

AWISA THE MAGAZINE

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

PUBLISHED BY THE AUSTRALIAN WOODWORKING INDUSTRY SUPPLIERS ASSOCIATION LIMITED

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AWISA THE MAGAZINE

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Front cover photography
Hafele Australia's Sydney showroom

DEAR READER,

We are all used to the phenomenon of the lead up to
an election putting a dampener on business activity. For
whatever reason, the lead up to an election makes us humans
more reluctant to spend money.

But this year we have the ludicrous situation of over half a year
of doubt. There is plenty of anecdotal and statistical evidence
that confidence in this pre-election period has dropped more
than usual.

That's why it is good to get reports from visitors to the
major German trade shows, Ligna and Interzum, that strong
numbers of Australians visited these shows. I have had the
same comment made by two attendees – that the Australians
who went to Ligna in particular were “in a mood to buy”.
Maybe sensible manufacturers are using this period to plan
for the inevitable uplift in business.

Geoff Bills' article on page 26 also makes for positive reading.
The majority of readers of AWISA - The Magazine supply
the housing market through the manufacture of cabinets,
kitchens, and joinery. They will be heartened by the comment
that “housing activity is likely to pick up quite strongly.”

Cheap imports are the enemy of Australian manufacturers
and one of the best ways to fight them is through superior
design. This magazine is primarily about manufacturing but
AWISA will always stress good design in these pages. So in
this edition you will read about ACT bespoke furniture maker,
Evan Dunstone, who talks about his ways of doing business.
You will read about the Milan Design Week, and you will be
able to view the winning kitchens in two industry association
award programmes. All the entrants in these competitions
are companies that acknowledge that good design gives
them a competitive edge.

GEOFF HOLLAND

General manager
Australian Woodworking Industry
Suppliers Association Limited

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Plus other industry news and product news.

Evan Dunstone and his bespoke furniture business

IN HIS SURPRISINGLY light and airy workshop, Evan Dunstone, with his team of artisan woodworkers at 'Dunstone Design Global', is about to start making a run of 'Waterfall' stools. Dunstone explains this is the only furniture he makes to keep in stock to sell from the Fyshwick (ACT) showroom floor, adding there have been a few times when the stools saved the bespoke furniture maker during stretches of economic fluctuations. "They've been selling so strongly, and, yes, it's absolutely vital, especially for bespoke makers like us, to have something in the background always ticking along."

Speaking with AWISA Magazine in the Queanbeyan (NSW) workshop, Dunstone reminisces how he designed the stool twelve years ago over a three-day period. Out of all the things he has designed, he would not have picked the stool as such a big winner. It was not created with a market in mind. It was an exercise to make a solid seat, with Australian timber, that was physically light, and that used the seat structurally. In a Euclidean way, he says, starting with the basic question, he worked through the problem and ended up with a solution that was a structural one, and the aesthetics emerged with it. All his chair designs - perhaps all his creations - follow this course, with the

aesthetics developing from his resolution of the design questions. Dunstone's specialty is in chairs, the shop's 'bread and butter'. In his view, very few Australian-made chairs are significantly better than cheap imported chairs, yet they are double the price. He asks why anyone should pay significantly more for a product that is not significantly better. "I design the sort of chair I would want in my house and then price it accordingly. There is enough obvious difference to an imported chair for people to pay the extra."

What sets his workshop apart from others is his craft background and approach to manufacturing, he reflects. While the factory carries a conventional suite of equipment, all his team "are master craftsmen who use the spindle moulder with the same sensitivity that they would use a spokeshave. We make a combination of small production runs and complex one-offs, which means we can make just about anything for anyone." The structure of the business supports the team's dedication to woodwork and design, with everyone working to further business success because that is the best way to achieve artistic success. Declaring that he is not interested in fashion, Dunstone says that in designing a piece he considers how it will be made, which of his craftsmen will make it, how the selection of the wood and its grain will affect the energy of the piece, and how that piece will be used by the client.

Among his corporate commissions, Dunstone highlights boardroom furniture for Access Economics, and the College of Business and Economics at the Australian National University. As well, he has an expanding core of dedicated private collectors, and a wider range of general customers. Although some clients are well off, Dunstone describes the majority as ordinary people with modest incomes, who just happen to have a passion for furniture. They are not buying the furniture to impress other people but to enjoy it personally. Unfortunately, in Australia he finds most people are not very interested in furniture unlike in Europe where there are people who are as passionate about furniture as they are about wine, and art. Australia does not have a furniture culture, and Australians often do not have a deep knowledge about timbers. He regrets that for nine out of ten clients talking about ergonomics and timber composition is a whole new territory.

Later today Dunstone is making his way to Yackandandah (Vic), home of Denis Brown of Corsair Sustainable Timbers who supplies Dunstone with Victorian blackwood, his favourite timber. Brown called to say he has found the best log in twenty years. Dunstone will get the log cut up exactly the way he wants it, and will let his clients know in two years time, when the timber will be ready for use. Brown uses a band sawmill, not a rotary mill, which gets five per cent more

A Cataract ergonomic
rocking chair in
iconic river red gum.
Oil finish. 2013





The stool was an exercise to make a solid seat, with Australian timber, that was physically light, and that used the seat structurally

recovery, and he prepares it so well that Dunstone can put a piece through band re-sawing to cut it into 1.5 ml veneers. "It will just peel off the saw like pastrami. You pay for it, but you get it. And, he's using Victorian blackwood which is coming out of the Otway Ranges, off private land, and it's all Forest Stewardship Certified. It is absolutely the goods."

Timber is a beguiling material because no two species behave the same, and no two logs of the same species behave the same either, he says. Woodwork is really the art of controlling that material but there is nothing more depressing than taking a stunning piece of wood and not finding its full potential. Dunstone discovered his affinity for finding that potential in 1993 when, at the age of twenty-four and working as a pilot, he was training to become a tour guide pilot, and chance took him to the famed Bungendore Gallery. He asked for a job and began working on the showroom floor, meeting top wood artisans, before stepping into the workshop under the mentorship of David MacLaren. Learning from basic principles, the craft came easily.

In 1998, he established Phoenix Fine Woodworking but he closed it within a year because the structure was wrong and it was undercapitalised. Then Dunstone subcontracted for just over four years to a local furniture company. In 2001, he won a Churchill Fellowship to visit workshops in England and America that did high-end bespoke work. He discovered business was just as tough there as anywhere else. Then in 2003, he established Dunstone Design, which was restructured as Dunstone Design Global in 2012 to take advantage of a new opportunity in China. That project is currently suspended, but not dead, he says.



From top: Waterfall stool in jarrah with silver ash details. First made in 2001 and still selling strongly; Alex MacFarlane using a draw knife on a Cataract ergonomic rocking chair; A pair of blackwood and a pair of jarrah Waterfall stools.



The Dancer. WA she oak with ebony and wenge details. Oil finish. 2006.



My furniture
is designed
by a person
and made by a
person



Clockwise from top left: The Walliga bedside cabinet in river red gum with wenge detailing. Oil finish. 2011; Evan Dunstone and Rolf Barfoed discuss a new design; Oxbow Table with Clearwater chairs. River red gum with silver ash detailing. Oil finish. 2003; Rolf Barfoed considers the detailing on some mocked-up components of a new design; A blackwood Cataract ergonomic rocking chair under clamps.

► In his workshop, he openly discusses every aspect of a piece with Daniel Månsson, Rolf Barfoed and Alex MacFarlane, who are experts in their own fields, but he has the final say. In the "old days" when the team members were less skilled and experienced, he says he did the complex work. Now, the business and design side of Dunstone Design Global occupies much of his time and attention. He likens himself to a coach and his fellow artisans to the players on the field. MacFarlane started his trade at 17 with Dunstone and he is now the chair maker. Månsson was a student of Dunstone's at the Australian School for Fine Furniture in Launceston (Tas), coming to the shop with some craft knowledge. Barfoed started after completing an apprenticeship elsewhere, working for some eight months before working for one year in England, and then returning to the shop. The team is very collegial, and mutually respectful. Dunstone muses he cannot make cabinets like Barfoed or chairs as fast as MacFarlane and Månsson does exactly what he needs to do, never compromising or slowing down. Overall, there are very few mistakes and productivity is high. "These guys are all self-motivated. If you sat down with a lot of furniture manufacturers, they'd be talking about sickies, and staff walking off for extended lunch breaks. Trust me that's not my concern. My biggest problem is sending them home at night."

As important in the team is his wife, Fenella, who is the business manager. "I sell the work, so I want to sell it for less. She wants to sell it for more. Rolf wants to make it faster. It's all part of the business. We're on a knife's edge all the time. We always have been, we always will be. We're always trying to do the next thing."

A good machine, he says, is one that gets you to the hand-work as fast as possible. Stressing the level of productivity, Dunstone says, "On the one hand, we make many complex



Left: The Cascade rocking chair in fumed Tasmanian myrtle with Paloma Abergine leather. Oil finish. 2006.

Below: Alex MacFarlane hand shaping the rocker on a Cataract ergonomic rocking chair.



one-off pieces that by definition take a lot of time. On the other hand, our systems are so smooth that we make those pieces faster and more accurately than just about anybody, anywhere. For example, the Walliga bedside table is an exhibition standard, one-off cabinet made from re-sawn red gum, rock maple and wenge detail by Rolf in 70 hours. I doubt that there is another maker or workshop in Australia that could make that piece from a drawing to that standard in less than 100 hours. In 2001, I visited the Thomas Moser workshop in the USA while travelling on my Churchill Fellowship. Obviously, their factory was on a different scale to mine, but the logic of the workflow was fantastic, and I have tried to apply the same flow to my workshop. There's a place for everything and everything has its place. We only have 400 square metres to play with. So, mezzanines, Dexion storage, trolleys, and thoughtful storage is vital."

The oldest piece of equipment is a Bacci oscillating slot mortise. He likes it because it does not have any electronic wizardry. It is old, heavy and very simple so that he can fine-tune it like a fine hand-tool to work quickly and without fuss. The Martin T45 thicknesser is his favourite piece of machinery. It is, he says, as if the designer had sat down

with him over a cup of tea and asked him what he wanted in a thicknesser. It is designed and made the way he would like to think his furniture is designed and made, without compromise in its design and construction.

Do you miss the old days when there was less computer control and design? He answers, "What old days. The workshop doesn't have a computer and I have deliberately not sought to learn how to "draw" on the computer." Should he need CAD work done, he will draw a sufficiently detailed sketch to give to a friend, a trained industrial designer with a background in furniture, to translate to a computer model. "My furniture is designed by a person and made by a person. That is why it has character and warmth." ■

Design Week in Milan

the most
creative and
imaginative
episode
on the design
calendar

MILAN DESIGN WEEK has closed for another year, it's the place where the trend starts, a massive village of design, it leads where others follow. It's the biggest design meeting in the world according to British designer Tom Dixon. Yet again, over 330,000 people poured through the gates of Rho Pero. Whilst participating bi-annual shows at I Salone, Eurocucina and the International Bathroom Fair, weren't a part of this year's event, design junkies from around the world feasted themselves at the most creative and imaginative episode on the design calendar.

The best thing about modern design is figuring out whether you love it or not. Like most contemporary art, it takes a while to mull over and figure it out. In producing a review, the hardest part is what not to put in, there was so much that is deserving of inclusion, and I genuinely feel disappointed that there couldn't be more.

Studio Rygalik is a partnership based in Warsaw with both owners having a heavy focus on design and food. "The kitchen" (pictured overleaf) is an unconventional set of furniture objects which collectively appear more like a playground rather than a system and has been designed with preparing food, cooking and the act of eating in mind. The industrial looking pieces are all based on a four-legged frame which is complemented by a range of attached elements including a bread basket, hanger, cutting board table, salad bowl stand with an 'IV' dressing stand, and various sized work surfaces all developed with utility in mind.

Famous Italian manufacturer FIR Italia has always put design at the forefront of its operation and following the release last year of the Chromotherapy range of shower heads as part of its Bathroom Wellness programme, the company again turned heads with some more



releases. FIR Italia designs its products with the belief that nature holds numerous sources of inspiration that should be approached and drawn from with respect and care. Drawing inspiration from the substantial natural elements; lights, water, colour, shapes, we have earlier seen the Aquavolo Chromotherapy shower that also combines sound, light and water in one for a revitalizing luxury shower experience, besides the Lounge showerhead by Newform, which too combines light and music for an enriching shower experience.

We've all heard the term "as light as a feather" but I never thought I'd be able to write "as light as 100 per cent natural stone" and be taken seriously. German company Slate-Lite has partnered with Australian distributor Baresque to bring a 2mm thick stone veneer panel to Australia. The product is a light-weighted backing with a thin layer of natural stone that can be applied to a range of surfaces to create the look of a stone slab but without the weight, bulk or cost. The backing comprises natural polyester with glass fibres for strength and dimensional stability.

In terms of application, the product is also relevant for renovation projects as it is thin and light enough to be applied over existing surfaces such as tiles, if required. Its composition allows it to easily manage corners or curved surfaces and, coming as it does from a German company, you can expect a high level of quality assurance has been set. Not just for residential projects, this product has the flexibility to be used in office foyers, reception areas, airports, universities and a range of other commercial settings. Available in 12 designs, the company also offers five of those designs in a translucent finish.

Released at this year's show by Italian design company Clei is the Ecooking vertical kitchen designed by architect Massimo Facchinetti. Clei has made a name for itself as a designer of transformable systems in multifunctional habitats incorporating high-tech products to come up with versatile solutions. This year the company focused on space and how it can be creatively and innovatively used. Particularly in smaller environments, this idea utilises vertical space as well as compact storage when elements are not in use.

"Ecooking" stands for "ecologically sustainable cooking" and the company prides itself on the sustainable technologies incorporated in this vertical structure. The close proximity and interaction of the appliances used provides the opportunity for internal retrieval of energy through the exchange of heat and moisture.

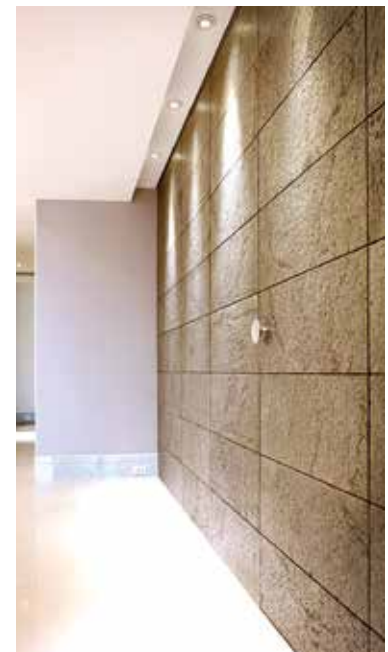
For example, the electrical elements of the kitchen are powered by energy produced from solar panels and one side of the kitchen module features a small vertical garden for the growing of herbs or aromatic plants. Water from the sink is filtered and re-used by the dishwasher then is filtered a second time to water the plants in the vertical garden. While I'm not sure how many compact situations in which a kitchen such as this could be applied I absolutely applaud the inventiveness and creative application of the architect. Its designs such as this that really make you think and challenge the view of a traditional kitchen layout and design.

Mazda has designed a chair. Some people are seriously asking shouldn't it be coming up with new car designs? Unveiled at Design Week, the stylish chair draws inspiration from the Japanese automaker's Kodo design philosophy. For those unfamiliar with that term, just look at the Mazda CX-5 and all-new Mazda6 to get an idea of what it entails.

Mazda says there are distinct parallels between the chair and its Kodo-inspired vehicles, "such as the ready-to-pounce, forward-leaning stance conveying the sudden release of pent-up energy." That's nice and all, especially for a living room, but what does a chair do for the company's raison d'être?

Ikuo Maeda, Mazda's global head of design, explains: "We believe the approach we've taken with the Kodo chair could influence our future car designs. Our attitude is to accept any challenge if we believe we can create something unique. This is the way to develop a vehicle." As with all aspects of design benefits can be gained from thinking outside of the box, the little Zoom Zoom automaker should probably spend the money it has on the one thing that really matters — developing stylish fun cars!

I couldn't leave a topic on Milan without, in some shape or form, writing about food. Milan ▶





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► sits directly above what is commonly referred to as the “food basket of Italy”, Emilia-Romagna, famous for its egg and filled pasta dishes, cheeses like Parmigiano and Grana Padano, balsamic vinegars and cured meats like pancetta, coppa and salami. So it's little wonder that Design Week has a continual hint of food about it!

For instance, as a side show, a temporary project that joins design to authorial cuisine through cooking demonstrations by the best chefs in Italy is held in the luxury location of the Magna Pars Event Space of Via Tortona. ABCD (an acronym of Art, Good Cuisine, Design) is an initiative that celebrates the internationally renowned ‘Made in Italy’ concept. The climax event by private invitation only, was the cooking demonstration by Carlo Cracco, Michelin star chef, with the designer Karim Rashid who designed and presented the exclusive line ‘Hook’ of the cooking implements line TVS.

However it was this clever piece by Studio Lievito that truly caught my imagination. Established in

2010 by Laura Passalacqua, Francesco Tavian and Jacopo Volpi, they describe themselves as “a link between the past and the future: a recovery of artisanal skills to reheat modern techniques of industrial production” – basically I think they solve problems! Made by hand, the “Spaghetti Meter” overcomes the dilemma many face when measuring pasta. It measures between one and four servings perfectly and as a piece of art on display in the kitchen, it's no wonder this timeless piece of Carrara marble raised so many eyebrows.

Milan Design Week attracts many visitors, but inspires millions more around the world. It's what makes hundreds, if not thousands, of independent designers and architects inhabit so many parts of the city during the celebration. By showcasing so many creative designs, I Salone hopes to launch the careers of young designers from around the world, while at the same time giving us a chance to view, experience and in some cases purchase from exhibitors. ■



Italian technology and hospitality at the Biesse Open House

Biesse's recent Open House in Sydney provided an opportunity for cabinet makers and joiners get up close and personal with the latest machinery and woodworking solutions from an industry leader. Live demonstrations focused on recent additions to the Biesse machinery range, notably the Rover A Edge, Rover A G FT CNC routing machine centre and the Roxyl 4.5 CNC edgebander with PUR gluing capability.

The Italian flair of this industry technological trend setter was a hallmark of Biesse's Open House. Not only an impressive select range of new leading edge machines, but engineers, technicians and company executives were on hand to assist and charm customers and visitors.

Chief executive officer for Biesse Oceania, Luke Tenaglia, considers Biesse to have a point of difference to other machinery manufacturers. "Biesse is the technology-driven industry leader in terms of new machinery development. We take pride in our technical innovations and leading industry knowledge."

"We're about selling production solutions and here we're able to demonstrate to visitors new concepts and operating systems that could be implemented in their business practices. Our products are capable of adding value and profitability to their production activities."

Luke took over the reins at Biesse in March this year and has a clear view of the direction of the company across Australia and New Zealand. "Certainly we'll be continuing to place top priority on growing relationships with customers - getting to know their businesses and improving our capacity to offer real solutions."

"My aim is to build the Biesse Group team to be valuable business performance partners with our customers," Luke says. "So yes - providing solutions that lift productivity, increase flexibility, contain labour costs and improve cost effectiveness is what I am about."

Prior to his current appointment, Luke worked for Biesse elsewhere and has been in the woodworking machinery industry since 1994. His major qualifications are in finance and business management. So he brings a background of strong business management skills to his position at the head of the Biesse Australasian operation coupled with a solid foundation of industry experience.

Luke is enthusiastic about the Biesse Open House events which were held across the various Australian and New Zealand branches throughout April and May. "In addition to having a permanent showroom where we demonstrate our range of machinery and systems, we think our shows fill in a gap between the larger trade exhibitions like AWISA."

"We can showcase new products and systems and interact more closely with our customers to better understand their business needs."

He advises that Biesse CNC machines are essentially "plug-and-play" and designed with "future-proofing" principles. "For example a cabinet making business can start with a basic model and add components, like loading and unloading tables and labeling attachments at a later date."

One of the standout attractions at the Open House was the Rover A Edge, essentially a combination machine with outstanding flexibility and a much more cost effective solution than other similar machines.

Left: Busy show ... giving customers a close and personal experience with Italian flair.

Right: Luke Tenaglia ... selling business solutions to lift business production and improve the bottom-line.

Far right: Technician John Rogers checks out the new, flexible Rover A Edge router and edgebander with marketing and communications manager, Priscilla Arnall.



"For cost conscious operations, especially in flat panel, commercial fit out and work station applications, this is a great option. It does both CNC machining and edgebanding, including rounded corners, all on the same machine," says Luke.

The Biesse Roxyl 4.5 CNC edgebander with polyurethane PUR gluing also attracted attention. This high through-feed machine is equipped with a new designed PUR gluing system that provides 'on-demand' PUR pre-melter with heated pipe and dedicated glue pot with a new design that doesn't require greasing. The machine also has the capacity for an EVA glue pot for quick change between EVA and PUR glue.

Live demonstrations of the Rover AG FT CNC nesting router with loading and unloading tables, and fully automated labelling facility proved popular. The heavy-duty, high capacity router is Biesse's new solution for nesting applications. It contains the latest technical solutions, an extremely flexible work table and innovative automation systems making it a reliable, highly productive, competitive flat-bed machine.

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2014

AWISA 2014 – on track to success in August 2014 Brisbane

BRISBANE

AWISA
6-9 AUGUST 2014

over 60% of space
already booked



THE NEXT AWISA exhibition is 14 months away, but the Australian Woodworking Industry Suppliers Association reports that space sales are proceeding well with over 60% of the space already booked.

"Many trade shows around Australia would be happy to be booked as well as this 4 months out, let alone 14 months out," said AWISA general manager, Geoff Holland. "In the early part of our sales process we obviously concentrate on getting the big exhibitors involved. It's great to be able to report that the 12 biggest exhibitors from AWISA 2012 have all re-booked, and combined will occupy half of the floor space that AWISA has committed to at Brisbane Convention and Exhibition Centre in August 2014. Once we have received these early

bookings it takes 3 or 4 months to get each of these applicants to choose their locations. So it won't be until probably September of this year that we will be able to get others in the industry to book and choose their stands."

The move to Brisbane, brought about by the re-development of the Sydney Exhibition Centre at Darling Harbour, will make AWISA 2014 a different event. For example, AWISA is talking to Queensland travel authorities and jointly will promote holiday packages so that those travelling from the August cold of many other parts of Australia (and New Zealand) will be encouraged to add a mid-winter break to their AWISA visit.

AWISA 2014 will take place from 6-9 August 2014 at the Brisbane

Convention and Exhibition Centre. The venue is newer than the existing exhibition centre at Darling Harbour and it is built to a similarly high standard. One of the reasons that AWISA has chosen this venue is because there are similarities to the Sydney facilities. It is close to the airport, and is serviced by a good range of hotels. The venue is part of the South Bank riverside precinct and there are about 30 cafes, restaurants and bars within a few minutes walk of the venue. Plus Brisbane's CBD is just across the river from the South Bank precinct.

Any company wishing to enquire about exhibiting at AWISA 2014 is welcome to contact AWISA's general manager, Geoff Holland, on 0412 361 580 or email info@awisa.com ■

Below are the
12 biggest exhibitors
so far at AWISA 2014.



awards

Inaugural CMDA award programme a great success



The Cabinet Makers & Designers Association recently held its inaugural CMDA Awards programme.

AWISA – The Magazine congratulates the winners of these awards. CMDA members competed for a total of 9 awards. All winning companies are featured here.

Cabinet Makers & Designers Association Ltd
Phone 1300 767 738
www.cmda.org.au

Above: The "Australian Cabinet Maker of the Year" Award. L.T.Nickson & Burke won this award with this entry, which also won the "Best Kitchen \$25,000 - \$40,000" award. The company also won the "Best Bathroom or Laundry Cabinetry" award.

Opposite page

Top: The "President's Award" was won by this kitchen by Smith & Smith Kitchens.

Centre: This entry from Melbourne Contemporary Kitchens won both the "Best Kitchen over \$40,000" award and the "Best New Member Entry" award.

Bottom: "Best Kitchen \$15,000 - \$25,000" award. This award was won by de Wacht Cabinets & Design Pty Ltd. The company's entry in the "Best Kitchen under \$15,000" category won that award as well.



"The Best Built-In Furniture" award was won by Orana Design Kitchens.

exhibits

Innovation, high technology and more at Ligna

As the biggest single exhibitor present at this year's Ligna trade show in Hanover, Germany, the exhibits from wood processing specialist Homag were all about innovation and high tech, performance improvement and efficiency, plant competence and made to measure furniture production. From the stand-alone machine through to the perfect surface, Homag alone showcased no fewer than 16 individual machines – for everything from the woodworking shop to the industrial manufacturer.

THROUGHFEED TECHNOLOGY

Industrial production in batch size 1:

Homag KFL 350, with new workpiece handling system from Bargsstedt, uses a bar code to determine whether the edge of the next furniture component will be applied using the LaserTec method or with conventional hot-melt glue. Specifically for producing small batch sizes, a gap between workpieces of 400 mm is possible at a feed rate of 30 m/min. A new jointing trimming unit prepares the workpieces ideally for gluing prior to applying the edges.

With a large tool diameter of 150 mm, a long service life is achieved here coupled with minimal tooth feed. At the same time, the modern tool interface guarantees optimum connection between the motor and tool, ensuring reproducible processing quality.

Furniture production in woodworking shops and industry: The Ambition series

The models of the Ambition series showed just what it means to offer the right solution for every requirement. For example, the FK11 profile trimming unit mounted on the Ambition 2262 machine at the Practive stand permitted simple profile changeover, and the Ambition 2270 at the Industry stand was a specialist in the splinter-free processing of veneer edges.

STATIONARY TECHNOLOGY

Homag and Weeke progress to moving gantry

The change of generation is now complete: Homag and Weeke have moved over consistently to the moving gantry in the development of their

latest CNC machine generation. This design is characterized by its ability to ideally combine extreme stability with extended processing scope, from the entry level through to the high-end solution:

- Greater convenience: The large viewing window in the gantry provides an excellent view of processing operations, with easy access to the tools through the access door. Important: If the processing centre is fitted with edge banding technology, the user has direct access to the edging magazine for convenient glue top-up.
- More space coupled with reduced footprint: Despite providing the same work area, gantry-type processing centres actually have a lower space requirement. The modular design provides larger work surfaces and allows practically unlimited working: the BMG moving gantries are easily able to cope with part lengths of up to 7,575 mm and widths of up to 3,025 mm.



- More scope: The new design promises high potential: The machines of the BMG series can be equipped with wide-ranging different trimming spindles, drilling heads and tool changers – in a wide range of different possible combinations. Added to this is the entire range of banding units and edging magazines.
- Greater stability and higher finish quality of workpiece surfaces: A high-rigidity machine construction reduces vibrations and optimizes the flow of forces, helping to achieve perfect processing quality for surfaces.

The new TBA feeder attachment:

Capacity increase of 30 - 50%

For some applications, there is no need to invest in a high-end solution with feeding gantry or robot: Simple, low-cost automation for moving gantry machines can also be achieved using the TBA feeder attachment. This add-on feeder turns a CNC router into a production cell, making it ideal for

mixed operations requiring both small series and batch size one production. Small series can be automated and processed with optimum care of the material, while the machine remains easily accessible without restrictions for manual infeed.

All-rounder 2.0:

Edge banding with the Drive5C+ 5-axis spindle

5-axis and gluing technology: The patented EasyEdge edge banding unit neatly combines Homag's two mainstays – and is also suitable for entry-level solutions. The unit engages directly in the 5-axis spindle, and the edge is inserted in the unit. EasyEdge does what it says on the label: it is so easy that neither the machine nor the spindle require any special preparation or interface. It only requires the pickup station for the unit integrated in the lateral linear changer. Particularly impressive is its ability to process edges up to 2 mm in thickness, 60 mm in height and even as long as 10 metres.

Efficient window production with Homag CNC technology

For over 15 years and with several hundred delivered and successfully operating machines to its name, Homag's role in the development of window component production using CNC processing centres has been highly influential – to the extent that classical production methods have lost ground. The trump cards of CNC technology:

- Processing to finish quality without resetting, retooling or reloading the tool changer
- Component sizes ranging from very small to very large
- Extremely simple integration of additional products and new designs (e.g. for transom and upright elements or new hardware technology)

The WoodWindows complete package for window production makes child's play of the whole process. Integrated order entry, certified window systems, tool sets and program macros mean ►

Pictures courtesy of: HOMAG
Holzbearbeitungssysteme GmbH

Left: Perfect quality piece for piece:

KFL 620 edge banding and
combination machine

Right: Homag Venture 320:
Professional standard gluing



► that a manufacturer can get started straight away – with the commissioning phase kept to a minimum. The system is modular in structure for simple extension and rapid adaptation to new requirements in running operation.

The PowerProfiler is the new standard in automatic window production with between 25 and 50 windows per shift. No other solution is able to combine the same level of performance and processing spectrum, from small components through upright and transom elements to arches and doors – and with such a minimal footprint. If required, Homag can also equip the PowerProfiler with an automated feeding and stacking system in the rack trolley. There is also scope for integrating an optional automated cleaning facility for tools in an ultrasound bath.

NEW FEATURES FOR DOOR, FRAME AND INSULATING MATERIAL PROCESSING

Double-end tenoners – insulating panels and narrow parts

The demands made on the energy

efficiency of buildings are growing all the time. As a result, suppliers are having to deal with new insulating materials and ever more stringent quality aspirations in the processing of doors. Homag offers cutting-edge solutions in both these areas – and with a successful track record: Renowned companies such as Pavatex, Rockwool and Bauder have already opted to use Homag technology for the processing of insulating material. With the aid of servomotors, processing units are fully automatically positioned with extreme precision for the efficient processing of insulating panels up to 400 mm in thickness. These plants are able to process parts measuring 400x1000x200 mm at a rate of 36 per minute.

In the flooring production sector, use of a narrow chain on a series 260 machine permits the trimming of tongue and groove or click connections on 70 mm narrow workpieces at a rate of up to 100 metres per minute. This same technology can naturally also be applied for the double-sided processing of narrow furniture components.

Door production expertise

Homag also presented technologies in the field of modern door processing, including the BMG 512 entry-level solution. By continuously extending the portfolio on the basis of the Torwegge products, Homag will be in a position to continue covering the entire door and frame processing performance spectrum in the future. One example: the FDK 520 for simultaneously processing the lock and hinge side of rebated and flush doors, optionally also with hinge screw-in unit for drill-in hinges and a 6-slot magazine.

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Venture 316: Precise mitre cuts with the Drive5C five-axis trimming spindle



Saw-storage combinations from a single source ...

- reduce costs
- optimise the material flow
- allow a clear overview of current stock
- ensure gentle handling of material
- are ergonomic, save time, prevent errors
- pay off from 30 panels being cut a day
- Saw and storage system are perfectly matched, they “speak the same language” (100% compatibility of software and hardware)

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Technik für Möbel


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Hargreaves has the dream kitchen touch

CHOOSING a new kitchen can be an emotional journey – will it be a sleek, modern look or classic provincial styling?

Homeowners are able to touch and see all the hardware and components that will go into their new kitchen or bathroom at the Yarrowonga showroom of Hargreaves Joinery. As one of the largest and most respected joineries in the Murray Valley, the multi-award winning business is owned and operated by Nev and Catherine Hargreaves.

At the click of a mouse, a homeowner can see the plans, elevation and three-dimensional view of their new kitchen on the showroom's large screen TV. They can choose from luxurious polished stone benchtops and glass splashbacks right through to intricate Victorian heritage style joinery.

Hargreaves Joinery, formerly known as Nev's Cabinets, has been a success story for Yarrowonga, growing from a backyard machinery shed to a factory employing 22 staff. Over the next six months, capital expenditure of \$250,000 will result in additional office and manufacturing space at the O'Brien Street factory.

"The diversification of the business has given us the opportunity to work further afield, not just in kitchens and bathrooms, but also commercial joinery and shop fitting," Catherine said.

A 2010 Housing Industry Award for Kitchen Project of the Year has also given Hargreaves Joinery exposure to high-end residential work.

Flat-pack kitchens and components for shop fit-outs are manufactured at Yarrowonga for clients nationwide.

Larger commercial projects have included the Riverina Juvenile Justice Centre, Charles Sturt University, Albury Base Hospital's carers accommodation, Mulwala munitions factory, Corowa Shire offices, Shepparton's Kensington Gardens and Mt Buller's Arlberg Hotel.

It is a far cry from the beginnings of Nev's Cabinets in the early 1990s when Nev cleared a space for his tools in an open fronted machinery shed on the family farm.



Nev and Catherine Hargreaves in their Hettich Endorsed Showroom at Yarrowonga.

By 1996, he had decided to turn part-time cabinet making into a full-time business, specialising in domestic kitchens, laundries and bathrooms.

Within a few years, Nev was employing up to five staff, had a built an office and store room in an adjacent grain shed and had enclosed the machinery shed. As the business outgrew the farm's available shedding, the decision was made to relocate. Nev's Cabinets moved into an old Yarrowonga timber store, still boasting the original railway tracks for the timber carts.

"The floor had a 200mm fall from one end to the other so we were constantly building kitchens on blocks to keep them level," Nev said.

A decade ago, the business moved to its present O'Brien Street site – a former engineering workshop and wool warehouse.

"We built the reception area and offices, and have recently re-developed this space to incorporate a new fully interactive, Hettich Endorsed Showroom," Nev said.

Catherine joined the business six years ago after working in sales and marketing in Melbourne's building and architectural industry.

Apprentice training and retention of skilled staff has been a key to success

Apprentice training and the retention of skilled staff has been a key to the success of Hargreaves Joinery.

"We have a strong emphasis on work life balance and are implementing a programme called Leading Teams to give individuals, from the first year apprentice to the managing director, a voice in the business," Nev said.

"Staff don't have to be box builders or cabinet makers all their lives – there are opportunities to expand their careers into sales and management. It is in our interest to develop those talents and encourage them into more senior roles.

"We are a growing company, employing locals and working closely with the high school on a work placement programme. We don't have a huge staff turnover – we want to build a great team and we strive to protect them." ■

To be, or not to be, green

How positive can it be for an small or medium enterprise (SME) to be environmentally friendly? Furniture Concepts, a manufacturer with a deep green commitment, shares its point of view.

EVERYONE has heard of it at least once: Green policies in companies; campaigns to recycle at home; environmentally friendly packages at the supermarkets. But how beneficial is it for an SME to become environmentally friendly?

"The first thing we have to consider is that to be green is not a trend anymore. It will stay for good and the

sooner SME's start to work on it, the better", Franz Braun, managing director at Furniture Concepts affirms.

Furniture Concepts is a proud Queensland manufacturer that has one of the deepest environmental commitments in the field among companies of the same size. With around 50 employees – a number that has not decreased even after the floods in 2011 – the organization has most of the green certificates available in the market: ISO9014, Australian Forestry Standard, ecoBiz partner, FSC / AFS Chain of custody and recently membership of the Green Building Council of Australia.

Over the years, the company has also invested in improving its machinery to reduce its environmental impact. Keeping a balance of efficiency and ecological commitment, Furniture Concepts' team has two golden cards within its green practices on the factory floor: The first one is Bargstedt storage system, which allows it to use every piece of board to its maximum capacity; the second one is a dust extractor, which captures dust generated during the manufacturing process and compresses it into small cylinders. These are sent to the sugar mills to be used as fuel.

"It has been a long road, but we definitely believe it is worth it", Franz says. "At the beginning it didn't look like that. You see a lot of cons: investments are high, especially in machinery, and it takes a while to convince people to join you. To change habits is not easy, even when they are small, like printing double side or turning the lights off", Franz comments.

But the company has done it and it has definitely brought benefits for the business. Besides the savings that the Bargstedt and the dust compacter have represented for the organization – around AUD\$30,000 per year – it is this green path that has enabled Furniture Concepts to participate in FSC / AFS Chain of custody joinery projects, such as Isis Brisbane.

"It is challenging though. Right now, green is hot, but we think within the next few years, it will be the minimum condition to operate by. So businesses like ours have to keep working on other differentiators, reducing time frames and giving the best possible customer service", Franz adds.

According to him, the green key to success is equilibrium. "It is like juggling hats. A lot of companies are managed by people who are either traditional business men, who don't see profit in the environment, or extreme environmentalists, who might not have good business acumen. We have kept a bit of both, so that would be one of my strongest advices for any company that wants to start", Franz says.

Also it is recommended to aim for big objectives, but start with small things, keeping in mind that everything adds up. Simple campaigns like paperless can make a huge difference. According to the article "Everyday Environmentalist: Go Paperless," published on the Nature Conservancy website, one out of five American households switching to paperless bills, statements and payments would decrease greenhouse emissions by 2 million tonnes.



"We really believe in this; that is why we have put so much effort into it. It is heartening to know that in the future, in Australia and around the globe, the best businesses will be painted in green", Franz concludes.

Furniture Concepts Queensland (FCQ) is a Brisbane owned and operated company that has supplied premier products - commercial furniture, workstations, custom joinery and FF&E storage and seating - for three decades, always with the idea of bringing more productivity into every space. FCQ offers expertise, products and services to produce the right furniture solutions for any size fit out. The company has supported recognized institutions in the education, commercial, medical and hospitality fields, offering to its clients quality, design and innovation that they have always been able to rely on. ■

The heart of Furniture Concepts board storage system, the Bargstedt is characterised by high productivity and optimal use of space.

As part of Furniture Concepts permanent environmental commitment, the dust compactor collects saw dust and compresses it into cylinders that are sent to sugar mills for use as fuel.



Planit's new level of screen-to-machine

Screen-to-machine Essential now provides businesses with another integrated solution for entry-level manufacturing.

A screen-to-machine solution will assist in automating a business and help save more time. Solid Essential with S2M Essential is the ideal launch platform for the small cabinet manufacturer wanting to streamline a business.

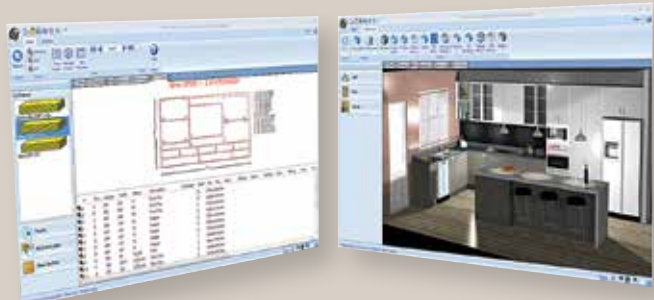
This new level of screen to machine now gives businesses four complete design and manufacturing solutions, that allows businesses to take the next step.

With Solid Essential as the drawing front end, users are able to produce high quality renderings with Photo Vision, design their own library of cabinets with wizard based set-up, easily and quickly create assemblies with the cabinet editor and translate important production information to the shop floor with shaping capabilities with countertops and at part level.

Some of the key features with Planit's new S2M Essential level include:

- Begin automated manufacturing by connecting with the CNC machine. Combining everything into the one program helps reduce the need to be using multiple programs to complete the one job.
- Basic tool path simulation helps ensure that users are manufacturing efficiently and helps reduce wastage.
- Intelligent small part handling (with nesting) gives greater control when producing small parts for a job.
- Produce Integrated part labels and reports. Be able to obtain the information needed from the job and have the functionality to print labels to clearly cut components ready for edging and assembly.

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outlook

The Budget and building

WHAT IMPACT is the recent Commonwealth budget likely to have on activity in the building industry and on the firms that service it?

A look at the planned changes in legislation suggests that, apart from an undertaking to spend \$69 million over four years to overhaul apprenticeship training, there are no significant direct gains or losses.

The indirect consequences, however, could be substantial. To explore them, we look at the background to the budget and to the political and economic consequences likely to flow from it.

Background

The background to the recent budget is generally well understood. Politically, a Treasurer who had a year earlier promised to bring the budget back to surplus in 2013/14 was faced with announcing a deficit of \$19.4 billion. And not only that, the government also announced that, because of planned major reforms to education and healthcare, and despite tax increases and spending cuts, it had abandoned an early return to surplus.

the already impoverished states. Overall, the government projects a reduction in the ratio of expenditure to GDP, even as these expensive commitments are added.'

'What was needed here was a challenge to voters to make a clear choice between better services, funded by higher taxes, and continued public austerity, allowing more private spending. The way to make this explicit would have been to raise top marginal tax rates and offer the states an increase in the rate of GST.'

'Instead, we have more of the same, most of which will either not pass Parliament or be repealed when the Coalition returns to office in September.'*(The Conversation, 14 May 2013)*

Most economists would agree that too little has been done, by this and the previous government, to rein in wasteful or unnecessary government spending, especially on welfare payments to the relatively well-off and on subsidies to business.

To its credit, the government made a useful start on this by modifying the baby bonus and undertaking other reforms, most of which the Coalition now says it will also implement in order to deal with what it calls the budget emergency.

Outlook for building

Given present plans, what is the outlook for building?

According to Treasury forecasts, housing activity is likely to pick up quite strongly. Private investment in dwellings – total spending on new housing and housing renovations – is forecast to increase by 5 per cent in 2013/14 and by 5.5 per cent in 2014/15. That is a big change on the recent past: investment fell by 3.6 per cent in 2011/12 and is expected to rise by only 0.5 per cent this year.

These are sensible forecasts: the recovery is expected to be supported by continued low interest rates and other favourable market fundamentals, such as strong population growth, rising dwelling prices, high rental yields and low vacancy rates. And as Chart 1 shows, new housing activity was already increasing in the second half of 2012, and work on housing renovations may well have bottomed in the December quarter.

The forecasts for private non-residential building are more sober. Treasury believes that demand for new industrial and commercial buildings will remain subdued over the next two years and that private investment in new non-residential buildings will increase by only 1.5 per cent in 2013/14 and by 3.5 per cent in 2014/15.

Our forecasts are a bit stronger than this; but as public sector activity is expected to be falling, we are forecasting that total

How should we judge it?

Not a happy position to be in and not your usual pre-election budget!

How should we judge it?

The judgment

From the welter of post-budget comment, the following, by John Quiggan, a professor of economics at the University of Queensland, stands out as succinctly sensible:

'Facing virtually certain defeat, the Gillard-Swan government had the chance to set out a bold alternative vision that would have represented a challenge to its likely successor, and offered its disillusioned supporters a reason to return.'

'Such a vision would have started with bold ideas like the National Disability Insurance Scheme (NDIS) and the Gonski scheme, but would have presented Australian voters with the inescapable fact that, if we want such benefits, we have to pay for them through higher taxes.'

'Instead, the government has robbed Peter to pay Paul. The students who benefit from the Gonski reforms at school will pay the cost in the form of larger classes and fewer course options when they reach university.'

'The NDIS is, at least, partly paid for through the higher Medicare levy, but much of the cost has been shoved on to



Geoff Bills

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

non-residential building activity will decline by 3 per cent in 2013/14 and increase by only 1 per cent in 2014/15.

Comments by the Reserve Bank (RBA) in its May Statement on Monetary Policy, are generally supportive of these Treasury forecasts.

On housing, the RBA says that a number of forward-looking indicators point to a recovery in dwelling investment in the months ahead. For non-residential building, however, forward indicators remain subdued.

As Chart 2 shows, apart from a burst of hospital approvals in the March quarter last year, non-residential building approvals have shown little sign of increasing. At an annual rate of around \$30 billion in the recent March quarter, they were still below the \$33.7 billion of work done in 2011/12.

A changing economy

These forecasts are made at a time when a huge boom in mine construction is nearing its peak; and when lower commodity prices, a high Australian dollar, and uncertainty about future world growth, have led to the shelving of many mining, oil and gas projects.

As mining investment declines, the expectation is that mineral exports and investment in non-resource industries will expand to fill the gap in both production and employment. Such a transition is unlikely to be seamless, which is why economic growth is expected to slow and unemployment to edge higher in the year ahead.

At such a time, do we have a budget crisis; and is there a need to cut government spending to return the budget quickly to balance?

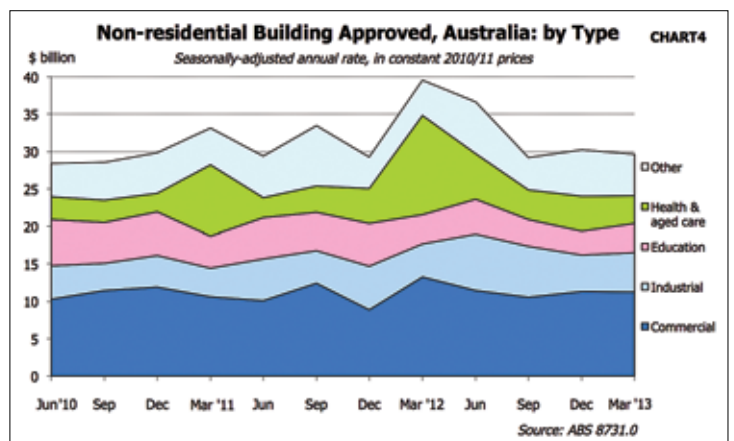
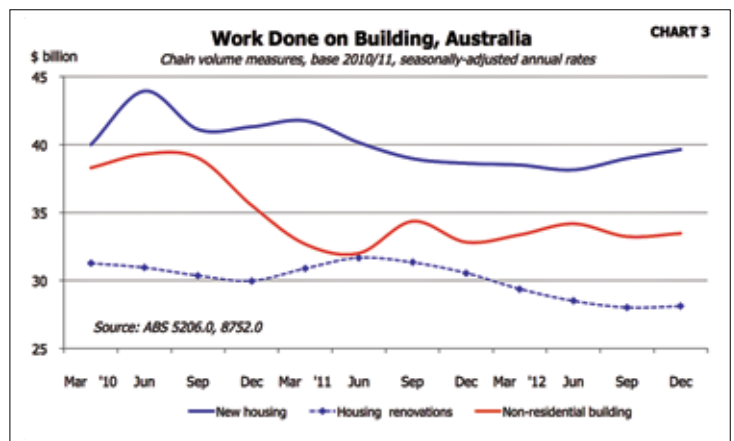
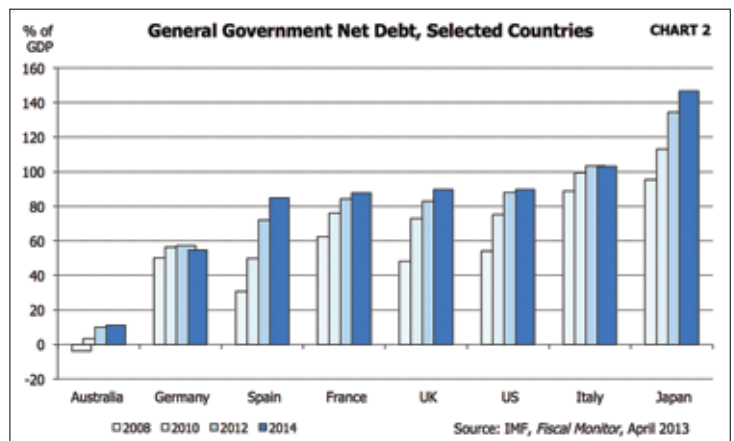
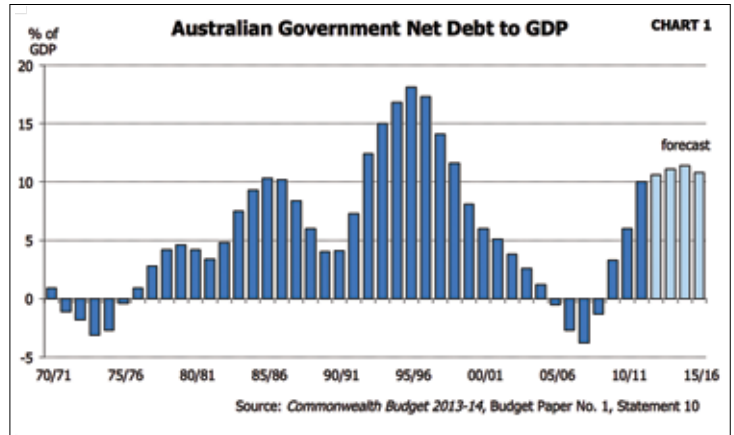
Certainly not!

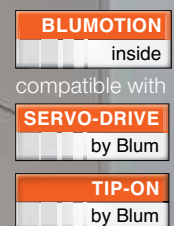
The current budget already detracts slightly from total spending; although, as the Commonwealth Bank economists wisely comment: 'The gradual switch from a modest budget deficit in 2013/14 to a small surplus in 2016/17 is too small to have an impact on the Australian economy'. (Commsec Daily Alert, 14 May 2013)

The true size of our so-called deficit and debt crisis is illustrated well in Charts 3 and 4.

Australia's government debt, now and over the years immediately ahead, is not high by historical standards; and by world standards it is almost miniscule.

That is not to deny that at the present stage of the business cycle it would be better to have it lower. But what is needed is not sharper cuts now, but a more credible plan for a gradual return to surplus. ■





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Minimalist design - meets proven technology

TANDEMBOX antaro is the creation of a more sophisticated design and modular drawer system that provides better design solutions; internationally recognised by the Interior Innovation Award from the German Design Council.

TANDEMBOX antaro stands for a clear-cut, rectangular design that can be combined with a gallery or design elements to create a closed pull-out. All components have been colour coordinated to further enhance the minimalist design.

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Blum distributor Lincoln Sentry opens flagship showroom

Blum distributor Lincoln Sentry has opened its flagship Alexandria showroom in Sydney. Over 120 guests, consisting of specifiers, designers, and kitchen manufacturers experienced Lincoln Sentry's full kitchen displays and brand new Blum Kitchen Test Drive in its expertly designed premises.

Blum director – sales and marketing, David Noakes said, "The opening of a showroom by authorised Blum distributor Lincoln Sentry in Alexandria brings both our brands to an important geographical location. Alexandria and inner city Sydney is central to so much activity in our industry. We are really pleased with the decision by Lincoln Sentry to not only open a showroom which features Blum products, but also our important support tool, the Kitchen Test Drive".

The Blum Kitchen Test Drive located at Lincoln Sentry is the first of its kind in Sydney. "Designers are encouraged to send their customers to the Kitchen Test Drive to try their new kitchen during the planning phase. This fantastic tool provides the kitchen buyer with valuable insights into the workflow and functionality of their new kitchen, providing reassurance you will not find anywhere else", says Kylie Peterson, Blum national marketing manager.

The Kitchen Test Drive concept is a proven innovation pioneered by Blum. With a selection of movable, life-sized cabinets representing the five zones in a kitchen, the Kitchen Test Drive is an original and guaranteed method of increasing customer satisfaction. Functionality is addressed during the planning process, not after.

"We are very proud of the new showroom's design and excited to offer this state of the art facility as a resource for end users, architects, designers and fabricators. We aim to ensure our customers are presented with the latest fittings and accessories for kitchens. We also provide our customers with superb conference rooms and boardroom facilities

that are able to be booked for private consultations", commented Kevin Bruce, Lincoln Sentry national sales and marketing manager.

Visitors to Lincoln Sentry are welcomed and can expect personalised service and access to the latest innovative kitchen hardware products. A modern, friendly atmosphere combines both cabinet hardware products alongside a selection of window, door and glazing products on display.

The new showroom is located at Unit 12, 37-41 O'Riordan Street, Alexandria, NSW, 2015. Opening hours are 9am – 5pm, Monday to Friday. Kitchen Test Drive appointments are essential on 02 9690 2405.

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A modern innovation from the past

Cyclical patterns of invention and development have been observed since the days of ancient civilisations, the same certainly applies to one of the more modern innovations in the wood working industry. Cross laminated timber is a popular style of housing construction that utilises bonded timber boards as the main building material of houses. While it has only been in the last 20 years that this method of construction has spread across the continents, predating this trend by almost 70 years, Wilhelm Altendorf developed one of the first pre-fabricated systems of building.

Most refer to him as the father of the modern panel saw - Wilhelm Altendorf's name is a familiar one among the wood working industry. After acquiring a suitable plot of land in Bismarckstrasse, Wilhelm Altendorf started to design his own building. Since wood was his profession and his preferred building material, it seemed reasonable to utilise this preference for his own house.

An entirely new style of solid wooden-frame construction was developed. Its brilliant simplicity was a remarkable feat of engineering and could be erected quickly without specialised knowledge. Furthermore, this was all accomplished at an unbeatable price of 3,400 Reichsmarks at the time, equivalent to \$9,000 today.

His new home was constructed in a relatively short period of time and the unusual manner of building did not go unnoticed. The swiftness with which the building could be erected by a non-skilled worker on the basis of a vertical self-supporting wooden frame was most impressive. Wilhelm patented the innovative method of construction in 1920. Many well-known architects of the post-war period were interested in the mode of construction and prefabricated houses became the trend.

While Altendorf's system gained popularity, Wilhelm's natural passion of wood processing technology led him to further concentrate his efforts in his existing sliding table saw system, it was an even greater success. Wilhelm's solid-wooden frame construction was only one of his many projects - from machinery to automobiles. Yet the Altendorf construction system was one of the first ever prefabricated house concepts.



A self made brandname – the Altendorf car.

The first building of its kind...
Bottom left:
Wilhelm Altendorf

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Häfele appliances – a smart choice for all kitchens

When developing new products, convenient solutions are always sought to facilitate household tasks and thus leave the users more free time to spend on the more important things in life.

Advanced technology and innovative features are combined in Häfele's sophisticated range of appliances. Designed around the user, Häfele's appliances provide complete peace of mind. From ease of use, modern electronic interfaces, elegant and unique style, Häfele strive to bring intelligent solutions into any

home that can make a difference to a busy lifestyle.

Blending the very latest in technology with bold and innovative design, the stainless steel range is simply beautiful and will complement the most contemporary kitchen design.

The sleek, modern design of the fridge range incorporates useful solutions to create the perfect storage space for all fresh food. With the flexibility of it being incorporated into the kitchen design, the integrated fridge/freezer

combination features electronic controls with freezer on bottom allowing easy access for the everyday use of the fridge.

With many features to suit any lifestyle, modern styling and the flexibility of different options, kitchen designers and homeowners are sure to find the perfect Häfele appliance.

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GOSA increases production efficiency with more Holzher equipment

As part of GOS Australia's plans to expand its joinery business into 4500m² of new storage facility the company is making major efforts to increase its level of automation and improve throughput and batch changeover times. To help achieve its goal it has recently invested in a second CNC Holzher edgebanding machine, supplied by Weinig Australia, including a cartridge glue loading station and an automated work handling system which stacks, un-stacks, returns and rotates the board so that it is orientated correctly for stacking or for reintroduction to the machine. The new facility is not far away, being just next door, will give them 'ahead of time' manufacturing ability, empowering them to provide their clients guaranteed on time delivery.

GOS Australia (GOSA), formerly known as Graphic Office Systems, was built from small beginnings 25 years ago by former apprentice, Collin Ellul. Today it is a highly productive modern facility occupying 3500m² of shopfloor space at Heidelberg Heights, Melbourne. It manufactures a wide range of commercial joinery for major apartment fit-outs, hospitals, hotels, universities and laboratories. The machine shop comprises numerous high speed CNC automated beam saws, flatbed routing machines, enclosed spraying equipment and of course, the two Holzher edge banders which sequentially square up the edges of each panel before applying glue.

To help GOSA manage the complex logistics of running such a diverse company, it has developed a very sophisticated in-house data base which allows it to reliably track any job going through the system. There are no shortcuts, in keeping with the company's general philosophy, GOSA treats all projects the same regardless of size - all the systems that are implemented on a 600 apartment project are implemented on a 10 apartment project. Further, everything is traceable, down to who listed the job, cut it, made it, delivered it and installed it, right the way down the line.



Charles Caruana of GOSA was asked what had attracted him to purchase Holzher edgebanders in the first place. "We were well aware of Holzher's range of edge banders. We knew their capability as they have had a presence in the market for some time now. In fact, our very first edge bander was a Holzher", said Caruana. "Craig Stevens, Holzher's technical sales representative, came to see me and showed me Holzher's cartridge system which can easily utilise PUR and coloured glues - that got us thinking how it could complement our edgebanding line. We went to see the machine in action at the AWISA show in Sydney a couple of months later and based on the demo and the chat we had with the representatives at Holzher Australia, we purchased the Arcus1336 on the spot."

Holzher Australia, based in Sydney, NSW, is 100% part of the Weinig group and not simply an Australian agent; therefore it can offer all the advantages of its international German parent company. They have premises and technical staff in both Melbourne and Sydney that handle all business in Australia directly.

This was GOSA's first machine with a cartridge system, which has many advantages over the more traditional glue pot system, including: less mess, shorter heat up times, PUR glues and a range of colours. PUR glues are water-proof, heat proof and solvent proof and have a much stronger bond. They are also insensitive to weathering, have a near invisible glue line and do not require primers for laminates or solid timber and can also be used with aluminium edging.

Charles Caruana explained that they had bought it with a view to buying a second one if everything worked out as expected. They were planning a new line for the newly acquired facility with an automated work handling system. In fact, everything worked out so well that within 4 months GOSA had the second machine, an Arcus 1334, up and running in the new facility. The machine works in conjunction with the automated barbaric sorting loader, which enables it to be operated effectively with just one person.

"We needed something that was easy to set up, easy to change and adjust and also took advantage of the cartridge system", continued Caruana. "Because of the reduced labour required and the ease of set-up it will give us a quick return on our investment. Reliability was also a key factor. Although we only had the first machine for a few months before buying the second we had already seen the potential of the machine and that they were well designed and easy to maintain."

"Holzher has successfully introduced CNC server motor control systems, typically only seen on larger machines, which is fantastic. Everything is nicely organised with ample

space between each of the stations.” The stations include: a jointing cutter unit, PUR gluing station, end trimmer and flush cutters.

Switching between PUR and standard glue is straightforward; the operator simply puts a purging cartridge in front of the glue cartridge that they wish to change over to. This flushes the system through ready for the new glue cartridge – there is no mess. Other machine builders using PUR glue utilise a special pump that feeds a glue pot, hence why they are prone to getting messy. Once the operator has finished using the machine they have to take the glue pot out and put in a nitrogen bath so as to seal it from atmosphere and cure the glue. Not only is this very labour intensive, it is also potentially dangerous, requiring a lot of safety gear and a licence for handling liquid nitrogen.

Another huge advantage of Holzher’s cartridge glue system is the reduced start up time required. The operator can come in on a cold morning, start the machine up, and within a few minutes be ready to go. With machines reliant on a glue pot, the operator has got to wait a good 20 minutes for the glue pot to heat up before they can effectively use the machine. Coloured glues can also be easily utilised, by simply changing over slugs.

Having true CNC control is also a great advantage over more traditional analogue systems with pneumatic actuators. It makes set up and fine adjustment straightforward. “With the machine as it is we can do minor adjustments on the fly. We do not have to stop the machine, wait for the pneumatic locks to disengage, open the doors, adjust it, close it, re-start the machine and do this all again if it is no good”, says Caruana. At the end of the day the operator does a bit of maintenance that includes cleaning the combs, a general blow-down of the machine and then anything that needs doing from the general maintenance schedule such as greasing any actuator slides.

The installation was carried out smoothly and successfully. All the training was done in-house on actual jobs using the same materials used in larger batch runs. At present, GOSA are edging between 22 - 30,000m a month using the two machines. Because the glue cartridges are held in a 4 -5 cartridge magazine, there’s never any need to stop the machine.

“We have been very pleased with Holzher’s after sales service which was a key factor in our decision. Of course, this is very important, if these machines are not working, there is no work being sent out to the fitters. We limit the risk by having the second edge bander, but in our experience any issues we have had, have been dealt with immediately and effectively”, concludes Caruana.

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VectorCut and HeliCut - new products from Leitz



At the Ligna exhibition Leitz released several new products with the theme behind the design and manufacture of the tools being "making processes more intelligent". The experience of over 135 years as a pioneer in the design and manufacture of high quality tools for industrial wood processing industries provides Leitz with the knowledge to produce tools for efficient production, process optimisation and process acceleration.

These new products for making processes more intelligent included the new VectorCut panel sizing saw blade with intelligent tooth geometry and the HeliCut cutter.

The design of the VectorCut saw blade, as based around the slogan "making processes more intelligent", with the saw blade developed with new intelligent tooth and gullet geometry for sizing single panels and panels in stacks. It's not the saw tooth that is intelligent but the geometry behind the design. The tooth shape remains constant from the first to last cut where the abrasive area of the saw

tooth is reduced by 50% that provides a significantly improved chip removal. The VectorCut panel sizing saw blades with their intelligent tooth and gullet geometry, achieve 30 % longer tool life compared to conventional panel sizing saw blades combined with energy saving of 10%.

The new Leitz HeliCut cutter head for joinery companies produces tear free cut results with and against feed plus along and across the grain. The reversible tungsten carbide knives not only increase performance times four-fold, but are easy to use. The high balance quality of the aluminium tool body saves the machine bearings to complete the whole HeliCut package.

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Homag City at Ligna 2013

The Homag Group introduced visitors to a whole new world of innovation at the recent Ligna trade show in Hanover, Germany. The focus was on PowerTouch, a whole new dimension in machine operation.

Countless technologies, wide-ranging innovations and one user interface: With PowerTouch, the Homag Group has launched a whole new control generation. Simple, standardized, ergonomic and evolutionary: The new system unites design with functionality in a totally new user interface. Central to the new system is a large multitouch monitor in wide picture format. The machine's functions are controlled by direct contact. The ultra-modern user interface offers an array of help and assistance functions designed to radically simplify the work experience. Standardized control elements and software modules ensure that all Homag Group machines can be operated with the same familiar look and feel using PowerTouch. This not only simplifies the operation of different machines, but also makes for greater efficiency by significantly reducing time for servicing and training.

Visitors were inspired by more technological highlights in the Homag City: On show were patent registered new developments, model studies showcasing new process techniques and pioneering new unit technology. The Homag Group unveiled 20 new units alone in the legendary InnovationCenter, where visitors got a feel for the future of woodworking technology.

The Homag Group stands for plant engineering expertise from a single mould – with individually networked high-tech machines for the entire process chain.

Pictures courtesy of:
HOMAG Group AG



The spectrum ranges from storage systems through cutting and nesting, sizing and edge banding, order picking and sorting to drilling, assembly, hardware mounting and packaging. Trade fair highlights included for instance drilling and trimming machine ABH100 from Weeke. This machine is used for flexible 6-sided processing and is perfect for integration into an assembly line. Another highlight: The new Ligmatech case clamp MDE120. Sensitive case clamping is ensured by a new drive technology and control system. This technology also results in significant savings and lower operating costs. But whether a manufacturer is looking for an edge banding machine for flexible batch size 1 production, a saw or a CNC router: All Homag Group machines are ideally coordinated and interact perfectly like the pieces of a puzzle. The Homag Group's engineering experts are able to design complete production lines to suit individual needs – including the control system, software and complete handling and logistics systems. The result: High-tech plants designed to meet the most stringent needs.

Software on one wavelength

The complete product spectrum of machines for the woodworking industry and woodworking shops includes a cohesive software range – all from a single source.

With WoodCADCAM, a tool is already available for 3D planning which allows the automatic generation of production data. Software products provide support in a variety of ways: WoodWop supports the programming of CNC machines, while CutRite makes sure of optimized cutting plans. IT-Engineering supports the complete production control of networked machines: The production path is defined, orders are divided into batches, optimized and assigned to a stack. All machines are then supplied with the necessary order data. At the same time, files can be automatically identified by barcode or RFID, alternative production routes taken into consideration or faulty parts ejected. The software module MMR (Machine Monitoring & Reporting) encompasses all production data which can then be centrally logged in the office.

PRACTICE: More than just a workshop

How will tomorrow's workshop look? The extensive Practice range from the Homag Group opens up new perspectives for flexible production in the woodworking shop sector – from attractive 3D room planning software for the point of sale through production to delivery.

There is improvement potential in every workshop. Innovative Practice solutions for practically every requirement help this potential to be exploited to the full. The growing customer expectation of individualized



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functionality in a
totally new user
interface

solutions makes flexible production a must – starting with material storage and handling systems. A saw, for instance, can be upgraded with the integration of a “Domino System” labeling and stacking concept or a nesting machine. And further downstream, sanding machines, CNC processing centres, edge banders with return conveyor and the patented LaserTec process for zero joints all play their part in ensuring perfect workpieces. Individual machines can be networked to create flexible production cells which allow joiners to respond rapidly to the requirements of tomorrow. The decisive factor here is an integral system of software.

The Homag Group offers software solutions from a single source which are designed to ensure an optimum work flow. In this way, Practive takes care of customer-oriented and flexible solutions along the entire process chain.

EcoPlus – 30% energy savings

Producers who are able to save energy, time, material and human resources will enhance their productivity and substantially reduce their costs. This is precisely what the EcoPlus technologies from the Homag Group are designed to do. What is the extent of the potential from energy consumption savings alone? A company which opts for Homag Group solutions from the storage system to the saw and the edge banding machine and from the processing centre to the sanding machine can reduce energy consumption by up to 30 %. This is achieved using the latest control technologies, smart standby systems, efficient suction concepts and reduced compressed air consumption. Homag Group machines are also capable of producing substantially higher volumes today using the same input of resources. Productivity has risen over recent years by around 25 % percent.

Technology trendsetter in lightweight construction

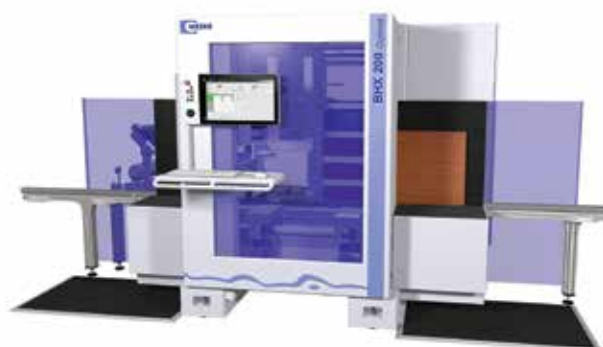
There can be hardly any material innovation to impact so dramatically on the industry over recent years as lightweight construction. The Homag Group was quick to recognize this trend at an early stage and is one of the world's trendsetters

when it comes to new technologies for the processing of lightweight materials. Machines and plants from the Homag Group cover the entire spectrum: from panel manufacturing through panel dividing and inscription to edging – for instance with the innovative DoubleEdge technique, or hardware mounting and assembly. Homag Group technologies not only ensure the perfect processing of honeycomb board, but also make for enormous increases in efficiency in some areas.

Lightweight tabletops

Support edge and decor edge gluing take place on the double-sided sizing and edge banding machine Homag KFL 620 using SupportEdge technology in a single pass with two gluing sections. Compared to the previous method with separate banding of support and decor edges, this method is twice as fast at an impressive 50 m/min.

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New plant in Jaslo, Poland, opts for high-tech plant from the Homag Group

With its decision to invest in a new high-tech plant for the batch size 1 production of high-quality office furniture, innovative furniture manufacturer Nowy Styl has endorsed the Homag Group's technological and plant competence. The foundation for the purchase was laid when the company decided to construct a new furniture plant in Jaslo, Poland. Delivery of the machines is planned from September 2013. With its new factory, Nowy Styl has created a large number of new jobs.

This latest investment by the Polish office furniture manufacturer will provide seamless order-specific production - from panel infeed through to the assembly and packaging line. The overall order is valued in the double-digit million Euro range. The impressive array of

machines from Bargstedt, Holzma, Homag, Weeke, and Ligmatech include the Ligna innovation BHC 912 from Weeke: a dividing centre with enormous potential.

Nowy Styl has great plans for the new plant. Processing 4,000 components per shift in two-shift operation, the plant is expected to produce around 2,000,000 components a year - equivalent to around 500,000 items of furniture.

Although Nowy Styl is already manufacturing furniture in a smaller factory in Krosno, Poland, construction of the new site will represent an enormous step forward to the company, and open the doors for major expansion of its market position. Founded in 1992, to date the company has exported its products to some

60 countries around the world, achieving a sales volume of 241.5 million € in 2012.

All the production plants were planned and designed specifically in line with the Nowy Styl requirements by Homag Group Engineering. What clinched the deal in favor of the Homag Group were the sound, competent advisory service provided in the early concept stage, the innovative technical solutions available and the impressive presentation of complete solutions - all from a single source. The project team is ever present as a sound, reliable partner throughout the entire project, from installation through to commissioning.

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New laundry hamper by Hideaway Bins

Hide laundry, store extra linen or use as a removable light weight washing basket – the new laundry hamper from Hideaway Bins is a high quality storage solution for the home. Featuring air vents to reduce moisture and a robust steel frame designed to withstand the weight of wet washing, this innovative new system is a must for any laundry.

Hideaway Bins has placed importance on design once again ensuring the laundry hamper will live up to the demands of a busy household.

The hamper holds 60 litres of washing, has smooth contoured sides that are gentle on clothing and also includes moulded handles to make removing the hamper easy. The hamper is set lower down in the frame work to allow for overloading and includes a solid base to protect the internal carcass from drips and damage.

Fitting behind a 450mm door front, a single laundry hamper is a must have solution to keep laundry off the floor and hidden away. If extra space is available, multiple hampers can be installed side by side to assist in laundry separation. The overall dimensions are 418mm wide by 650mm high by 519mm deep.

This innovative laundry solution is easily available through Hideaway Bins distribution partners Hettich, Nover, Galvin Hardware and Dorset.

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by Martin Lewis

CEO Furnishing Industry Association of Australia

These were the best of years, these were the worst of years..... Reflections of an outgoing CEO



MARTIN LEWIS,
CEO of Furnishing Industry Association
of Australia Ltd

2013 SEEMS to be advancing like no year ever has before. And we have a number of major events occurring this year, two of which are of significance to me – my retirement as CEO of Furnishing Industry Association of Australia Ltd at the end of July, and the federal election to be held in September.

Although it is my intention to continue in the industry in a less demanding capacity after July 2013, I decided to give myself some licence and focus my last AWISA magazine article as CEO of FIAA on some of the history in the industry and also FIAA over the last twenty odd years.

I started with FIAA, or the NSW Guild of Furniture Manufacturers Ltd, as it was then known, as an Industrial Relations Officer in 1991. It was not my first job in the industry – that was in 1974 at AKC Furniture.

So what was it like in 1991 ?

The 1991 snapshot

- The exchange rate to the US dollar was \$0.7694.
- ABS data said full time earnings for a male stood at \$595.60.
- A slab of full-strength beer cost around \$20.
- Petrol was \$0.70 a litre.
- Standard variable home loan rates in December 1991 were 12%.
- RBA official cash rate at that time 8.5%
- The Sydney International Furniture Show was a big deal – there were many independent furniture retailers.
- There was no CFMEU – only a Building Workers Industrial Union (BWIU), Timber Industry Union (ATWU) and a Furnishing Trades Society (FTS).
- There were hundreds of free-standing furniture manufacturers in each of the states.
- The “big guns” in kitchens in NSW were Nobby’s and Customtone Kitchens.

Today’s snapshot

- The exchange rate to the US dollar is \$0.9581 (as at 29 May 2013).
- ABS data says full time earnings stand at \$1,453.60.
- A slab of beer costs around \$45.00.
- Petrol is around \$1.40 per litre.
- Standard variable home loan rates are approximately 6.4%
- RBA official cash rate is 2.75%.
- The Sydney International Furniture Show is no more.

- The unions have consolidated into one single union the Construction, Forestry, Mining & energy Union (CFMEU).
- There simply are not hundreds of free-standing furniture manufacturers – in any state.

Summing up

- The exchange rate is over 25% higher – in other words, simply on a currency basis, imported furniture and flat-pack kitchen, have an immediate 25% advantage.
- Wages are 144% higher now.
- A slab of beer is 125% more expensive.
- Petrol is 100% more expensive.
- Standard variable home loan rate is 53% less expensive.
- Better than 95% of retailers of free-standing furniture are now attached to one of the twelve or so buying groups, franchise groups or public companies.

Again, using my exiting licence, I thought that I might pass comment on some of the issues that concern me about our industry.

On furniture and furniture industry associations

The Furniture Guilds existed in the various States going back to the 1920’s. Long before my time, there were many attempts to consolidate the individual groups into one robust, well-funded industry body. Despite a number of attempts, no successful consolidated body eventuated. Looking back, that is a crying shame, because the industry is now decimated, and it would seem there is a limited future for state associations providing next to no services to very few members whilst existing in penury.

On associations in the kitchen and built-in furniture sector

My personal opinion is that it is not in the interests of the kitchen sector to be serviced by an association that is directed and managed by cottage builders. The kitchen sector needs to have a representative association run by the kitchen industry for the kitchen industry. That’s part of the reason why Furnishing Industry Association of Australia Ltd ventured into the kitchen sector in NSW, becoming so successful that it has become recognised by the NSW Government as the representative voice for the kitchen sector.

FIAA has always taken its industry representational responsibilities seriously and years ago took on the NSW Government and HIA who were supporting a Home Warranty Insurance Scheme that was just not fair to the sector. Although we



have made enormous inroads, there is much work still to be done. Fortunately, all indications are that we now have a responsible state government in place that will make every effort to reform this malaise called Home Warranty Insurance.

On associations into the future

The various industry associations in the furniture and cabinetmaking sector have now formed an alliance with our counterparts from the joinery sector to form the FCJ Alliance. Its purpose is to represent the members of the alliance, and their members in turn, to federal government so that we can get past this anti-fair trade sentiment in the highest levels of the Canberra bureaucracy. FCJ will not only advocate strongly to politicians and senior bureaucrats on issues affecting the industry, but will also suggest solutions which, by helping our combined FCJ industry sectors, will in turn help our national economy.

There is however still a compelling case for reform and consolidation of the various industry associations. All seems to have a strong sense of territory and instinct for survival, notwithstanding the compelling case which demonstrates that they could do much better for their industry and their members by either working more closely on all industry issues, or by negotiating merger or formal partnership arrangements.

On the gradual decline of TAFE

I think that there is no doubt that the TAFE sector has declined over the past decade as it has witnessed massive changes in industry, in how business is done generally, in how governments fund their activities, and in how governments actually respond to market failures.

Governments have set up TAFE colleges purely as their response to market failure in relation to trade and other vocational training. If the government did nothing, then classic economic theory tells us that industry would largely fail to adequately train the trades. More recent economic rationalist theory, rampant amongst the higher levels of federal and state bureaucracies, however suggests that government needs to continually achieve more results for less investment, and additionally, that "let the chips fall where they may".

Juxtaposed against this was however, in many cases (but definitely not all), an intransigence by some TAFE teachers and campuses to embrace change and remodel their training offerings to suit the market place. Employers, particularly those involved in cabinet making, have increasingly become smaller enterprises, making much less money and often despite putting in greater hours at work. They have all become time-poor. Releasing an apprentice one day per week, or for one full week in four or five weeks, has simply become too huge a



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Martin Lewis CEO

► cost burden on the employers. Releasing them to learn work on panel saws and assembly benches made it doubly troubling.

Those same rationalist bureaucrats, will continue to question why TAFE's continue to provide apprentice training, especially when they believe that they can quantify to actual and opportunity cost of providing the TAFE delivery. These rationalists can see bigger dollars in selling off the TAFE real estate and leaving industries to fend for themselves in relation to apprentice training.

All of these contribute to the reasons why FIAA became heavily involved in apprentice training. The writing has been on the wall for between two and three decades. The economic rationalists are winning and the mercantilists are losing.

FIAA will continue over the coming years to ensure that the industry does have a funded training provider that is not subject to the whims of disinterested or soul-less bureaucrats.

Competition from imported timber furniture and other timber-based panel products.

The Gillard government enacted the Illegal Logging Act late in 2012. The regulations are almost ready for promulgation but this will

happen after the federal election to be held in September 2013.

This represents the industry's chance to put fairness back into competition. Internationally accredited reports have confirmed that around 20% of timber product that comes into Australia has come from illegally logged sources – that is the timber has been logged contrary to laws in the country of harvest. Most of this comes in in the form of furniture and flat-pack cabinetry. I would argue cheap and shitty furniture and flat-pack cabinetry.

Notwithstanding a huge push by the importer groups and the anti-fair market pro-free-market protagonists in the Canberra bureaucracies such as Department of Foreign Affairs & Trade, to try and get furniture excluded from the regulations, FIAA, in conjunction with CFMEU, WWF, the Uniting Church and GreenPeace was successful in ensuring that such importation will become illegal from the date of effect of the legislation.

Hopefully, this represents the first of many wins for those who stand for fair trade.

Finally, I would like to say a big thank you to all those decent and hard-working people in the industry that I have met over the years. There are many of them and if I name one or a few, then that might offend the others who I may unintentionally leave out. I cannot possibly

name them all. Hopefully, we can catch up at coming events over the next few years as I do intend to remain involved, albeit in a less arduous capacity.

I will however leave you with a couple of pointers.

On free-market advocates – never ever argue with an idiot – first they bring you down to their level and then they beat you on experience.

On employers who put their employee's super into a fund owned by a bank – Do you know why the banks make such huge profits? Compare their performance and fees to the industry fund – First.

On the coming election – if you vote for politicians who promise to give you goodies at someone else's expense, then you have no right to complain when they take your money and give it to someone else, including themselves. (Courtesy Thomas Sowell).

On economic rationalism – much of the social history of the western world, over the past three decades, has been a history of replacing what worked with what sounded good. (Thomas Sowell again). ■

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MATERIALS: Custom designed and back-lit graphic to hutch drawers; Caesarstone and granite benchtops; Blum drawer and lift systems; Hafele handles; LED strip lighting; integration of Wi-Fi ready TV.

WINNER: SUBLIME ARCHITECTURAL INTERIORS

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Using a unique blend of materials and finishes, this kitchen project is perfectly executed within the home renovation, and the linear design creates a sense of balance. Elegant, colourful and fun, it creates a focal point for the home. Apart from its high visual appeal, the layout and overall function of the kitchen is practical, and meets the needs of its busy clients.

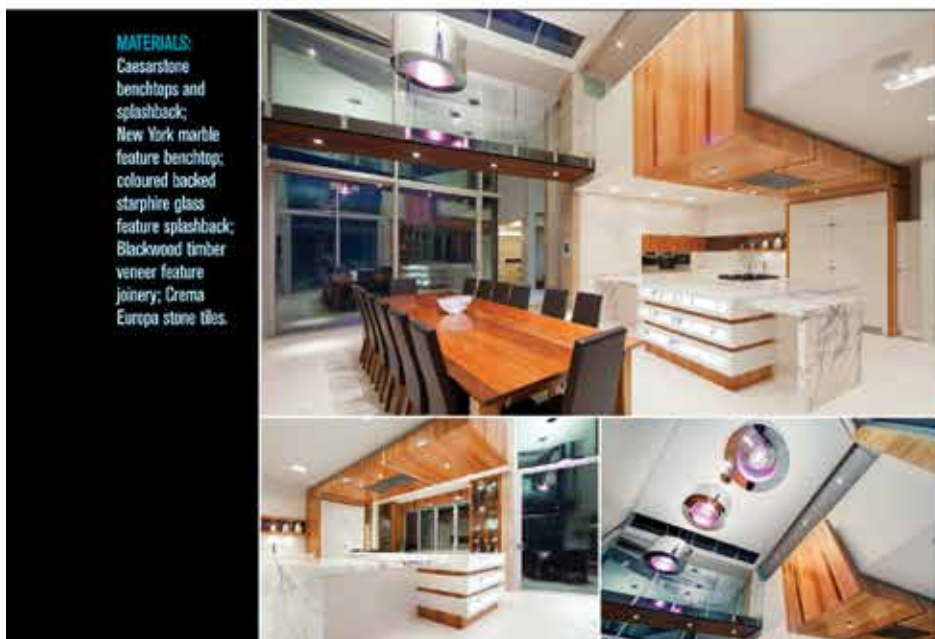
The judges commented that the colour choice in combination with the use of Caesarstone benchtops and natural granite dining table are 'simply brilliant', and the custom printing on the pantry glass sliding doors takes the wow factor to another level.

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HIA AUSTRALIAN KITCHEN DESIGN OF THE YEAR 2013

FINALISTS: ACT/SNSW: Archertec Interiors Hunter: Kitchens for Living North QLD: Artizan Cabinets NSW: Art of Kitchens Pty Ltd SA: Bathrooms & Kitchens By Urban TAS: WD Bryan Joinery House VIC: Royston Wilson of Royston Wilson Design WA: Kitch Design Consultancy



MATERIALS: Caesarstone benchtops and splashback; New York marble feature benchtop; coloured backed starphire glass feature splashback; Blackwood timber veneer feature joinery; Crema Europa stone tiles.

WINNER: CREATIVE BUILDING SERVICES AND ARCHERTEC INTERIORS

ACT/SOUTHERN NSW TEL: 02 6280 5055

The innovative use of materials and lighting create great visual balance and harmony in this high-quality kitchen project. Many materials were carefully selected to work in with each other, with outstanding results. The visual impact of the kitchen extends to the ceiling, with a timber bulkhead above the island bench which has been perfectly manufactured and installed and cleverly contains the rangehood ducting and strip lighting.

The kitchen also features a creative use of stone which is back-lit, and a bifold server window to the adjoining outdoor alfresco area. The judges could not fault the workmanship and the high quality installation of this impressive kitchen.

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HIA AUSTRALIAN KITCHEN OF THE YEAR 2013

FINALISTS: Hunter: Nadin-West Joinery North QLD: Artizan Cabinets NSW: Attard's Kitchens & Cabinetry Pty Ltd NT: All Craft Cabinet Works QLD: Sublime Architectural Interiors SA: JAG Kitchens TAS: KAM Joinery VIC: Individual Design & Construction WA: International Cabinets



MATERIALS: Glass enclosure with freestanding bath; feature glass shower screen; Caesarstone benchtops; Dada semi-inset basins; discreet drainage grates; built-in robe joinery with dark timber veneer.

WINNER: MMM INTERIORS

ACT/SOUTHERN NSW TEL: 02 6280 9980

The overall selection of materials and colours in this bathroom design provides visual balance and harmony and creates a relaxed atmosphere. A highlight is the beautiful bath area with freestanding bath tub surrounded by glass windows and ceiling, allowing an abundance of natural light and views to the outside garden.

The innovative shower screen with sandblasted pattern also provides wow factor, as does the timeless choice of materials and the use of dark timber veneer. The judges loved the overall design and layout of the bathroom, which also incorporated the wardrobe area and separate toilet area.

PARTNERED BY:



GWA
Bathrooms & Kitchens

HIA AUSTRALIAN BATHROOM DESIGN OF THE YEAR 2013

FINALISTS: **Hunter:** Andrew Hobbs Builder **NSW:** Castlewood Kitchens Pty Ltd **QLD:** Heisig Constructions
SA: Outside Square **TAS:** Clever Design **VIC:** Royston Wilson of Royston Wilson Design **WA:** Design & Decorate WA

MATERIALS: Apaiser Grey Mist solid surface material freestanding bath and vanity top; natural Crema Europa stone floors; white Retroglass and stone wall panels; Laminex Firenze Rigato Veneer joinery; Gessi Rettangolo tapware and accessories.



WINNER: CREATIVE BUILDING SERVICES AND ARCHTEC INTERIORS

ACT/SOUTHERN NSW TEL: 02 6280 5055

The innovative use of the highest quality materials in this bathroom has created an atmosphere of a tranquil retreat, not withstanding the numerous installation challenges. A standout is the freestanding stone bath, which had to be craned in. The natural stone floors, surrounded by seamless white Retroglass and stone wall panels also increased the technical difficulty.

The layout is both practical and clever, with a concealed shower area and separate toilet, and a mirrored wall with concealed cabinetry providing lots of storage and reflecting natural light. The judges were impressed with the excellent use of stone and Retroglass throughout the entire bathroom.



PARTNERED BY:



GWA
Bathrooms & Kitchens

HIA AUSTRALIAN BATHROOM OF THE YEAR 2013

FINALISTS: **Hunter:** JCG Building **North QLD:** AP Williams **NSW:** Castlewood Kitchens Pty Ltd **NT:** SAR Contracting **QLD:** Heisig Constructions **SA:** Szabo Constructions
TAS: Jackman Builders **VIC:** Jasmine McClelland Design and Hometec Industries **WA:** International Cabinets and Zorzi Builders Custom Estate

by Shane Desiatnik

Trevor's second chance at life

MOST PEOPLE grow up once, but Katoomba kitchen manufacturer Trevor Brown had to twice after losing all his memory when seriously ill at 18. The experience inspired him to establish Respite Tours to help other adults with disabilities.

Even now 26 years later, Trevor Brown sometimes takes a moment to sit down, ponder and try to reflect on his long journey of recovery.

In 1987, as a promising young cabinet-making apprentice, Mr Brown suffered severe complications from a sudden bout of viral encephalitis (inflammation of the brain) and was in a coma for 10 days.

He awoke without any recollection of his former self, had forgotten who his parents were, what his trade was and everything he'd learnt since he was crawling around in nappies.

His parents were told to find a nursing home for him as "he is not going to be able to take care of himself" but they refused to give up.

"When I talk about growing up, to me it started when I was 18", he said.

"My brain function had been impaired so much that I couldn't smell or taste things, I couldn't feel the difference between hot and cold and if there was a packet of salt instead of sugar in my coffee I couldn't tell the difference.

"I got those feelings back much later, but the biggest thing was loss of knowledge and my whole personality."

Through his parents recollections and looking at childhood photographs it was clear Mr Brown had been a keen supercross bike rider and junior rugby league player, enjoyed rock music

and wasn't too keen on literature.

"Now I have no interest in sport, I'm really into classical music, I love going to the opera and I can't get enough of reading."

"My mum's been kind of like a friend to me and was able to refer her own experiences of me growing up as a kid. But then she had to teach me all the basics again in my early 20s, from learning the letters of the alphabet to riding a bike and swimming."

"I gradually started to retain things and feel more comfortable in my new self. After the coma I didn't even know the difference between men and women and it took years before I could go into a relationship. I met my partner Doraine (Benton) when I was almost 23, but I was really only four-and-a-half if you take my memory loss into account."



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"She's been such a great support and an exceptionally good friend."

Mr Brown decided to pursue cabinet-making training again in his mid-20s and received an encouragement award at TAFE because his teachers couldn't believe the progress he was making. He established his own Blue Mountains business called GWH Kitchens and also worked in various disability support roles in government and private organisations.

During that time he developed a passion for helping others and also noticed a gaping hole in provision of respite care in this region, other than institution-based services.

"I got so angry at the lack of respite care for adults with disabilities and so I decided with Doraine to establish Respite Tours in 1998."

Today Mr Brown, Ms Benton and their team of experienced staff continue to provide subsidised

outings of between one and six days throughout the year to small groups of people aged over 16 who have a mild to moderate developmental disability.

"The most rewarding part for me is seeing the smiles on their faces and the faces of their carers – you can just see it means so much to them."

Respite Tours is a not-for-profit organisation that still relies on donations and also major sponsors, including proceeds from Mr Brown's own company GWH Kitchens.

It received a generous grant in 2005 from the Blue Mountains Health Fund to purchase a 12-seater bus, but now needs a new one that is wheelchair-accessible.

The organisation is also looking to extend its reach by sponsoring young people living in nursing homes to go on outings with other people with disabilities.

Until now Mr Brown said he's been reluctant to share his personal story with the general public.

But receiving an invitation from NSW Governor Marie Bashir to attend a reception at the Opera House last November for Prince Charles and his wife Camilla, the Duchess of Cornwall, in recognition of his community work, made him feel encouraged to raise the public profile of Respite Tours.

"It was just such a tremendous honour to attend that function – I got to meet the Governor and stand beside Prince Charles and learn all the royal protocols and etiquette beforehand, like only shaking the hand of a member of the royal family if they offer it first. I feel more comfortable now sharing my story."

If businesses or individuals would like to donate to or find out more about Respite Tours, call 02 4759 2611 ■



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Kitchens of distinction

Since 1963, the Brazilian firm Kitchens has been showing the South American market what it means to manufacture luxury furniture aspiring to the very highest standards. As a market leader in both qualitative and technological terms in Brazil, Kitchens took the decision to change a key aspect of its production strategy. The challenge: To convert what had been a week-based order processing schedule over to a day-by-day production cycle. The first step undertaken by the company towards this goal back in 2008 was to invest in a new production plant and supplement its existing plant concepts from the Homag Group by the addition of a new high-tech plant. Since the start of production in 2009, Kitchens has been producing using a new fully automatically networked production line from the Homag Group – exclusively just-in-time working to individual customer order.

A workforce of around 300 works in the Kitchens state-of-the-art main plant. While it used to produce exclusively fitted kitchens, the current product range also encompasses bathroom, living room and bedroom furniture. All the furniture is individually planned and produced and then installed in the end customer's premises. As well as producing furniture to the highest possible standards of functionality and design, Kitchens also arranges financing for the set-up, delivery and installation process and also offers a post delivery support service where required.

Both sales and product advisory services are performed in 18 of the company's own furniture outlets spread across the whole of Brazil. The furniture outlets provide the parent plant with all the order data using electronic means. The product data is then converted and made available to the machines, including programmed macros for the individual units.

Kitchens production gets a "new heart"

The corporate philosophy formed the focus of planning work for the new plant. Kitchens embraced the concept of "special requests are standard" as an underlying principle of its work. The concept of 100% just-in-time production without intermediate storage also became a fundamental building

block of its philosophy. To prevent the need for unnecessary or additional data adjustments, the new plant had to be integrated seamlessly into the existing logistical set-up. Machines and plants that already existed (edging, drilling and kitchen front lines as well as various individual machines) originated almost exclusively from the Homag Group. This approach meant that the existing production facilities were given a brand new "heart" by the Homag Engineering team.

Up to 3,000 parts in two shifts

The final result was an individual project solution adjusted precisely to these requirements – a complex puzzle made up of diverse future-oriented technologies. With this new batch size 1 plant from the Homag Group, a production plant with fully automated networking and 100% part visualization was born. Its average output is an amazing 2,500 to 3,000 parts in two shifts.

Kitchens produces carcass components, fronts, plinths, tops and back panels for fitted kitchens, living room and bedroom furniture. The essential data structure comprises a production line control system, data transfer from the ERP system and a barcode control with printer link.

Step by step to the production of luxury furniture

This Holzma innovation is able to create different widths within a single continuous line. The trimming tool completely eliminates the need for head cuts and recuts. After cutting in the crosscutting saw, the parts are transported out of the saw by an outfeed system. A transfer gantry takes care of further transport by rotating the parts by 90° if required and then applying a barcode label with a unique part ID. They are then transported by a belt conveyor into the buffer line. From this position, parts can be transported onwards for edge processing and waste pieces are ejected. Another label plausibility scan is performed upstream from the angular transfer to the area transport system. If a label is illegible or if it contains no data, the workpiece is automatically ejected.

The edge banding machines control subsequent component circulation. Passing through a sectional double angular



transfer, the parts are initially forwarded to the Homag longitudinal processing machine. Another double angular transfer, also sectional in design, takes care of part feed into the second Homag edge processing machine. A dynamic intermediate storage system (chain lift storage) then compensates for different resetting gaps between the longitudinal and transverse passes and guarantees free running in the gluing zone where necessary. All processed workpieces are then transported to the three-way distribution station. Once a "standard part" has been finish processed, it is placed in a porcupine buffer store until further order picking. Undersized and oversized parts are transported for manual removal to a separate diverter station. Components which require a second or even third pass are transported (with priority) to the double angle transfer upstream from machine 1 where they are fed back into the further processing sequence. This diverter control system is provided by Bargstedt.

100 % visualized part tracking with 12.5 cycles

The 100 % visualized part tracking system across the plant's entire processing operations permits operators to maintain a continuous overview of the degree of production and whereabouts of all parts. A medium cyclical rate of 12.5 cycles / min with a batch size 1 part mix (kitchen, living room and bedroom parts) is a truly remarkable achievement. In normal operation, the entire plant can be simply run by just three operators.

Weeke: Drilling and dowel driving talents

The drilling and dowel driving work steps are also performed by Homag Group machines. Using the Weeke ABD 100, Kitchens processes the internal shelves for its furniture at a speed of 24 seconds per component including a total of four fittings. Initially the ABD drills two horizontal stepped holes on one face edge, after which a shelf support is pressed

into each hole. The same processing operation is then performed at the other face edge. Loading the workpieces, changing from one face edge to the other and removal are performed manually by the operator. Homag Engineering also integrated a Weeke ABL 210 into an already existing Weeke line. The workpiece sides for kitchen furniture are processed here one carcass at a time in longitudinal throughfeed. For the sides of bedroom furniture components, a pair of ABL 210 machines is used. Complete side processing takes place here in longitudinal throughfeed one carcass at a time using nine press-in units for drawer rails, plastic and brass sleeves and connectors.

Marcos Silva, director industrial

"We bought the first postforming machine in Latin America from Homag over 30 years ago. We have cultivated this partnership ever since. One of the key reasons for this long-standing partnership is that just like Kitchens, Homag prioritizes quality and continuous further development. Part of the Kitchens corporate culture is the continuous search for innovation. It is only by offering our customers the best service and the best technology available that we will be able to assert our cutting-edge position as a luxury furniture producer."

"We also had to rethink our approach here in the company. To successfully invest in leading-edge technology means having the courage to abandon some of the concepts we have become accustomed to. Having thrown down the challenge of a new organizational discipline to our whole workforce, we are delighted with the excellent results we have achieved."



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Wilson and Bradley has just released some space saving products which will solve kitchen waste management and storage problems forever.

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As well as this, Wilson and Bradley offers a range of economy waste bins that take the worry out of waste management in the kitchen. With three products available, hand pull 36 litre, hand pull

with soft close 36 litre and door mount with soft close 40 litre, there is sure to be a solution to suit every kitchen. All bins have a white plastic finish and have removable liner bins for fast and easy cleaning.

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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, and other wood, timber and panel processing industries. Architects and interior designers also attend.

The next AWISA exhibition will take place in Brisbane from 6-9 August 2014 at the Brisbane Convention & Exhibition Centre. For more information visit www.awisa.com or phone Geoff Holland on 0412 361 580.

AWISA The Magazine



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

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