical production line, the 6-sided line delivers around 70–80% higher output.
- The ReacTec laminating plant delivers 25% higher output for the furniture manufacturer Swedwood China for a conventional laminating plant.

Panel sizing and profiling

The wide variety of products that can be manufactured in throughfeed is demonstrated by a production plant for three-layer parquet with click profile for high-speed flooring production, a complete factory equipment for the processing of door leaves, and a plant for panel sizing and profiling of wood fibre insulating panels up to 300 mm in thickness as part of an overall project by a wood material manufacturer.

Customers back complete concepts – also with CNC processing

The fact that a large number of customers decide in favor of integral solutions from the Homag Group is clearly evident, also in the field of stationary technology. Many customers opt to supplement their existing production lines with processing centres from Homag. One renowned manufacturer of kitchen worktops, for instance, intends to start using a Homag BOF 512, while a highly efficient BOF 322 production cell with TBA automation solution will soon be operational for a customer in the challenging shopfitting and interior fittings sector.

Three different counter corner joints

In the window production sector too, a number of customers are enthusiastic users of Homag processing centres. Systems that address wide-ranging needs for all of these users – and to the very highest standard of quality. Homag will be demonstrating three different counter corner joints on three machines: One variant with counter profiling and doweling and another counter joint which uses no dowels at all. This is fixed using only screws. Another joint patented by the tool manufacturer Leitz is being used exclusively and for the very first time on a customer plant. The KonTec joint is based on a milled dovetail, and it requires no additional work steps or components.

20 years of the Homag Treff – watch 20 large-scale plants live in action.





20 YEARS OF WOODWOP

Since its launch in the nineties, WoodWOP has become the most frequently installed programming system and is now also an established standard for CNC training in vocational training schools and technical universities.

In 2012, the version WoodWOP 6.1 with integrated CAD functionality has now been launched. It offers users scope for operators to generate, import or modify CAD drawings in the office or directly at the machine, supported by a wide range of drawing and modification functions. This is not restricted to only the basic coordinate system, and can be implemented on any optional level.

Other benefits at a glance:

- Open file format for simple, stable and compatible linkup. All known trade-specific programs can output the WoodWOP format, allowing them to be integrated without problems into the existing software landscape.
- As WoodWOP 6 is reverse compatible down to WoodWOP 4.0, older programs can be simply imported.
- WoodWOP 6 is also upward compatible. This means that programs that were generated in the office using the new version can also be opened at a machine where an older version of WoodWOP is installed.

The major benefits of the new WoodWOP Version 6 include not only the speed of programming a complete, fault-free production range at the office workstation, but also its outstanding security and visualization. With these innovative software solutions, the Homag Group is offering the market a security package that is unique, and will allow even complete newcomers to learn the ins and outs of programming and working with Homag Group CNC machines within an amazingly short familiarization period.

WORLD PREMIERE OF THE AMBITION 2200 NEW

The Ambition 2200 NEW represents a whole new generation of edge banding machines celebrating its world premiere. With this series, Homag is offering industrial technology at woodworking shop prices.

- Simple, fast operation using a 19" touchscreen.
- Low set-up times through automation packages for different edge designs.
- Infeed on a wide, extendable workpiece support, variable use of different edge thicknesses (0.4–20 mm), panel thicknesses (8–60 mm) and workpieces sizes (up to 60 mm).
- Preparation for "zero joint" edgebanding with LaserTec.
- Fast change of glue type through simple handling of the hot-melt glue application unit.
- Perfect workpieces: 20 mm solid molding, 0.3 mm veneer, 2 mm PVC.

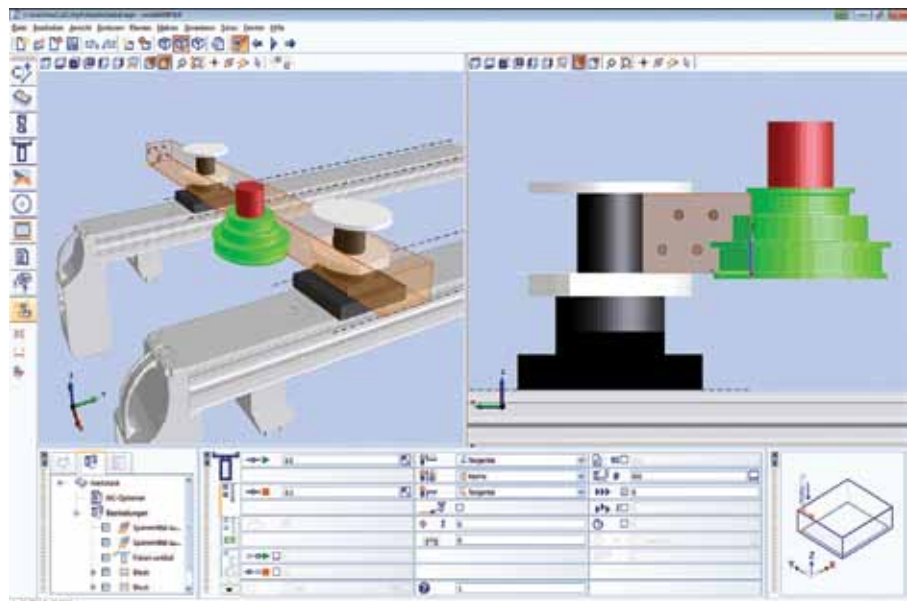
REAL 5-AXIS TECHNOLOGY FOR WOODWORKING SHOPS

The Venture 316 addresses practically every conceivable customer need in terms of furniture and door production and also interior fittings. With just a few standard tools, practically any assignment can be tackled without the need for additional units or non-standard tools. The ideal work horse for all those who do not yet know what their customers are likely to require of them in the future.

- High level of stability, precision and processing quality by means of a large, stable moving gantry with bilateral guide and heavy-duty welded steel construction
- Large working depth to 1,550 mm
- Compact Drive5C five-axis spindle with spindle speed of up to 24,000 rpm for high torque levels even at minimal speeds.

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

Pictures courtesy of: HOMAG Holzbearbeitungssysteme GmbH



The biggest hidden storage solution hits Australia

Hideaway Bins 40 litre bucket range is now available and claims the largest double bin capacity available in the market – up to a whopping 80 litres of storage. This innovative 40 litre storage range has three exciting new features.

40 litre bucket range.

The new 40 litre bucket range brings to the market both single and double hidden bin solutions. The Hideaway Compact single 40 litre fits behind a 300mm door, providing a solution for areas of limited space. The range is available with or without soft close tracks providing a large bin solution for all price points.

A patented air vent system to maximise bag volume.

Four U-shaped air vents have been designed into the lip of the bucket, which allows trapped air to escape, as the bag is pushed into the bucket cavity. This unique, patented design will eliminate the frustration of trapped air restricting the liner, maximising the bag volume.

The 40 litre buckets come complete with a liner holder designed to hold the bag in place without covering the air vents, so trapped air can escape as the bag is filled.

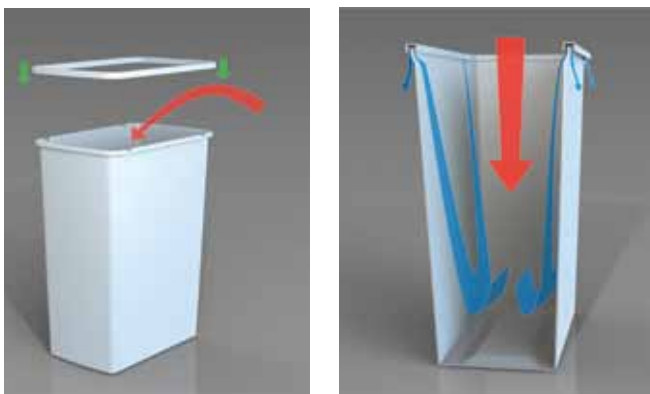
New additional side mount support.

All Hideaway Bins are designed to be mounted at bench height and pull out towards the user, allowing easy disposal of waste without having to bend low inside cupboards. The introduction and use of the additional side mount supports will ensure the unit holds up to the challenge of a busy kitchen.

The range offers solutions for all hidden bin requirements. Waste and recycling, laundry and storage, commercial or domestic.

The 40 litre bucket range are now available for purchase Australia wide through the following distributors Hettich, Nover, Galvins, Furnware and Dorset.

HIDEAWAY BINS
Phone 1800 042 642
www.hideawaybins.com.au



Kitchen, bathroom, laundry...anywhere!

- 3 Bin Ranges
- Single or Double Configuration
- 15ltr to 80ltr Bin Capacity
- Holds up to 40kgs
- Friction-fitted Lid
- Multiple Installation Options

Available Australia wide from...

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Galvin Hardware	08 9446 6333	Furnware	1800 101 009
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Brandt Ambition 1220 FC Edition

- ✓ Premilling for perfect edges
- ✓ 11 and 11 m/min feedspeed
- ✓ Automation
- ✓ Nesting package included
- ✓ AU\$74,000.00 + GST saving approx. \$12,000



Brandt Ambition 1440 FC Edition

- ✓ Premilling for perfect edges
- ✓ 14 and 14 m/min feedspeed
- ✓ Automation
- ✓ Nesting package included
- ✓ AU\$122,000.00 + GST saving approx. \$14,000



Brandt Ambition 1870 FC Edition

- ✓ Premilling for perfect edges
- ✓ 20 and 20 m/min feedspeed
- ✓ Automation
- ✓ Nesting package included
- ✓ AU\$165,000.00 + GST saving approx. \$18,000



Brandt edgebanders are the benchmark for Australian cabinet-makers, renowned for Reliability and Longevity. Homag Australia celebrates its 10th Year and together with

Brandt would like to thank the Australian market for its support and partnership. The Brandt EDITION series is 3-models specially selected and specified for the Australian

market, with a special 10-Year celebratory price. Take advantage of this offer for delivery in 2012.

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- ✓ **Productivity** with Reliability
- ✓ **Perfection.....** from Brandt



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sales@homag-australia.com

Behind the scenes

What many visitors to the AWISA exhibition may not realise is that the exhibition is one of the largest trade shows in Australia. It occupied 20,000 square metres at the Sydney Convention & Exhibition Centre, took five days to move-in, was open to visitors for four days and took two days to move out.

Visitors saw a world-class show with machinery running in factory-like conditions, and magnificently designed and constructed displays in the AWISA-Design section.

All this takes effort. In addition to the exhibitor staff working on building stands, over 250 people worked for the venue and for show contractors during the show. Display builders, electricians, forklift and crane drivers, riggers, security guards, cleaners, registration staff, catering staff, bus drivers, child minding staff and so on.

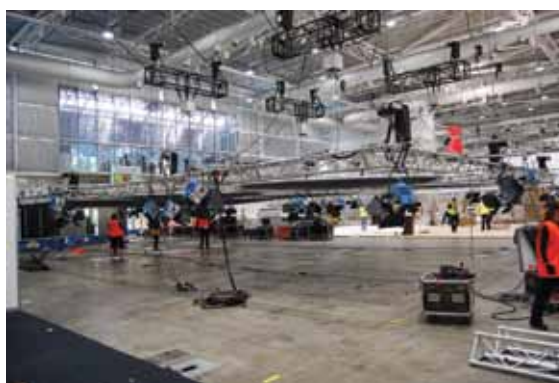
Some of the numbers were impressive. 806 vehicles entered the loading dock at the venue during move-in alone. The bulk of these were trucks and semi-trailers with some exhibitors using up to 20 vehicles to bring equipment on site. Over 20 shipping containers were unloaded on site.

Once the show was up and running over 2000 visitors used the shuttle bus service from and to the venue. And the child minding service looked after 121 children during the show.

All the people working for AWISA's contractors during move-in do so in the knowledge that they work with a major time constraint - the show simply must open on time. And once the show is open it is in the hands of the exhibiting companies and their staff, with 1865 name badges being produced for exhibitors' staff. ■



Work starts on the rigging on the Borg Decorative stand.



With the truss work complete, work continues on the Borg Decorative rigging.



Final adjustments to the Borg Decorative rigging.



The Borg
Decorative stand in
motion.



Far left: The "A" is in place, so work starts
on the Hafele stand from the ground up.

Left: Laying of Multicam's distinctive
chequer board carpet well underway.



Superi-air Solutions was contracted
by AWISA to install compressed air
connections from the venue's pits to
machinery. At right, Steve Willcox of
Super-air is in discussion with Chet Ozbal
from Kaeser Compressors.



Left: Installation commences on the
Bargstedt storage system on the
Homag stand.

Shadow minister for industry visits Australian machinery manufacturer

During AWISA, Sophie Mirabella MP, the Federal shadow minister for innovation, industry and science, visited the Multicam stand to view the only Australian manufactured CNC routing machine on show.

In a sea of foreign imports, the minister said it was refreshing and encouraging to see an Australian made machine successfully competing with, and beating, machinery manufactured overseas.

When asked by the minister how Multicam was able to compete with cheaper imports from countries such as China and India, spokesman for Multicam Systems, Mr Kevin Gordon, replied. "Over the last 25 years imported machines have come and gone. Multicam Systems has built up a great reputation for providing quality machinery and exceptional service and support. While it is true that imports are sometimes cheaper than our Aussie made machinery, the price advantage is soon negated when you look at the construction of some of these machines, quality of the components used and the local service and support that we can offer."

"We have heard all sorts of horror stories where companies have purchased products made in China or India, with poor local representation. Service, support and spare parts can be a nightmare and the question of quality and reliability still remains."

"There is no point of purchasing a machine to last for 12 months," Mr Gordon said. "We installed our first CNC router 26 years ago in Sydney and still service it today."

Ms Mirabella was surprised to learn that Multicam Systems has over 3000 machines in service in industries such as kitchen manufacturers, shopfitters, wardrobe and door manufacturers, furniture manufacturers and point-of-sale companies.



After the success of this initial meeting, the minister followed up by visiting the Multicam facility in Melbourne, where she got to "test drive" a Multicam CNC router. After a few minutes of instruction Ms Mirabella admitted that, for such a technically advanced machine, she was surprised at how intuitive and easy to operate the Multicam machine proved to be.

On a more serious note, talks were also held covering such subjects as the impact of foreign imports on local manufacturers and measures that governments could take in order to support and stimulate local industries.

While putting forward the case for manufacturers, Mr Gordon pointed out to the minister that end users

also needed to be encouraged and supported in their acquisition of capital equipment.

"Previous incentives were successful to a point, however we feel that greater support should be offered to companies that want to buy Australian made," said Mr Gordon.

The minister agreed that this type of approach not only benefits Australian manufacturers, but also keeps investment on Australian shores and helps by driving further opportunity for development across the board.

MULTICAM SYSTEMS
Phone 02 4964 1900
www.multicam.com.au



Positive reaction to new soft close drawer system



Leading Asian drawer runner manufacturer, Harn, received an overwhelming response at the AWISA exhibition that took place in Sydney from 11 – 14 July.

Triomax T3 & T6, the newly launched soft close drawer system held the limelight at the Harn stand and attracted much attention from AWISA visitors. The outstanding response from the exhibition reflects the confidence and high acceptance of Harn's product by its customers.

Triomax T3 & T6 will be the popular choice for cabinet industry offering both 35kg and 60kg capacity to suit light to heavy loads. Convenient

yet practical, Triomax not only offers superior sliding action but also an excellent soft close mechanism. The Sylent integrated cushioning system assures a quiet non-abrupt closing that adapts automatically to different weights and closing speeds. Needless to say, Triomax is designed with ultimate flexibility to suit any cabinet.

HARN
www.harn.com



triomax
New T3 & T6



- Available in 35kg & 60kg load rating
- Integrated soft-close mechanism
- Intelligent self-engaging stabiliser
- Full extension view
- Quiet and smooth operation



harn® *moving innovations* ▶

www.harn.com

Airtight dominate the dust control work at AWISA 2012

Airtight Solutions is a leading supplier of air pollution control systems and filtration solutions across all industries. The company's dominant market position in the wood industry was evident at the recent AWISA 2012.

We spoke with Mr. Stig Brixen, general manager of Airtight Solutions, to learn the reasons behind the company's success.

"Airtight has become the preferred supplier to the largest wood working manufacturers and machinery suppliers in Australia and New Zealand. At AWISA 2012 we provided dust control solutions for Biesse, Homag, Flecknoe, Masterwood, Weinig and Woodtron".

For years Airtight has quietly built a reputation for performance, reliability and service. "Our strength is in our

engineering background and proven ability to provide premium solutions of unrivalled quality, performance and efficiency".

"The AWISA platform allowed us to demonstrate this in live operations and in direct comparison to opposition products. This was particular evident at the Biesse and Homag stands where our modular NFS Reverse Airflow extractors, were the outstanding performers and attracted a lot of attention".

"Airtight is a one stop shop for the industry. We offer shredders, briquetting presses, duct/hoses, service/installations and energy saving products saving our clients thousands of dollars every year", Stig explains.

With thousands of dust control systems installed, Airtight Solutions combines its own expertise with the experience of internationally recognised suppliers Nederman, Norres, Votecs, Nordfab and Vortex, to provide superior results every time.



AIRTIGHT SOLUTIONS
Phone 1800 424 784
www.airtight.com.au

High quality dust control systems from Airtight Solutions



Airtight
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Filter & Fans
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New Blum Queensland showroom now open

Blum has relocated its Queensland operation to a new office and showroom in Underwood. The premises were officially opened in front of 60 cabinetmakers, designers, industry associations and industry educators on Tuesday 26 July 2012.

Due to recent growth, Blum required a larger property for its training and presentations, but also notes the move is an opportunity to increase exposure to end consumers. Blum's Queensland showroom now presents the most current innovations consistent with Blum's other showrooms across Australia.

The showroom has been divided into specific functions creating three separate areas within the main showroom. The conceptual product displays showcase Tandembox Intivo, Clip top Blumotion and Aventos lift systems permitting an educational insight into these three product lines. Blum's home application displays are located nearby displaying products in a variety of scenarios, including bathroom, home office, wardrobe and home entertainment. Further to this a Dynamic Space kitchen clearly demonstrating the benefits of designing a kitchen with functionality and a workflow in mind.

Mark Hahn, Blum state sales manager commented, "The Kitchen-Test Drive is a fantastic brand new concept to our Queensland showroom. The room consists of functional and movable cabinetry allowing visitors to set up their kitchen according to their proposed plan. The customer is able to stand in their kitchen and see what works and what doesn't prior to



installation. It has been an amazing success so far in providing the end user with the reassurance that their kitchen, once installed, will be a functional, enjoyable space to work in".

Blum encourages architects, designers, cabinet makers, distributors and end consumers to visit the showroom. The facility has a workshop for technical product training available by request through Blum area managers and they highly urge end consumers to visit the showroom during the planning stages to ensure they are equipped with the latest information and innovations. Dynamic Space workshops are held on a regular basis providing research information and concepts for industry professionals to utilise in their business.

"As a wholesale kitchen manufacturer, the presence of the new Blum showroom supplies our kitchen

designer network with a fabulous marketing tool at no cost to them. It will help promote their business and lift the value proposition of their product in the consumer perspective", says Cameron Cox, owner of Cabinets Online. "Additionally, I really like the living environment displays and the bonus of having Dynamic Space planning tools".

Blum Queensland showroom consultant, Linda Wrice offers an informative tour of the showroom detailing products and concepts benefitting customer requirements. The showroom is open Monday to Friday, 8:30am – 4:30pm at 6/39 – 45 Compton Road, Underwood.

Blum's Queensland showroom now presents the company's most current innovations.

BLUM Queensland
Phone 07 3135 9490
www.blum.com

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 association recently held its twelfth exhibition at the Sydney Exhibition Centre, Darling Harbour, from 11-14 July 2012. The next AWISA exhibition will take place in 2014.

AWISA The Magazine



AWISA's magazine is published quarterly and is distributed free to a database of over 14,000 end users in the industry. AWISA's editorial policy is to produce quality editorial about business and technical issues that affect the woodworking industry, and to provide members with a means of disseminating information about their products. The association welcomes input from both members and end users about subjects that should be written about in the magazine.

AWISA The Board

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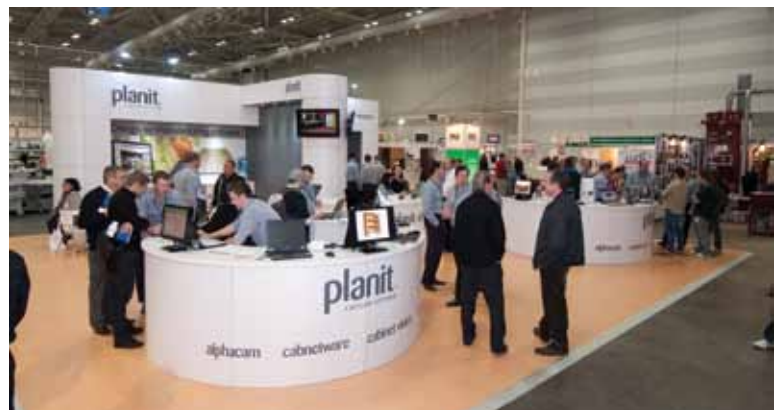
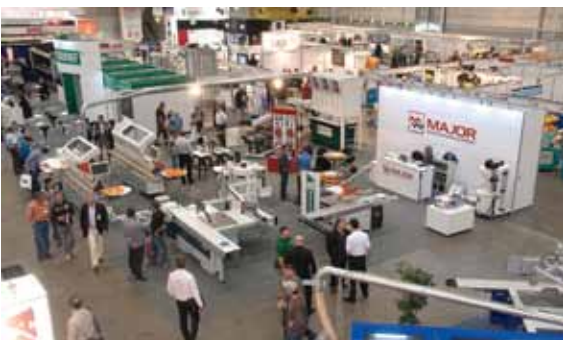
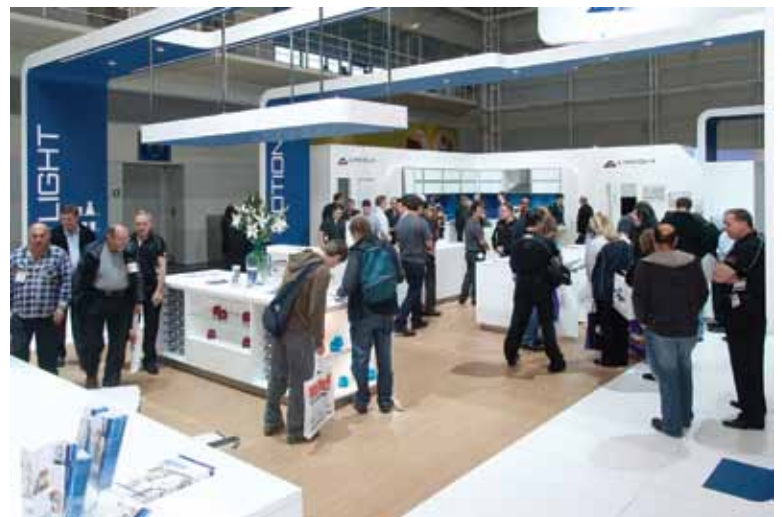
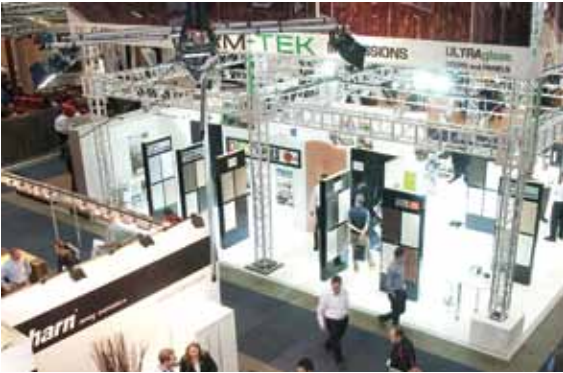
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the last word...





woodCAD|CAM: 3D software for furniture and interior design

The software woodCAD|CAM creates reliability in the order and manufacturing process from the first sketch to the final product for companies, which are producing with machines of HOMAG Group. Layouts of individual furniture or complex room planning can be created within a very short time and impressively presented. Details or complete part groups can be modified, immediately calculated and displayed. At the push of a button manufacturing lists are available directly after creating the design. Design data will be transferred to HOMAG Group machinery automatically.

design-to-machine:

- Free and parametric 3D design
- CNC data for HOMAG Group machinery
- Including 5 axis processing
- Integrated data flow
- BoM, cutting, costing, Barcode
- Photorealism for sales talks



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