

AWISA **THE MAGAZINE**

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



MELBOURNE





Horizontal storage system TLF 211

Smart logistics for smart manufacturers

Whether a panel spectrum as large as possible, high speed or full equipment – transportation routes are optimised, material and time are measurably saved by using HOMAG Automation storage systems.

Your benefits at a glance

- Fast amortisation - the combination with a saw already pays off with 20 panels to be cut per day
- Automatic offcut and stock management
- Intelligent stand by - the machines only consume energy when moving
- Handling without extra costs - coated panels from 8 mm thickness even in standard due to suction traverse ST61
- High flexibility because of ideal use of the available space even in smallest rooms
- Productivity increase up to 40% with constant number of staff



HOMAG Australia Pty Ltd
Offices in NSW, VIC, QLD and WA
Phone: 1800 355 635
sales@homag-australia.com
service@homag-australia.com
www.homag-australia.com



3D software for furniture and interior design



From the first sketch through to the end product, the wood**CAD|CAM** software from HOMAG eSOLUTION provides assurance throughout the order and production process in companies which use HOMAG Group machines in their production. Save time, avoid errors, work economically: wood**CAD|CAM**

Your benefits

- Parametric design in 3D
- Seamless data flow in operation
- Bill of materials, cutting to size and cost estimation
- CNC data for HOMAG Group machines
- Bar code generation
- Photorealism for sales negotiations



HOMAG Australia Pty Ltd
 Offices in NSW, VIC, QLD and WA
 Phone: 1800 355 635
sales@homag-australia.com
service@homag-australia.com
www.homag-australia.com

Videos and information



Follow us on



Why buy Australian made?

Why wouldn't you??



- With the Aussie dollar at a 7 year low, you are paying 30% more than the real cost for imported machines compared to 18 months ago.
- Our Australian made Multicam machines are made using top-of-the-line components.
- Many imported machines are now using cheaper Chinese components and controllers to cut costs.
- Multicam has 30 years experience providing local service & support.



"We are so confident in our product that we now offer 3 years warranty on our machines, with no cutting hour restrictions."

Kevin Gordon MD



4 way 90° aggregate option



"L" or straight drilling attachments option



Chisel head attachment option



Constant surface-to-depth feature for profile & pencil round tools

MULTICAM

CNC ROUTING MACHINERY

multicam.com.au

NSW Office:
60 Enterprise Dr, Beresfield 2322
Ph: 02 4964 1900

QLD Office:
8/42 Trade St, Lytton 4178
Ph: 07 3348 7866

VIC Office:
11/40 Ricketts Rd, Mt Waverley 3149
Ph: 03 9558 8022

AWISA THE MAGAZINE

Read THE MAGAZINE at www.awisa.com

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

EDITOR AND PUBLISHER

Geoff Holland
General manager, AWISA Ltd
Phone 02 4861 7040
Email: info@awisa.com

CONTRIBUTING WRITERS

John Halkett, Geoff Bills,
Rob Ditessa, Simon Hodgson,
Pam Kershaw and Rick Lee.

DESIGN

Felicity Carruthers

PRINTER

Major Graphics Printers Pty Ltd

Post all correspondence to:

AWISA Ltd
P.O. Box 895
Bowral NSW 2576

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

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

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

DEAR READER,

It's show time soon for the woodworking industry, and by the time you have read this and the next edition of this magazine you should be well aware that something big is taking place in Melbourne from 6-9 July this year.

This year's AWISA exhibition is the largest ever and has extraordinary support from the major machinery and hardware companies. It is no surprise that with the show being the biggest ever that the scale of some of the individual exhibits is also the biggest ever. And that's not to say that the show is lacking lots of smaller exhibitors, often with newer and innovative products that particularly appeal to many visitors.

AWISA 2016 is the first AWISA in Melbourne since 1990 and AWISA looks forward to welcoming those involved in all aspects of the woodworking industry in Victoria. But just like every previous AWISA we welcome interstate and international visitors as well.

It also important to note that AWISA is no longer just a woodworking show. Many machinery companies have products that are just as competent processing aluminium and plastic, and some have equipment purpose built for stone or glass processing.

And then there is the AWISA-Design area of AWISA 2016. Those in the industry who have not visited an AWISA this decade will be impressed when they see AWISA-Design. One of the largest interior design events in the country and without doubt, the best presented.

The AWISA website www.awisa.com is the place to visit right now. A visit to the website will help you plan your show visit. You can pre-register as a visitor through the site, book hotel rooms, link to all the major domestic airlines for bookings, and learn about our airport shuttle service.

Finally I would like you to read the articles on page 28 about the John Tiddy Memorial Award. Please encourage your apprentices and trainees to enter.

Geoff Holland

General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER: Innovative kitchen storage
systems are increasingly part of the modern
kitchen. Cover features Kesseboehmer
LeMans II Arena Style from Hafele.

CONTENTS

6. EXHIBITION: AWISA 2016.

8. COMPLIANCE: Industry watchdog.

10. MELBOURNE: Discover the city.

12. ECONOMY: Housing renovations.

14. FURNITURE: The Mark Tuckey story.

16. BUILDINGS: The sky the limit.

18. AWARD: Show stand wins.

20. MACHINERY: High end edges.

22. SURFACES: It's rock hard.

24. SOFTWARE: Embracing CNC.

26. MACHINERY: Great doors.

28. AWARD: Where are they now?

30. DOORS: Scope for new ideas.

33. HARDWARE: Easier to order.

34. MACHINERY: Buying Australian.

36. MACHINERY: First CNC.

38. EXHIBITION: I Salone preview.

40. VACUUM: New to market.

42. VENEERS: Fire hazard requirements.

44. SOFTWARE: Worthwhile investment.

48. HANDLES: Comprehensive collection.

52. ASSOCIATION: News from CMDA.

56. COMMENT: The sales chameleon.

58. STORAGE: Innovative solutions.

62. SOFTWARE: Battling bottlenecks.

65. DESIGN: Industry awards.

66. VACUUM: Huge energy savings.

Plus other industry and product news.

AWISA The exhibition



MELBOURNE



AWISA 2016 in Melbourne will feature leading edge technology with the latest machinery, related equipment and products to the wood working and associated industries on display. The show will again also be the traditional economic barometer of the health of the industry and a measure of the commercial performance of exhibitors, plus a vital interface with existing and prospective customers.

Chairman of AWISA and managing director of Blum Australia, Brett Ambrose said that across the board, industry participants generally acknowledge that the AWISA exhibition cannot be missed. "AWISA presents the best opportunity in Australasia to see the most comprehensive range of products that can assist businesses to operate more efficiently and be more profitable"

"The show presents an outstanding opportunity to see the broadest spectrum of leading brands and suppliers all under the same roof."

He said Melbourne will be an exciting venue for the AWISA show. "It is a key manufacturing state and will present a chance to see the latest technology, trends and products only just recently on display in Europe."

"AWISA is a once every two year chance for practitioners in the trade to catch up with colleagues and check out the state-of-play, and gauge the current and likely future business prospects of the industry," said Mr Ambrose.

Experience from the 2014 AWISA show in Brisbane demonstrates that there is no doubt that AWISA attracts the right people, with about 60 per cent of attendees being owners, directors, general managers or production/manufacturing managers.

Mr Ambrose added that in the past attendance had been strong from throughout Australia and New Zealand. Many exhibitors from the last AWISA show commented on the high numbers of visitors from all states and from overseas. "We are anticipating that visitor numbers in Melbourne will be particularly strong."

He said, as a leading international company, Blum sees AWISA as important to allow technology, products and services to be showcased to existing and prospective Australasian customers. "Our stand at Melbourne will be impressive – you bet – we are going in boots-and-all!"

Blum will have some of their international staff on-hand at the show and will have some new products and technology on display. "So this will be the first time some product lines have been available in Australasia. We are really looking forward to the show," said Mr Ambrose.

"AWISA is the largest woodworking exhibition in the southern hemisphere and as such is a great source of help, information and inspiration. As chairman, and on behalf of the board of AWISA, I would like to take this opportunity to welcome industry people to take advantage of this truly great event and attend the Melbourne show."

Managing director of leading machinery supplier Homag, Ross Campbell warned that it was fatal to think that attending AWISA is not important. "AWISA remains a cornerstone for business in the woodworking, joinery and furniture trades in Australia and New Zealand."

Mr Campbell said Homag was excited about the show being in Melbourne. "We consider Victoria to be a major centre of cabinet making and furniture manufacturing. It's a



mature industry there and companies are at the forefront of manufacturing, machining and systems technology.

"So at Homag we are looking forward to Melbourne. I can say without hesitation that we will have our biggest and most sophisticated AWISA presence ever."

Mr Campbell added that again this year the company will be running Homag Cares, selling objects made at the show and donating the proceeds with a matching contribution from Homag, to a nominated charity.

"The AWISA exhibition has developed a reputation as an occasion not to be missed. If suppliers to the industry and manufacturers want to stay on top of their game, AWISA is a must attend event."

Mr Campbell stressed that AWISA was essentially a partnership between industry suppliers and business participants. "If you are a supplier it is important that you show the industry the respect and loyalty due and exhibit at AWISA. If you take the industry seriously you just must be there," he said.

"There is just no way major suppliers can afford not to be here," said Weinig Australia's managing director Neil Forbes.

"People in the industry go to AWISA to look and if you are not here you won't be seen. It's a once every two years opportunity for us to show our technology and equipment."

Mr Forbes said people in the industry he speaks to have a very strong affinity with AWISA. "They are looking forward to the opportunity AWISA provides to come together and enjoy each other's company."

"We are truly excited about the show being in Melbourne and looking forward to the opportunity to again interact with a broad cross section of the industry."

"For us, because AWISA has a strong emphasis in flat panel manufacturing, we will be emphasising our Holzher range of CNC routers, edgebanders, other machinery and associated equipment."

He added that Weinig has in the past and continues to be a very keen supporter of the AWISA show and the benefits it

a cornerstone for business

provides for the whole of the industry. "We see AWISA as a critical opportunity for us to interact with our customers. We are really looking forward to seeing them in Melbourne."

As one of the largest exhibitions of any kind in Australia, AWISA has become an internationally renowned success. Day-to-day business commitments frequently make it difficult to remain aware of how and why industries are changing so the Melbourne show will offer the chance to gather information and to stay in touch with important industry developments. ■

see you in Melbourne.

EWPAAs remains industry watchdog on compliance

THE Engineered Wood Products Association of Australasia will continue in its commitment to product certification and conformance credentials of building materials entering the market. The Engineered Wood Products Quality Committee meeting in Brisbane recently reviewed its agenda to maintain rigorous, 'watertight' standards to ensure products are safe and absolutely fit for purpose - an ongoing commitment in the face of increasing risks of sub-standard building materials entering the Australian market.

The quality committee includes representatives with expertise from across the timber supply chain and specifier communities. The meeting, chaired by Dr Harry Greaves, focused on presentations by EWPAAs CEO Dave Gover, laboratory manager Suzie Steiger, and quality systems engineer Andrew McLaughlin.

EWPAAs laboratories at Eagle Farm are accredited by the National Association of Testing Authorities (NATA) and test EWPAAs certified products for a full range of structural and physical properties and for formaldehyde emissions and bond quality. Samples from member plywood, LVL, particleboard and MDF mills are tested daily. The certification schemes are independently accredited by the Joint Accreditation System of Australian and New Zealand (JAS-ANZ).

"Through manufacturing innovation, robust quality control, and adherence to Australasian

product standards, the wood products industry is committed to providing a reliable, sustainable, and renewable material for building construction" EWPAAs CEO Dave Gover said.

He said EWPAAs was positioned to expand its influence as a high-profile and respected industry organisation and certifier of conforming timber products.

"Our priorities in developing and strengthening markets include on-going measures to ensure products used in Australia comply with Australian standards," Mr Gover said.

"We accept that imports are a reality, but there must be a level playing field and products used in Australian buildings must comply with Australasian standards. Structural safety and the health and wellbeing of building occupants is essential. The EWPAAs brand is a mark of confidence that a timber product meets these requirements. The EWPAAs and its members have been long-time advocates of product conformance and honest branding of products." ■

Members of the EWPAAs technical committee: Dr Michael Kennedy, Department of Agriculture and Fisheries, Brisbane, Andrew McLaughlin, EWPAAs quality systems engineer, Frank Moretti, Gunnensen, Melbourne, Dave Gover, CEO, EWPAAs, and Jim Zacharin, Cabinet Timbers, Moorabbin, Vic.



Setting the gold standard: new president of EWPAAs

"Engineered wood faces exciting challenges and a wealth of opportunities - all delivered under the EWPAAs 'gold standard' for product certification," says the association's newly-elected president Michael Murphy.

"The aim is to focus our new directions on a single brand name, underpinning EWPAAs commitment to bona fide building standards and services that are critical to its membership in Australia and New Zealand," said Mr Murphy, who was elected at the EWPAAs AGM in Brisbane recently.

He said the new EWPAAs CEO Dave Gover had "hit the ground running" and had wasted no time in visiting all members. "My role as chairman will be to support Dave in the consolidation and strategic direction of EWPAAs going forward," he said.

Mr Murphy, who is marketing manager, LVL, with Carter Holt Harvey Woodproducts in Melbourne, succeeds Brendan Smith, site manager for Juken New Zealand's plywood and sawmill operations at Gisborne.

Stuart Toakley, sales and marketing manager at Borg, was re-elected vice-president and Andrew Close, commercial manager, CHH Woodproducts, based at Mount Gambier, SA, takes over treasurer duties from Jim Bindon, managing director of Big River Group, Grafton, NSW.

Michael Murphy began his career in the industry in 1987 at Timberbuilt Solutions in Melbourne, working under his mentor Bruce Hutchings, considered Australia's LVL-based building systems guru. During his time at Timberbuilt, Mr Murphy went on to gain an honours degree in civil engineering from Monash University, graduating in 1989. When he received his degree, he was put on full time at Timberbuilt. He later joined Carter Holt Harvey after the company purchased the LVL plant at Nangwarry in South Australia, and he has been with the company ever since. ■



"Zero-Glue-Line" Evolution

AirForce System is Biesse's award winning robust, **affordable hot air edgebanding solution**. The revolutionary AirForce System developed by Biesse now allows companies of all sizes access to **invisible glue line quality** achieved by laser edges without the need of a complex and expensive laser system.

Using hot air technology the edge tape is perfectly bonded to the panel and is resistant to peeling which creates a stronger bond. This guarantees a superior product which is highly resistant to heat, water penetration and humidity, resulting in an excellent finish that will last for years.

- ✓ No Glue
- ✓ Seamless joints
- ✓ Stronger bonds

1 300 BIESSE (1300 243 773)
We have a Biesse showroom
near you

biesse.com.au

Visit us on stand 120
AWISA 2016
6-9 July, Melbourne

 **BIESSE**

Melbourne: discover its stars, secrets and little gems



MELBOURNE is an expert at the slow reveal of its many attractions. Think of those beautiful, historic shopping arcades you only discover when exploring off the main city streets. And those stylish bars, often hidden in laneways with little or no signage. And the laneway street art which has become an internationally famous and much-photographed feature.

Then there's the much-maligned Yarra River (supposedly the only one in the world to flow upside down), but even that stretch of water has tree-shaded walks and cycle trails, riverside BBQs and a couple of boat house cafes upstream which rent rowboats.

So here's how to discover the city's stars, secrets and little gems.

Getting around

The best way to explore is on foot, because it's the only way you'll discover those famous arcades and laneways. So head for the visitor information centre in Federation Square (Fed Square to the locals) and pick up a map.

Nearby are some varied walks... east up the Yarra River to Birrarung Marr, the riverside park with diverse art installations and the Federation Bells which ring out three times daily. Or west along the Yarra through the Southgate shopping and restaurant complex, then walk to Docklands, the city's newest inner suburb by the water.

The free City Circle tourist tram trundles along Flinders Street to Docklands in the west, La Trobe Street in the north and Nicholson Street/Spring Street in the east, then back to Flinders Street (and in reverse). Travel on all Yarra Trams within the above area is also free, but travel elsewhere and you'll need to buy a Myki card at 7-11 stores or a train station. (Note: you can't buy them on trams or trains.)

Because Melbourne is flat, it's made for cycling. There are numerous bike stations where you can hire a bike, then drop it back at another station – check out <http://www.melbournebikeshare.com.au/stationmap>. Commuter cycling is growing rapidly, and so is the number of protected cycle lanes around the city.

Shopping

Melbourne's arcades are celebrated for their little boutiques, artisan stores and cafes where coffee is an art form. Start in Degraves Street, opposite Flinders Street Station, where there are end-to-end restaurants and cafes. Then walk right through to the Bourke St Mall, winding your way through Centre Place, Centre Walk, and the 19th century Block Arcade and Royal Arcade.

Straight opposite are Myer and David Jones, with the Emporium and the vast Melbourne Central shopping complex right behind them. If haute couture calls, the 'Paris end' of Collins St, between Swanston St and Spring St, is your haven. The siren call of fashion is also strong in Little Collins St, with young, edgy Australian designers.

Restaurants and cafes

True foodies should grab a copy of The Age Good Food Guide, which lists every good-to-great restaurant in town. There are many in nearby suburbs too, with the newest epicurean epicentre in Fitzroy, along Gertrude St and Smith St (also great for fashion). The St Kilda foreshore is an excellent spot for a wintry walk, a warming glass of red or a bowl of soup overlooking the sea.

Ethnic precincts flourish too: Chinatown in Little Bourke Street; Greek restaurants around Lonsdale Street; Italian in Lygon St, Carlton; and Vietnamese and other Asian right along Victoria Street, Richmond.

For dining rooms with a view, Vue de Monde (one of Melbourne's top restaurants; advance bookings essential) is on the 55th floor of the Rialto building, while Sofitel Melbourne has Number 35 on the 35th floor of this 5-star hotel.

Coffee

You can't discuss Melbourne's culinary scene without including coffee; in fact some people would claim

it's more important than food. (Melbourne baristas have set up shop successfully in New York, which says a lot about their determination to improve the coffee habits in the Big Apple.)

In the CBD try these spots: Blu Nite, Brother Baba Budan, Patricia, Cup of Truth, Little Bean Blue, League Of Honest Coffee, T-Roy Browns, Slater St. Bench, LB2 Specialty Coffee and Dukes Coffee Roasters at Ross House. Check out <http://www.beanhunter.com/australia/victoria/melbourne/melbourne-cbd> for the latest hot shots.

Bars

Melbourne has some very sophisticated, luxe bars in and close to the city. For great cocktails, try 1806, Bar Americano, Black Pearl, Everleigh and Lily Blacks. Top laneway bars include Double Happiness, Ferdys, Berlin Bar, Bar Ampere and Misty Place. New bars pop up all the time, so refer to <http://www.au.timeout.com/melbourne/bars/features/4687/the-best-bars-in-melbourne>

Art

The two major galleries are the National Gallery of Victoria (NGV) in St Kilda Rd, which houses the gallery's international collection and hosts the Winter Masterpieces 'Degas: A New Vision' during July; and the Ian Potter Centre NGV at Federation Square, which houses the Australian collection. A major survey of 200 years of Australian fashion and a large exhibition of Australian watercolours both show at this gallery in July.

The city has also become world famous for its street art - UK artist Banksy has contributed, along with other internationally known street artists. Best places to browse are Hosier and Rutledge Lane, Caledonian Lane, Union Lane, Degra St, cnr Flinders Lane and Cocker Alley and Centre Place, between Collins St and Flinders Lane.

Attractions

If you're bringing the kids to Melbourne, put these on your list: The Aquarium, Melbourne Museum, the Skydeck on the 88th floor of the Eureka Tower, the tall ship Polly Woodside, Old Melbourne Gaol and Melbourne Star Observation Wheel for a sky high view of the city.

Sport

Home of the Australian Football League – and of course there are games to watch over the weekend you'll be in Melbourne. (See next AWISA issue for details.)

Out of town

Hop on a train and visit Bendigo, where the Bendigo Art Gallery has a fabulous exhibition on Marilyn Munroe (closes Sunday July 10). Hire a car and drive to the Yarra Valley or Mornington Peninsula – both are within an hour or so of the city, and famous for their wines. If you choose the Mornington Peninsula, put your car on the Sorrento-Queenscliff ferry and drive back to Melbourne via the Bellarine Peninsula.

Geelong, about an hour's drive from Melbourne, has undergone a massive transformation in recent years. The waterfront is now home to seaside restaurants, cafes, parks and more than 100 bollards that have been sculpted out of huge wooden pylons then painted. Take a close look – you may recognise the face of former Prime Minister John Howard amongst identities including explorer Mathew Flinders, sports heroes, life savers, 1920s lady swimmers and many colourful characters.

In our next issue, we'll run an extensive list of what's on in Melbourne during the AWISA exhibition. Everything from food to fashion to footy and more.

AWISA 2016 takes place in Melbourne from 6-9 July 2016.

Many interstate and international visitors may want to add extra days for exploring the city. Visitors to AWISA may have partners who might be looking for other things to do at times. This article is a brief introduction to the many attractions of Melbourne. Also visit www.visitmelbourne.com.



Photo: Mark Chew



by Geoff Bills

market

Housing renovations

THE HOUSING RENOVATION MARKET is large: for most of the past sixteen years it has been about three-quarters the size of new housing. In 2012/13, however, while new housing grew strongly, renovation activity fell sharply and has since shown very little growth.

This recent behaviour is unusual. In earlier times the renovation market has grown more rapidly than the new housing market and has been less volatile than new housing. It has therefore been an interesting market to observe. But it is also a difficult market to get to grips with – hard to quantify, both in total and in terms of its major components.

Size and growth

Chart 1 shows the volume of work done on new housing and housing renovation over the past fifteen years and forecasts for this year and the following two.

The renovation numbers are those published in the quarterly estimates of national income and expenditure. They are rough estimates of total spending based on collections of building activity statistics, which record approved renovations – those valued at \$10,000 or more and approved by local council – and periodic surveys of household expenditure. These latter surveys show that households actually spend about four times the spending recorded on approved renovations. So the recorded data are expanded each quarter to derive the estimates of total spending.

The trend rate of growth in new housing

activity over the past fifteen years has been has been two per cent a year – measured in constant 2013/14 prices, from around \$35 billion a year to \$47.5 billion a year. The renovation market, however, has grown by less than one per cent a year, from some \$28 billion in 1999/00 to \$32 billion in 2014/15. As a result, renovation's share of the total housing market has fallen from 43 per cent in the early 2000s to 36 per cent today.

As the chart shows, while new housing activity was well above its long-term trend level last year, renovation activity was significantly below trend. The current boom in apartment construction is expected to drive new housing activity nine per cent higher this year; but a decline of two per cent is expected in 2016/17 and sharper drop of nine per cent is forecast for 2017/18.

Renovation activity, however, is forecast to rise slightly this year and more strongly in the following two years: by 1.6 per cent in 2016/17 and 2.8 per cent in 2017/18.

State activity

As Chart 2 shows, the big fall in national renovation activity in 2012/13 was the result of falls in all of the large states except Victoria. There were also big falls in Tasmania and the territories.

The NSW renovation market fell sharply in 2000/01 as the state was hit hard by the post-GST recession. By 2002/03 it had recovered to \$6.2 billion, only 6 per cent higher than in

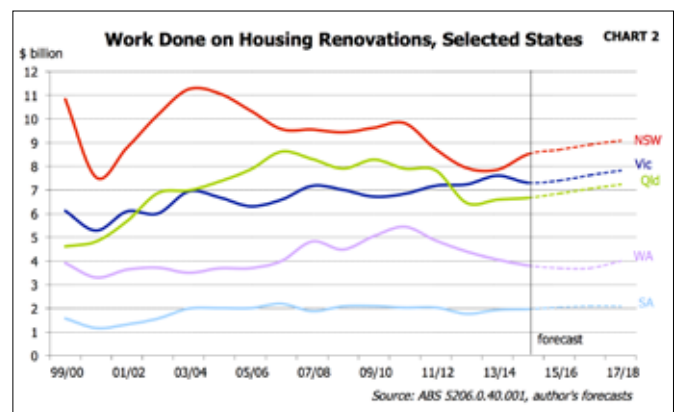
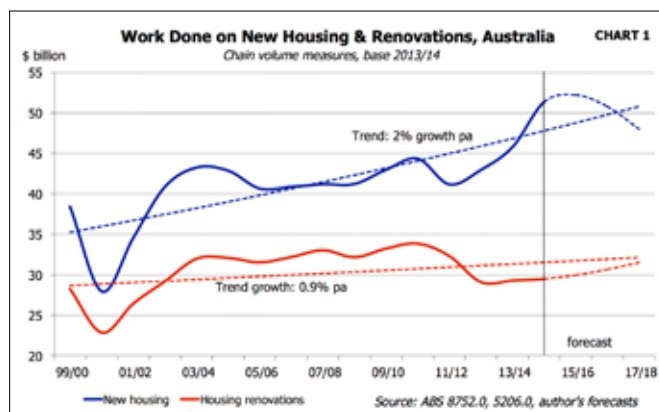
1998/99. The pattern in the ACT was similar – a slump in 2000/01 and partial recovery to \$212 million by 2002/03 left the market only 10 per cent higher than in 1998/99. The market in the NT, at \$212 million in 2002/03, had still not recovered from its earlier fall and was 10 per cent lower than five years earlier.

Only in Tasmania, where population growth has been slow, is the renovation market larger than the new housing market. In 2002/03 it was 29 per cent bigger than new housing. In the same year, renovation activity in SA was 92 per cent of work done on new housing. Nationally, it was about three-quarters the size of new housing.

Market segments

None of the publications of the Australian Bureau of Statistics shows any detail of the types of work done on renovations. Information available within the insurance industry, however, is collected, analysed and published by the Housing Industry Association in its quarterly Renovations Monitor. These statistics cover only about a quarter of total work done, but they include work that does not have to be approved by council and provide some useful market insights.

The latest publication shows that in the December quarter of 2003 the largest segment of the market was ground floor extensions, on which \$515 million was spent and where the average job cost \$92,000. Other major segments of the market were:



Geoff Bills

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



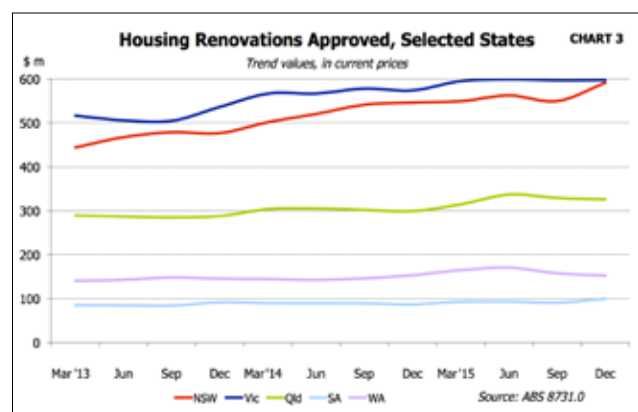
	Expenditure \$m	Average Value \$000
Second storey extensions	305	111
Kitchens	35	29
Bathrooms	29	30
Garages/carports	47	52
Roofing/cladding	21	37
External work	45	30

Outlook

A look at recent trends in the volume of work approved suggests that the renovation market will keep growing quite strongly in the months ahead. There are several reasons why it should:

- First, the cost of moving house, including real estate agents' fees, stamp duty and the moving costs themselves, are high. Owners can often get better value for money by extending or renovating their existing homes than by moving.
- Second, about 40 per cent of the Australian housing stock is over 30 years old and in need of renovation.
- Third, many people prefer to stay in the area they know and like rather than move.
- Finally, the many improvements in the style and quality of building materials, products and fittings available, make renovation an attractive proposition.

Higher interest rates and falling house prices will dampen this trend in the years immediately ahead – but only slightly. In the longer term renovations will remain a strong growth market. ■



Stefano Orlati LED Lighting by Titus



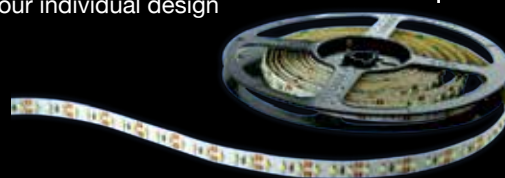
LED Downlights

- Cool or warm white
- Plug & play installation
- Sensor & dimmer options



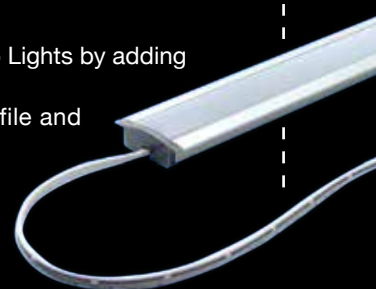
LED Strip Lights

- Made-to-Measure Lighting Program available with our LED Strip Lighting
- Simple plug & play options based on your individual design



LED Profiles

- Enhance your Strip Lights by adding an LED Profile
- Custom made profile and strip light lengths fabricated by us to your measurement



Stefano Orlati Titus+

Decorative Solutions
from Titus Tekform

www.titustekform.com.au



The Mark Tuckey furniture story

MARK TUCKEY is sitting at one of his trademark dining tables in his beachside Sydney store at Newport, relaxed yet still keeping attuned to the activity in the showroom. The main retail store, he explains, is located in Fitzroy in Melbourne, and his 3,500 square metre workshop is located in nearby Thornbury. He has 45 staff working for him. For a long time at the start, 25 years ago, Tuckey had four shops, around Melbourne. When he found one big space with a workshop at the back in Fitzroy, he shut all the other shops, and moved there. "About seven years ago I moved back to where I grew up, right here, with the intention of having two years off work because I was tired, a bit burnt out, from working so long. I got here and this shop we're sitting in was vacant,



in the Financial Review's 2015 seasonal wish list, lighting designer Christopher Boots said he wished for a Mark Tuckey dining table. "Mark creates wonderful dining tables using recycled timber, often Oregon or red gum. I could easily envisage a new dining table to seat at least 10 people in my home," adding that Tuckey's furniture is also built to last. Tuckey describes his signature work as solid timber with a pared back simplicity where the timber speaks for itself. The product is all about the timber. The timber is the statement and the product is not overly designed. His basic design ethos is to make things he likes and has in his own home, to make things that are marketable as he does not make products that are not saleable, and to make things that will last, Tuckey articulates.

When his wife, Louella, came on board, which was 10 years ago, he adds, her influence certainly refined the product as she had studied furniture design at college, making for great synergy. Their starting point is designing things that have beautiful form made from beautiful materials.

Tuckey demurely recounts, "An editor said to me yesterday that they think I have created a whole Australian furniture design flavour, and that they think we've spawned a whole Australian look. It's a huge compliment. I don't know if it's true or not, but there's a whole lot of people out there copying us."

It all began with \$200 dollars and a Ford F100 truck that he used to collect wood from demolition sites to take back to a garage

where he had a jig-saw. After securing a large order for tables, he took a punt, and leased a factory space. As he put profits back into materials and equipment, the business grew organically. He chose wood as the basis of his business because an acquaintance was producing furniture out of recycled timber, which ticked all Tuckey's boxes, working with his hands in a creative process, and working in an environmentally friendly job. Having grown up on Sydney's northern beaches, he had learned the importance of being environmentally conscious. Working with timber fitted him because it is an organic substance with a mind of its own, and working with solid timber has its challenges and its rewards. He was not afraid to make mistakes and he asked the right questions of the right people, experts in their fields. He brought to this venture knowledge and skills from a previous enterprise in the clothing business, which involved him designing and manufacturing clothing. As Tuckey says, he understood that if you want something to happen, you have to make it happen, and he understood the market trends. Success came from working very hard seven days a week, and networking. "I suppose the original motivation for me to do what I do, was to be involved in the creative process, to actually think things up, and to get my hands on to them to make them, finish them, and then see them sold. It was the full creative process, and that's what really applies even now. As far as the actual hands-on, I'm up for anything. I'll help sweep the floor, do sanding, any of it. I find it all satisfying."

Which is his proudest achievement? "I have to say that I'm proud that I've been able to make a product that's kept me alive, employ great people, and continue to make dining tables that are at the core of the business."

Originally he used only recycled timber but commercial reality forced him eventually to also incorporate new timber. Now he uses half and half, possibly a bit more new timber.

solid timber with a pared back simplicity

and I thought, 'It is perfect.' I grabbed it, and started working seven days a week again. I never had my two years off."

While he is still open to making bespoke furniture, the majority of sales are generated from customers visiting the showrooms and ordering from the handmade furniture on show. "We do really well, people appreciate the craftsmanship and that their unique table is handmade for them". As there is no economy of scale in hand-made production, he rarely does long runs. It is a fickle business, he continues. You may sell 20 units of a product per month for months on end, until all of a sudden sales stop. However, some stock items always sell, tables where you can get the greatest number of people in the smallest possible space, he explains.

The Tuckey style has captured the imagination of customers and designers with the top house magazines writing about him. At Christmas,



I've consciously bought high quality equipment



"I used to trade slabs of beer and a bit of money with the demo guys. These days I go out to demo jobs, see what they have and buy it by the semi-trailer load. My Melbourne workshop manager also has a very keen eye for the right timber. So he buys for me, too. It's generally a feast or a famine. In the beginning I designed and made things with the materials at hand. Occasionally we might get some timber that is different to our normal staple and design something to suit," he remembers. On a small scale, he de-nails, cleans and machines the timber but generally the work is done by contractors who have the space, the big forklifts, and equipment.

If he had to pick a favourite timber, it would be recycled timber because of its structural integrity, and colour. "The old recycled timber has a beautiful colour, and it's not quite as dense and heavy as some of the other north coast hard woods, and it's not as greasy. It is a bit easier to work with than some of them."

The workshop is made up of functional areas including base making, top making, cabinet making, timber machining, sanding, finishing, timber store, and hardware store. Orders come from the showrooms and the work is allocated out from the factory office. There is a very tight system in place to reflect Tuckey's absolute position in business which is "to always do what you say you will do". Much thought and planning went into the layout of the workshop, infrastructure, air lines, and the power, and he has a strong policy on tidiness and cleanliness. "So people come to work and they feel fresh, they tidy up every night. It's no-mess Charlie at my place, and that's the reason for personal pride in the workplace, efficiency, and safety," he says.

The list of equipment in the workshop includes a couple of stroke sanders, gluing

racks, big modern spray booth, plenty of clamps, various tools for removing nails and cleaning up timber, and "pretty much every tool known to man". There is also an array of mechanical tools to maintain equipment. "I've got thicknessers and panel saws that I've had for 20 years. You change the bearings, and keep putting fresh blades on them, and level up, square up the table from time to time, and they just keep going. They're that solid. One of the first machines I bought was a wide belt sander. It can sand table tops up to 1100 wide. At the time I really went out on a limb financially to get it as it was a good quality one. We still use it today, 25 years later. Also I consider my truck, the Ford F100, a tool. I bought the truck in 1990 and I still use it regularly. I've always consciously bought high quality equipment. I've bought a lot of Italian and German woodworking equipment."

Sipping the last of his coffee as his conversation with AWISA - The Magazine concludes, Tuckey sums up that his main focus from the beginning has been to sit and think, 'How well is this going to work?'. With a belief in creative visualisation, where you manifest in thought your future, he has always looked forward, 'How good is this going to be?' When he started in business, the timing was fortuitous for him because in the recession of the late 1980s and early 1990s a lot of people were going out of business, divesting property and equipment cheaply. Starting a business today is a lot harder, Tuckey suggests, because there are many more players in the field but creating a successful business is as much about marketing as any other facet, the wherewithal, space, or equipment. Understanding the marketplace is essential - identify what your customer wants to buy and how much they are willing to pay for it, and then put it on the market. ■

by John Halkett

Wooden buildings - is the sky the limit?

HOUSING in Australia's largest cities are in the midst of a revolution. New apartment construction has now outstripped traditional detached home starts. Housing is moving in towards city centres and development hubs, and up into the sky. So it's inwards and upwards, and apartments not houses, that are key drivers behind today's city building boom.

A dramatic feature of the apartment boom is an increasing number of developments showcasing wooden mid-rise

Structural engineer at professional and technical services firm Aecom Nick Hewson agrees, but offers a caveat. "I think timber could definitely have a role to play in 30 storey plus buildings but they are unlikely to be entirely timber structures. Certain issues can arise when you start to build over ten storeys."

"I think there's probably a wooden building 'sweet spot' between four and 15 storeys for a wholly timber building - the range where it will be most effective," he said.

According to Hewson, wooden buildings can weigh 50 percent less than traditional concrete buildings. "This can extensively reduce the cost, particularly in cases where developers are working with poor ground conditions or where a build site needs extensive outlay on foundations."

He said another benefit is lightness. "Particularly in dense cities, where conditions are restrained and space is limited, timber becomes attractive. It is lightweight and easier to handle."

Hewson forecasts that the next five years will be filled with opportunities to apply wood as decking over railway lines. He identifies Melbourne as a city that has many double crossings and an array of potential development sites around train stations.

"There are such high costs in deck structure so if you can double the yield by placing a building on top, the economics start to make real sense," said Hewson.

In Sydney, Urban Growth NSW has identified an urban renewal opportunity for the Central to Eveleigh railway corridor which would see over one million square metres of floor space made available along the three kilometre corridor providing real potential for timber construction.

"Timber can help manage a site better. Sites are quieter, less dirty, less dusty and significantly safer. They're also quick to construct with a timber building able to be up in a matter of weeks," said Hewson.

An industry symposium held recently in Melbourne discussed the rapidly growing new opportunities in the mid-rise apartment, hotel and office sectors.

According to the managing director of Forest and Wood Products Australia Ric Sinclair, the objective of the symposium was to provide an opportunity for the timber industry supply chain and other interested parties to explore possible market development approaches to the rapidly expanding mid-rise market for timber products and timber-based building solutions. The symposium was also attended by representatives of major development companies, architects and building professionals.



Photo: Stora Enso

Docklands Library and Community Centre, Docklands, Melbourne. Wooden building can weigh 50 per cent less than traditional concrete buildings – reducing costs particularly where developers are working with poor ground conditions or where a build site needs extensive outlay on foundations.

buildings that take advantage of timber's dexterity as a building material and strong environmental credentials.

Timber's natural aesthetic attributes, engineering properties, durability and carbon sequestering credentials see it gaining traction as the building material of the twenty-first century.

The potential of timber in construction has also prompted the unveiling of regular Woodscraper proposals in Australia and elsewhere. Renowned for championing the tall wooden building industry, Canadian architect Michael Green suggests wooden skylines could reach 30 storeys and that we have the technology in place to build them now.

"Unlike steel and concrete, wood sequesters carbon dioxide, storing it for the life of the building," said Green.

"As a renewable material grown by the power of the sun, wood offers us a new way to think about our future."

He confirms building such ambitious structures with timber would mean; "reinventing wood; making it stronger, more fire safe, more durable and selecting material from sustainably managed forests."

Massive panel construction ... with its natural aesthetic attributes, engineering properties, durability and its carbon sequestering and other environmental credentials, wood is gaining traction as the building material of the twenty first century.

"The symposium followed a submission for Proposal for Change for the National Construction Code to make it easier to build mid-rise buildings up to eight storeys out of lightweight and massive timber construction systems. If accepted, it would come into effect in May 2016."

Sinclair added that there was unanimous agreement at the symposium that this new mid-rise and commercial market holds exciting prospects for timber products and systems.

"There was also agreement that these new markets provide opportunities for all timber products: local and imported; structural and appearance, sawn, engineered and panels; mass timber and lightweight structural timber products."

Canadian timber industry expert Kelly McCloskey told symposium attendees that North America was perhaps 20 years ahead on multiple storey timber buildings, but Australia had the ability to catch up.

"Choose your industry champions to push the message about the wonderful prefabricated systems you already have. Seeing is believing, show off demonstration projects and benchmark, track and remeasure goals," he said.

He advised that British Columbia got the ball rolling on building code changes for five and six storey wood buildings in 2009 and more than 250 projects are now built or near completion.

IndustryEdge's Tim Woods told the symposium projected levels of higher density housing represents a major transition in the way Australians live in cities, with potentially about a million new higher density homes being added to the housing stock in the next three decades through urban renewal and infill in Sydney, Melbourne and Brisbane alone.

"The mid-rise market opportunity will be characterised by a greater evolution to 'systems-based' solutions and supply arrangements - both lightweight timber members and plasterboard, mass timber and prefabricated products."

"A number of major builders have already tested a range of new timber systems in this market and found the approach to be highly cost competitive against current alternative building options," said Woods.

There seems little doubt that engineered timber products and building systems now available, along with clever design and changes to building codes will see wooden buildings continuing to move skywards. Smart marketing of the environmental and carbon storage attributes of wood, will add to this momentum. ■



Photo: Stora Enso



The Green under construction in Melbourne. Mid-rise buildings using lightweight and massive timber construction systems provide opportunities for all types of timber products.

Trade show display area wins national design award



Not that any further evidence was required, but the talents of one of the country's leading designers Kim Duffin, were applauded once again at the national Kitchen Bathroom Design Institute's (KBDi) annual awards evening held in Cairns in late August.

Winner of numerous design awards on the night, Kim's skill in designing Lincoln Sentry's AWISA 2014 display area was announced as the winner of the prestigious 2015 Australia Design Space of the Year Award.

A cabinet maker by trade, Kim has been designing kitchens and bathrooms for more than 25 years and said he was constantly inspired to ensure the very latest design and product concepts are integrated into each one of his designs.

"When designing Lincoln Sentry's display area for AWISA 2014, I was motivated by the saying "the heart of the home". So I set out to make the kitchen, laundry and scullery the spine of the display – making it the backdrop for all

other spaces within the stand," he said. "Flow was really important, as was allowing enough space for the visitor to be able to linger, look, touch and experience all the different Lincoln Sentry elements incorporated into the display at their own pace."

"The colour palette I used needed to enhance the functionality of the hardware on display. Neutral tones were selected which worked in unison with the different materials used to create a point of difference between zones and gave the visitor a more defined visual impression to remember the functional elements of what was on show."

"The room divider we used between the scullery and the bedroom spaces was a great inclusion as it allowed the spaces to blend while adding a splash of colour. Another highlight of the display area was the concealed wash up zone in the kitchen. So much energy went into engineering this zone and it perfectly demonstrates to cabinet

makers and designers how they can think outside the square when offering solutions to end users," Kim said.

According to Kim, design and functionality of a bathroom or kitchen is no longer a luxury, but rather a necessity. "Designers and cabinet makers need to be encouraged to think about each and every cabinet, drawer cupboard and how they can make it more functional. I used this philosophy to showcase the multiple ways many of Lincoln Sentry's products could be used. How we use our kitchens today is very different, they are true multi-purpose use areas where space is at a premium. Adding components that allow the end user to store, prepare and entertain in the same spot is what is required of our kitchens today."

"Technology is another element that is gaining plenty of interest. Lighting, lift systems and components that are movement controlled by electronics are only going to increase in the future," said Kim.

Lincoln Sentry's award winning 2014 AWISA display area now resides at its Alexandria showroom in Sydney



LINCOLN SENTRY
Phone 1300 551 919
www.lincolnsentry.com.au



DYNALOG 3.4 Update Now Available

Blum continues to support Manufacturers and Designers with their industry leading online software. DYNALOG has been updated to DYNALOG 3.4 which now has the ability to include the new AVENTOS HK-XS and LEGRABOX pure Sink Drawer application in DYNAPLAN.

Available at www.blum.com

 **blum**[®]

High end edges for high end products

Peerless: Having no equals, matchless.

As the name implies, from its inception, the company was set up to be the best in the industry.

Steve Catanea is the managing director of Peerless Joinery. Steve has been in the industry for 30 years and spent some of his early days working for some average, run of the mill joineries and kitchen manufacturers. His apprenticeship, however, was undertaken with a company that, without doubt is among the best in the industry, and is synonymous with unparalleled quality.

That company is Degabriele Kitchens that, for over thirty years has been a force for change in the highly competitive Sydney kitchen industry. After serving out his apprenticeship with Degabriele Kitchens, Steve moved on and worked for other joineries.

He spent some time out of the industry but his love for cabinet making and quality compelled him back to the industry and, ultimately, to team up with his old Alma-mater at Degabriele Kitchens.

Peerless Joinery is unique in the industry. It not only caters to high end kitchen retailers, but it also services customers from different levels within the industry. Peerless Joinery's customers have different needs and different demands from their manufacturer and Steve Catanea has had to adapt to these varying demands.

High quality edge processing for high volume customers

He has achieved this by developing a highly skilled workforce and also by installing high end, state of the art equipment. So, when it came to replacing his old edgebander, Steve

was not prepared to settle for second best. He wanted the very best.

The decision to purchase the Homag Ambition 2470 in combination with a Homag Automation TFU 140 work piece return conveyor was, therefore, for Steve, a "no-brainer".

Peerless Joinery purchased the first of the Ambition 2470 series machines delivered to Australia. This model is carefully specified to meet the Australian market demand for high volume machines to process high-gloss material.

The Homag Ambition 2470 is a high performance machine that enables the user to process a wide selection of material with optimum edge quality. Steve says, "The quality of the edge is fantastic. We are now achieving a seamless edge and we can alternate between neutral or darker glues at the flick of a switch."

"With the introduction of process sensitive edges for gloss boards, this would have been a problem but with the Homag 2470, it's a breeze. I can't be happier", Steve says.

Time savings of 80 minutes a day

Installed in November last year, Peerless' Homag Ambition 2470 runs all day. The finish processing unit comprises a glue joint scraping unit for disposal of glue residues at both the top and bottom of PVC edges. As a result, Peerless Joinery's operations are far more efficient.

Steve explains, "Previously, we had one person allocated to the cleaning of the door edges. This is no longer required. Similarly, the time allocated to clean cabinet edges has been reduced by 80 per cent. This is real time saving for us."

Steve about the Homag Ambition 2470, "The quality of the edge is fantastic. We are now achieving a seamless edge and we can alternate between neutral or darker glues at the flick of a switch."

With the pre-melting unit two alternating glue colours can be melted on without the need to empty the storage tank. The FlexTrim is a 2-profile technology for the profile trimming unit that allows a fast automatic profile changeover.





Employing 30 people on the floor and eight in admin, Peerless Joinery has more than doubled its floor space in the last two years and is planning further extensions.

Investment in a highly flexible machine

Thanks to the features of the Homag Ambition series, the 2470 high end model clearly meets the requirements for customers with an increasing volume of work. Therefore, Homag salesman Alex Muscat offered this edgebander most suited to the needs of Peerless Joinery, and explains the benefits of the Homag Ambition 2470 model, "The machine can be used for gluing edges, precise snipping and finish processing, including rounding the face sides. PU can also be used if required. Even veneer edges are rounded using the four-motor profile trimming tool without splintering."

The different equipment packages on offer permit adaptation of the machines for a wide range of different requirements. With feed rates of up to 25 m/min, producers with higher output targets, such as Peerless Joinery, can tailor their productivity to changing demands.

Additionally, all Homag Ambition machines require low-energy and are environmentally friendly. Not to mention the PowerTouch controller which allows users to swipe, tap, zoom and scroll. The system centres on a large multitouch monitor that allows operation of the machine functions by direct touch.

Bearing in mind the growth of the business, Steve saw the need for investing in new machinery. "With the right machines, you are able to grow the business," he says. It's a simple equation for him. "If you get a new machine, your capacity increases, providing your business with more opportunities. Automation and investment removes the limitations on your business. We are increasingly confident that this was the right purchase for our business."

More efficiency with a return conveyor

This patented panel return conveyor system is designed to automatically return panels from an edgebanding machine

to the operator. The TFU 140 return allows one operator to continuously work at the edgebander returning parts back to him to be off-stacked or for reintroduction into the edgebander.

"A return system is a perfect addition to single-sided edgebanding machine as it reduces manual workers needed and it increases the output," Alex Muscat says.

Going the extra mile

Employing 30 people on the floor and eight in admin, Peerless Joinery has more than doubled its floor space in the last two years and is planning further extensions. Located in Kings Park, a suburb in the greater western Sydney region, Peerless Joinery supplies kitchens and joinery to some of the most discerning and high end retailers in Sydney. They also provide budget kitchens, and do some kitchen renovations.

Steve is always prepared to go the extra mile; this is what he promises his customers and himself. "We take pride in our work, and every kitchen is customised. It's all about customer service these days, quality and on-time delivery. I want to make sure that the client is happy. It's not always about the dollars."

HOMAG AUSTRALIA PTY LTD
Phone 1800 355 635
www.homag-australia.com

PEERLESS JOINERY PTY LTD
Phone 1300 133 054
www.peerlessjoinery.com.au

Neolith: its rock hard, and it's the new rock star of kitchen surfaces

It is the most exciting development in kitchen surfaces, straight from Europe. This totally natural product is rock hard, incredibly resistant to staining, scratching and heat, won't fade when used around outdoor entertaining areas or on building facades and is more affordable than one would expect. Its high strength allows for slimline designs using sheets that are only 6 and 12mm thick.

Designed and launched in Europe five years ago to offer a world of new design options for kitchen and bathroom surfaces, Neolith is now available in Australia and has quickly found a ready market.

A sintered compact surface, it is made from 100% natural ingredients, including clays, feldspar, silica and mineral oxides which are compacted by over 20 tonne presses then fired at over 1200degrees centigrade. This process creates a material so hard and impervious that red wine stains, hot saucepans marks and scratches are a thing of the past.

Neolith is distributed exclusively in Australia by CDK Stone, which, during its 34-year history, has become a specialist in boutique natural stone surfaces.

General manager marketing, Nigel Finney, says that while it was a very significant decision to take on a completely new product range, the company believes Neolith is the next generation of surfaces for which the industry has been waiting.

"People want more design options; whether they're modern or classical, rustic or refined. And they want hassle-free maintenance without fears of scratching or staining". Nigel says. "Neolith offers a vast range of options, from

solid contemporary colours to incredibly realistic marble, concrete, timber and iron finishes, all without fear of scratching, staining, fading or heat damage".

Thanks to its high strength, Neolith bench surfaces are 12mm thick, compared to most stone surfaces at 20mm, offering a weight saving and broader range of applications. There is also a 6mm thick option for floors and walls.

The standard sheet size is 3.2m x 1.5m, meaning that bathroom floors, walls and shower recesses can be covered with large, customised panels with few grout lines for stunning appearance with easy cleaning and long term maintenance.

Other areas where designers, builders and fabricators are realising the potential of Neolith is in outdoor applications. Because of its high UV/fading resistance and waterproofing qualities, it is now being specified for barbecue and pool areas.

As the leading one-stop-shop for stone fabricators in Australia, CDK Stone has been providing the necessary tools, equipment, and training to support the industry as its use of Neolith grows by the day.

From left: Nigel Finney (General manager marketing), Jonathan Height (Joint managing director), James Woodyatt (Joint managing director), Tony Victor (Director).



"We are seeing a number of wood working companies moving into stone fabrication to supplement their traditional business and are re equipping their facilities with new machinery to handle stone and Neolith".

"We distribute a large range of handling, cutting, polishing, water recycling, and other equipment from major European manufacturers as well as specialised software and tooling. In addition, CDK Stone has been providing financial support to customers via leasing arrangements". Nigel says.

Four finishes and multiple colours

New colours and patterns are released each year, and CDK Stone carries around 20 different colours. Depending on the category, up to four finishes are available: polished, satin, silk (lightly textured) and river-wash (boldly textured). While classic natural stone patterns such as Estuario, Calacatta, Pulpis and Basalt feature in the range, there are other striking patterns such as Beton, Cement, Iron Corten, Timber, Steel and Arctic White and Black.

Manufactured in Spain and exported to about 65 countries, Neolith has won multiple international awards. Being composed of natural materials, it is 100% recyclable and resistant to fire and high temperatures.

CDK Stone expects the Australian market for Neolith will expand rapidly over the next five years. The Australian dwelling construction market is enjoying record highs, which major industry forecasters predict will continue for another couple of years.

"There are hundreds of thousands of benchtops installed each year, half of them in new premises and half in existing ones", Nigel says. "I think Neolith will do very well in this market. I also expect a growing market for Neolith sheets into bathroom floors and walls, outdoor areas and commercial developments".

"I've been in product development for over thirty years, and sometimes you see something that you know has got the goods", Nigel says. "Neolith is one of them".

CDK STONE PTY LTD
Phone 03 8552 6000
www.cdkstone.com.au



Top: Neolith Iron.

Above and opposite page:
Neolith Estuario.

Trufix Cabinetmaking embraces CNC manufacturing



Trufix Cabinetmaking is a growing business that is embracing the latest technology. The business has recently purchased Cabinet Vision software from Planit Cutting Edge Solutions and an Anderson CNC from I & J Machinery Sales. The investment has already begun to pay off for owners Dean and Michelle Manzone.

When looking to originally purchase their new machine, Dean and Michelle were advised that it was going to be important to consider investing in software as well. The functionality gained from integrating software into their business would help improve their design and set-out times, as well as help utilise the full capabilities of the CNC. So the couple looked towards Cabinet Vision.

The majority of the work done by Dean and Michelle is with maintenance cabinetry, so the jobs are all unique and time sensitive. Cabinet Vision gives Trufix Cabinetmaking the flexibility it needs to meet the unique requirements of the jobs that are manufactured. Combined with this, the software's useability has helped improve production rates. Cabinet Vision is helping the company achieve the detail required for its type of work, including matching existing cabinets such as "mullion" type cabinets.

Cabinet Vision is able to export G-Code ready to be run on the CNC. Michelle can run the CNC while the guys are busy installing, thanks to the design to manufacturing approach. She commented: "How hard can it be – you only need to load the file and press the button on the machine. We only have to run the machine a few days a week and it's great to know that we have the extra production capacity if and when we need it".

"I can't believe how much work we put through this small factory. Now we can cut one day and install the next," said Dean, who added, "Big jobs or small, it's so quick, even on a small vanity we save heaps of time."

In a little over six months, the business has expanded from a husband and wife team to a total of five staff, with the company increasing its production from one kitchen a week to over four per week. Dean and Michelle are delighted to say that they are very happy with how the machine and software are working together, and would like to thank Alan and Ian for their help and support with setting up the system along with their continued service. Both Dean and Michelle commented, "It gives us piece of mind knowing we are supported by businesses with local support and years of experience in our industry."

Alan shared, "If you're looking to embrace manufacturing in your company, it's important to remember the significance of integrating both software and machinery into your production process. Make sure you capitalise on the improvements and efficiency that a complete design to manufacturing solution will bring your business."

PLANIT
Phone 1300 855 411
www.au.planit.com



Handle Range by Lincoln Sentry

The Lincoln Sentry handle collection includes Modern, Profile, Comfort, Designer & Provincial ranges.

Lincoln Sentry's selected handle range is inspired by function and assists in creating the personality for your space, providing timeless style and long-lasting functionality in almost any setting. These handles are not limited to the kitchen – you'll find them ideal for offices, retail, furniture and commercial applications.

Available in a wide range of different designs, sizes and finishes, there is something for everyone in the Lincoln Sentry Handle Range. Take a look through the key design trends for this year and then see how the Lincoln Sentry range of handles, hardware and accessories can help express each individual's style.



For more information, visit www.lincolnsentry.com.au
or contact our National Customer Service Centre on 1300 551 919

 **LINCOLN**
S E N T R Y

Collaboration makes for great doors

In a collaborative production partnership with Biesse, Canberra's Duratech Industries produce some of the best vinyl wrap and painted cabinet doors in the business.

Managing director Joe Lukic says the company may well lay claim to manufacturing the best vinyl wrap doors in Australia. "Also with 165 options we believe we offer the largest range of vinyl wrap doors in the country."

"In addition to our extensive standard range we are able to manufacture custom-made profiles," says Joe. "Plus we provide a strong ten year manufacturer's guarantee with all our doors. Most other manufacturers provide only a seven year warranty."

Joe is measured in reporting that the company's kitchen cabinet doors – plus flat pack cabinets – were supplied for the major refurbishment of the Prime Minister's residence, The Lodge.

Duratech Industries is owned and managed by Joe and his brother Adam. They began supplying vinyl wrap and painted doors to kitchen, vanity and wardrobe builders in 1997.

Duratech Industries producing among the best vinyl wrap cabinet doors in the business.



"We started in Queanbeyan with a workforce of four and through sustained growth and planning we now employ over twenty full time staff at our Fyshwick premises."

Duratech Industries manufactures vinyl wrap doors using quality Australian made, moisture resistant MDF. "We source the best vinyls available from both Australian and international manufacturers. This helps us to offer the largest range of colours and finishes available in the country," says Joe.

But Duratech Industries is not just about vinyl wrap cabinet doors, it also has a growing demand for its custom-designed and manufactured acoustic panels.

"Our acoustic panels are in increasing demand for commercial applications, like office fit outs, schools and gymnasiums," says Joe.

The company's third line of business is quality custom-made flat pack cabinets, like the ones now installed in The Lodge. Joe stressed that he only supplies to joinery shops and does not sell retail.

"We supply to a good number of smaller joiners, but also assist larger cabinet makers from time-to-time, especially when they are under workload pressure."

Joe says there is no doubt it is the doors that are the defining feature of cabinets – giving them, and the kitchen style, glamour and fashion. "Well that is what good doors do. Quality, finish and style are the domain of Duratech Industries."

Commenting on its manufacturing operation Joe says with its diversity of work, the company has quite a number and range of machines, including some particularly specialised ones to do both the vinyl wrapping and painting.

"But Biesse-supplied Rover CNC routers, and the recently installed Viet wide belt sander are at the centre of our flat pack cabinet and door production lines."

He was quick to emphasise that the relatively new Rover B CNC router, with on-load and off load, plus labelling capability, is now an important part of the company's cabinet and door manufacturing.

"However, our older Rover A is still our real work horse. It is now nine years old, and has been working at least twelve hours a day, every day since it was commissioned. It rarely misses a beat. It is a super impressive, reliable, efficient machine."

In relation to door finishing Joe notes the trend towards high gloss bright colour kitchen door finishes. "Absolutely immaculate sanding is essential to achieve a high quality blemish-free two pack painted finish," he said.

"So critical to achieving this result is our new Viet Opera 5 wide belt sander. It has the very latest sanding technology and can be custom configured to achieve high levels of finishing and perform the most delicate of sanding operations essential for our high quality two pack painted kitchen doors."

Commenting on the relationship between Duratech Industries and Biesse, Joe said, in addition to the reliability



and precision performance of its machinery, Biesse continues to be a great production partner and consultant.

"Their technical support and servicing is excellent. We have been really impressed with their on-line diagnostic trouble-shoot capacity that has meant most issues can be resolved without the time delay associated with having to get a technician on-site."

"Also after the installation of the Viet sander, Biesse had a specialist technician from its Italian machine manufacturing and technology centre here for two weeks to transform our processes from manual to automatic and to ensure that our operators were completely confident in operating this most critical piece of machinery."

BIESSE GROUP AUSTRALIA
Phone 1300 BIESSE (243 773)
www.biesse.com.au



Joe Lukic, managing director with painter Justin Lowe ... the very latest sanding technology critical to high gloss two pack painted finishes.

Joe Lukic (rear) with operators Kate James and Paul French with their Rover A router ... works at least twelve hours a day, every day since it was commissioned nine years ago.

SAVINGS RELATING TO YOUR VACUUM

Replace your smaller pumps with one GHSVSD+ vacuum pump and save. Fewer pumps means less service, the variable speed means up to 50% less energy used and less rework by increased suction when you need it. All-in-all one GHSVSD+ can save you time, service, energy and money. Request more info vac@au.atlascopco.com.au

Call 1800 023 469



www.atlascopco.com.au/vac



DELIVERED
READY
FOR USE
**PLUG
AND
PLAY**

Atlas Copco

Where are they now?

WINNING the John Tiddy memorial award is clearly part of the motivation behind young cabinet making and joinery apprentices doing well, and moving their careers and lives in the right direction.

With the exception of Leigh Hill, the 2014 Tasmanian award winner, all other winners remain working for the company that nominated them.

Following up 2014 John Tiddy Memorial Award winners

All award winners said the recognition has been a milestone in their lives, and assisted with their career development and progress.

Kiwi award winner Mohamed Valibhai, from Stevenson & Williams in Dunedin, is now a well-credentialed member of the company's small, tight-knit work force of nine providing cabinet making and joinery services to Dunedin city. Joinery sales manager Andrew Duncan said the company was delighted at Mohamed's progress.

"He completed his apprenticeship in the middle of last year and is now a fully-fledged tradesman involved in

Queensland John Tiddy award winner Christopher Richardson continues to work at R W Joiners at Toowoomba. He completed his apprenticeship in 2015 and now participates fully in the diverse range of company tasks, including programming CNC machinery and carrying out cabinet installations.

R W Joiners owner Ross Wilson is enthusiastic about Christopher's contribution to the business. "We think he is a real go-getter and we are hoping he is enjoying his work and will be staying with us. He has just had a substantial pay rise so that should help!"

"He has good values and currently is working towards getting his own home. In his spare time he is helping his granddad rebuilding a Ford Model-T. He is also a talented rugby league player in the local competition."

Craig Jones was the winner of the NSW/ACT John Tiddy award working for Select Custom Joinery. Previously he had won the FIAA NSW/ACT Apprentice of the Year Award.

Craig completed his apprenticeship in late 2015 and is continuing on as a tradesman with the company. According to workshop manager Gino Monteleone, Craig is continuing to do well.

"We are a small family-owned business specialising in bespoke cabinet making, interior joinery and furniture using solid wood and other materials - but no MDF! Quality craftsmanship as important for us and Craig is continuing to improve his skills in this demanding area of the trade. We are very pleased with Craig's work - he has a promising future with us."



That has got to be good news for the industry.

In Leigh's case, having completed his apprenticeship with Trimview in Tassie, he has applied to join the Army in a carpentry and joinery trade. He is excited about the prospect of Army life and taking his cabinet making and joinery skills with him. He said winning a John Tiddy award was a great experience and has been very helpful for his career and personal development.

all aspects of our work. In particular he manufactures kitchens off cutting lists and follows through with their installation. He is also responsible for making and installing timber windows, stairs and other joinery components."

Mr Duncan said winning a John Tiddy award was helpful for Mohamed. "Yes definitively, it was a great boost to his confidence and a helping hand to his performance and standing on the job."

The John Tiddy Memorial Award

The John Tiddy Memorial Award will once again be conducted in the lead up to AWISA 2016, with the winners to be announced during AWISA 2016.

AWISA established the award in 2008 to commemorate the late John Tiddy's contribution to the Australasian furniture and woodworking industries, and his contribution to AWISA.

The award is for six apprentices in the woodworking industry to receive all-expenses paid overnight trips to the AWISA 2016 exhibition, plus \$2000.00 towards their training course fees.

Awards will be made in each of the following area of Australasia: NSW/ACT; Queensland; Victoria/Tasmania; South Australia/Northern Territory; Western Australia; and New Zealand. If the Victorian winner is from metropolitan Melbourne, this winner will also be invited to stay in the city overnight, but will also receive an airfare to attend AWISA 2016.

Full eligibility criteria is published in the entry form that has been inserted in this edition of AWISA – The Magazine. The entry form is also available online at www.awisa.com. In summary, the applicants must be aged between 18 and 29 years of age as at 31 December 2015, and must have completed two years of training at a TAFE or similarly accredited training organisation as at 31 December 2015.

Any training organisations that wish to distribute copies of the entry form to their students should contact AWISA Ltd on 02 4861 7040 or info@awisa.com to be mailed bulk copies of the form. ■

David Terpstra was Western Australia's John Tiddy award winner. David advised that he completed his apprenticeship in mid 2015. "I have now moved up to programming CNC machinery from cutting lists for kitchen cabinets and other jobs, plus I spend time working off-site assisting with kitchens and other installations."

"I am happy continuing to work with the team here at WA Prestige Cabinets doing a wide range of customised cabinetry for kitchens, bathrooms and laundries. We also do TV cabinets, wardrobes and fit-outs for home offices."

Craig said he really enjoyed travelling to Brisbane for the John Tiddy awards presentation and having the opportunity to look around the show at the diversity of machinery and equipment on display. "That was a real highlight."

Peter Walls managing director of Walls Bros Designer Kitchens said that having completed his apprenticeship South Australia's John Tiddy award winner Ezra Loechel had matured into a great tradesman.

"Yes he's a good lad and now a great tradesman - I would put him up against any tradesman in the country."

With a staff of about 85, Walls Bros is the largest high-end complete house joinery company in South Australia, producing over a 1000 house lots a year.

"We are a busy, high throughput company so the training of our employees is absolutely central to our performance. That is why we run our own in-house training program delivered entirely by my father Arthur."

"We are firmly of the view that our

training program is superior to those delivered by external agencies and trainers. So I think it is fair to say that, in addition to his personal and work attributes, Ezra's award was assisted by the on job training we were able to provide."

Victoria's John Tiddy award winner Adam Bredhauer continues to work for Nickson & Burke. The company manufactures custom designed cabinets and hand-made, one off cabinet joinery specialising in high end whole-of-house joinery.

Director Mark Nickson said Adam had now completed his schooling requirements and will finish his time as an apprentice later in the year. "Essentially he has been working as a tradesman for over the past year now, doing a range of tasks in manufacturing and installation."

"The John Tiddy award was a real credit to Adam. We are trusting that he will stay with us when he completes his time."

"We have been more than happy with his commitment to work and his standards. We will be keen to assist him with further training should he wish to consider something longer term, and we are also prepared to see him take a stake in the company." ■

The 2014 winners
From left: Adam Bredhauer of Mitcham, Victoria; Ezra Loechel of Elizabeth West, South Australia; Christopher Richardson of Toowoomba, Queensland; David Terpstra of Armadale, Western Australia; Craig Jones of Fraser, ACT; Mohamed Valibhai of Dunedin, New Zealand.
Absent: Leigh Hill from Tasmania.



Scope for new ideas: SlideLine M sliding door fitting from Hettich

The SlideLine M sliding door fitting from Hettich is a system for many applications. Merging into the background, it does not interfere with the design of furniture and gives sliding door elements a look of elegance. SlideLine M upgrades the practical value and design in multiple areas of the home: entertainment units and shelf systems, kitchen wall cabinets, bathroom furniture and office cabinets.

SlideLine M is opening up more and more options: shelf units are transformed into attractive multi functional furniture with doors that slide back and forth to produce a fascinating interplay between open and closed segments. Perfectly soft stopped sliding doors underscore the quality of furniture. Silent System is unobtrusively integrated in SlideLine M's running component and moves doors gently and quietly in opening

and closing direction. Where several sliding doors run in one profile, soft colliding slows them down as they move towards each other.

The single-track, bottom running SlideLine M sliding door fitting is suitable for all common furniture designs and doors made of wood weighing up to 30 kg. It is installed quickly and easily on the assembled cabinet. Projecting by just 8 mm, the profile keeps sliding doors close to the cabinet, guaranteeing minimal gaps at either side. Two doors can cross each other in just one profile. Various sets in profile heights of 16, 18 and 25 mm provide positively connected solutions. And the silver or black decorative profile elegantly blends into the design of furniture.

HETTICH AUSTRALIA
Phone 1800 687 789
www.hettich.com.au



THE COMPACT ALL-ROUNDER



• **COMPACT.** The unique space saving design takes up little floorspace.

• **SAFE.** Inbuilt safety protections and direct access to 3 sides of the machine.

• **EASY TO USE.** Intuitive controller with SCM groups innovative TECPAD.



SCM NESTING MACHINES - DESIGNED FOR YOU. VIEW THE FULL RANGE OF OPTIONS, SPEC SHEETS, ONLINE VIDEO DEMOS AND CUSTOMER REVIEWS AT WWW.GABBETT.COM



AU 1300 GABBETT (4222388)

www.gabbett.com



WOODTRON



STATE OF THE ART CNC MACHINERY

At Woodtron we exclusively specialise in the design and manufacture of our CNC routers.

We use only the highest quality engineered components from leading suppliers worldwide.

SPECIALISED TRAINING FACILITY

Woodtron's brand new showroom houses a specialised training centre, running all major design software. Train prior to machine delivery, or send your staff for a refresher course.

EXPERT SERVICE & SUPPORT

After sales service and support is our highest priority, with the ability to remotely login to your machine allowing for instant support, or have a highly qualified technician visit you.

ONE STOP SPARE PARTS

Woodtron locally carry stock of everything you may need for your CNC machine including all spare parts, lubrication & tooling.

Head Office Showroom:
1/20 Malibu Circuit
Carrum Downs
Victoria 3201
☎ +61 3 9775 4100

NSW Branch:
☎ +61 418 248 952

✉ info@woodtron.com.au

🌐 www.woodtron.com.au

📱 [f](https://www.facebook.com/woodtronicnc) [i](https://www.instagram.com/woodtronicnc) @woodtronicnc

Wilson & Bradley make it easier to order Blum

Blum's Online Product Configurator helps facilitate the specification and ordering of Blum products and allows for the quick, easy and convenient selection and design of a broad range of Blum fitting solutions. In addition to facilitating an easy selection process for customers, the configurator also provides extensive information on Blum products through the use of product videos, brochures, installation drawings, complete parts lists and 2D and 3D CAD files.

From 1 March 2016 Wilson & Bradley's online ordering will be integrated with Blum's Online Product Configurator, allowing customers to complete the full OPC process and have all products transferred straight into their Wilson & Bradley cart allowing for a quick and easy checkout process.

Blum's OPC will not only help prevent ordering mistakes, calculate complex applications accurately for every kind of installation but all information provided is specific to the Australian Blum range and due to continuous updates users will always have the most recent product information. They will also receive parts lists, marketing information, manufacturing and assembly documentation making it even easier to set up new Blum products.

To access Blum's OPC all a manufacturer has to do is register for Blum's e-services. This can be done by visiting any Blum product page of the Wilson & Bradley website and clicking on the Blum Online Product Configurator button.



WILSON & BRADLEY PTY LTD
Phone 03 9495 9416
www.wilbrad.com.au

The importance of buying Australian made

In these times of free trade and global competition it is easy to become confused by the number of seemingly similar products available on the market, and the differences between them. This is especially true when looking at purchasing machinery that represents a significant capital investment and is something from which one expects a solid return with minimal on-going expense.

CNC routing machines, the "must have" item for cabinetmakers, kitchen manufacturers and shopfitters, is one such machine that is subject to these pressures. Because of this, it is easy to overlook the fact that the best solution for a company is very often in its own back yard.

For over 30 years, Multicam CNC routing machines have been a favoured choice of manufacturers of all sizes throughout Australia. Having grown and developed in the unique Australian market, owners of Multicam CNC routers have benefitted from the company's local support, local knowledge and a continuity of service that many other machinery suppliers simply cannot offer.

Companies such as Hume Doors, Winnebago, Jayco, Avan, Stratco to name just a few, have all benefitted from the fact that they are backed by a company with its roots in this country and that understands what it is to do business in a competitive environment. Like many of machine owners,

Multicam has built its success on establishing long term relationships with clients and delivering the service and support that they expect.

Solid construction, ease-of-use and built to last many years of demanding service, Multicam CNC routing machines will deliver long term benefits to a business. In fact Multicam is so confident in its machinery that it now offers a 3 year warranty, with no limitation on hours-of-use. The company can offer this because the machines are Australian made.

Buying Australian made also means that purchasers are largely protected from fluctuating currency conversion rates. At the moment this is adding 30% to many purchase prices. This is money that is simply wasted and delivers no return. As importers and overseas manufacturers try to remain competitive they attempt to absorb this additional cost. Many do so by using cheaper and inferior components and controllers, thus compromising an investment.

And of course buying Australian made keeps local people employed and suppliers of Australian goods and services in business.

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



Most trusted brand - two years running

Blum has been voted Number One for the Architecture and Design's Top 100 Trusted Brand Survey for 2015. With over 500 brands competing for this coveted award, this will be the second year in a row for Blum to have been selected as the Top Trusted Brand.

For almost 50 years, Infolink Building Products News and now through Architecture & Design powered by Infolink has been a trusted partner to Australia's building and architecture professionals. In order to recognise the businesses that have influenced Australian skylines - Architecture & Design conducts an annual survey of industry professionals to rank the country's most trusted brands.

This year, Blum was honoured to be voted Number 1 in the Architecture and Design 100 Top Trusted Brands for 2015 as well as being voted the Winner for the Kitchens and Kitchen Equipment Category. This follows the privilege of being voted Number One in the 2014 survey for Infolink, which has now been integrated into the Architecture and Design website.

Over 500 brands were nominated for this year's Architecture & Design Trusted Brands. Voting for the 2015 Trusted Brands was run over 4 weeks in November and an incredible response was received with more than 4000+ votes.

Brands that were voted in the Architecture and Design's Top 100 Trusted brands have been recognised by the public as preferred brands.



Comments from the voting submissions for Blum came with commendations highlighting key values. With mention of "Innovative, quality after sales service that can't be compared." and "Confidence in knowing when Blum is specified, the product delivers the performance and reliability advertised"; it affirms that Blum's driven values are reflected by its customer base.

This year's Architecture and Design Category Winners, and Top 100 Brands for 2015 have all been listed on the Architecture and Design Top Trusted Brands website.

Blum voted
Architecture and
Design's Top Trusted
Brand for 2015

Blum - Winner No. 1
Brand in Architecture
and Design's 2015 Top
100 Trusted Brands



Blum - Winner for
the 2015 Kitchen &
Kitchen Equipment
Category

BLUM AUSTRALIA
Phone 1800 179 186
www.blum.com

Visit us at AWISA!
Booth No. 931

Busch Vacuum Technology

for Woodworking Processes





Vacuum is an essential aid in modern wood processing. Busch offers the ideal vacuum generator – for example the proven and reliable R 5 rotary vane vacuum pumps – for vacuum clamping on CNC routers, veneer presses, lamination, thermoforming and drying.

Contact us. We are happy to assist you!

sales@busch.com.au | www.busch.com.au

30 Lakeside Drive | Broadmeadows, VIC 3047 | +61 3 9355 0600 • Unit 1, 3 Cullen Place | Smithfield, NSW 2164 | +61 2 9609 6690
8-10 Commerce Circuit | Yatala, QLD 4207 | +61 7 3807 2766 • Unit 14, 24 Baile Road | Canning Vale, WA 6155 | +61 8 9456 4233



First CNC leads to increased turnover

Within one year Mentes Joinery not only doubled its floor and office space but also its workload and capacity. When Frank Mentes founded the business in 2006, he started small as a one-man-band, and the first equipment he invested in was a panel saw and an edgebander in the following year. Today, he employs twelve people and further invested in machinery, CAD/CAM software and purchased a Weeke Vantech CNC nesting machine from Homag Australia in order to keep up with the increasing workload.

The Melbourne-based company specialises in joinery, shopfitting and commercial project works. It has been involved in numerous projects since its inception. These projects span the retail, hospitality, residential and office fit outs. Mentes Joinery supplies joinery to its project arm, and also provide end products to various builders, both commercial and residential.

Reducing assembly time

Nesting machines are utilised across a wide variety of market segments, and the Weeke Vantech 612 forms a perfect addition to the existing machines at Mentes Joinery. Nested based manufacturing strategies can be implemented in the production of cabinetry, doors and drawers, closets and storage, furniture, store fixtures, work surfaces, plastics and composites, non-ferrous metals, as well as aerospace.

With the new Weeke Vantech, Frank has now moved the whole business forward towards more automated processes. "Our assembly times have halved and quality has increased," he says. "Previously, manufacturing was labour intensive and complex shaped components were more often than not outsourced. Thanks to the Vantech and the software we could increase our productivity and our turnover has increased."

With the new Weeke Vantech, Frank has now moved the whole business forward towards more automated processes. "Our assembly times have halved and quality has increased."

Improved control and time management

When Mentes moved to its current 600 square metres premises in the North Melbourne suburb of Coburg North in March last year, it was just a matter of time until capacity would pick up. An investment in a CNC machine was the logical consequence.

"We are now able to supply joinery to other fit out companies and builders. Before we got the Weeke, software, and larger premises we were only able to keep up with the demand of our project team," Frank says.

With a strong focus on projects, Mentes Joinery is looking back on 20 years of experience in the industry. Mentes Projects specialises in the project management, coordination, demolition and installation of complete corporate and commercial fit-outs with a long history of satisfied clients. It also offers a full range of furniture, equipment, custom manufactured goods both domestic and international suppliers as well as an extensive in-house architectural joinery production ensuring quality control and efficient turnaround times.

In order to produce efficiently, Frank invested in a CNC nesting machine from the German CNC supplier Weeke, member of the Homag Group. "I put trust in German engineering. Machines are reliable and downtimes minimised," Frank says, who holds a bachelor degree in engineering manufacturing systems.

High performing quality CNC

The Weeke Vantech comes in different sizes and it can be ordered as a stand-alone centre (basic) or with additional auto loading/unloading (cell 2) and automatic label printing (cell 3) for precise handling and identification of the workpieces.

Frank decided to go with the bigger model but without the labelling function. The Vantech is available in either 1250x2500 mm or 1850x3700 mm sizes and was just the right match for Mentes as Frank says, "The overall length of the full cell was shorter than the competitor models and allowed us to use the space in the factory effectively."

Furthermore, the machine comes in heavy steel gantry for high precision of cut quality that can't be matched with lightweight aluminium gantries. Fast and accurate drilling is guaranteed by a patented drilling spindle clamping, and all sensitive electronics are housed in a separate control tower with filtered air conditioning to ensure long life.

Additionally, a full start up tooling kit is included, which comes with drills and diamond tooling. To ensure the best possible extraction, focused extraction and additional air



jets under the hood are crucial highlights of the Vantech series.

Weeke has invented the Vantech Pro + Matrix Table system which is perfectly suited to handle the raw material variance. The solution reads the raw board size of the incoming program and automatically concentrates vacuum pressure to the correct area of the machine and therefore, limits the machine set-up time. Vacuum zones can also be manually selected at the machine control. Moreover, German-made Busch mink claw type vacuum pumps ensure lowest power consumption with ultra-low maintenance design.

The power of machinery

As software plays an important role to further develop the business, Frank appreciates the full software suite that is included in the machine package and, of course, the latest WoodWOP 7 operating software.

"Only with the right systems in place, the right culture and innovative approach you are able to increase your quality and productivity and overall satisfy our customers' requirements," says Frank, who aims to grow the business.

Even though times are much tougher these days, he believes in the power of machinery. "It's more competitive today and you need to put the right machines and automation into the workshop to increase turnover and thus margin."

He continues, "Now that we have had some time to understand what we have purchased and we have experienced the impact of the Weeke in our business, we all realise this purchase should have occurred many years ago. Hindsight is a lovely thing."



HOMAG AUSTRALIA PTY LTD
Phone 1800 355 635
www.homag-australia.com

MENTES JOINERY
Phone 03 9354 8118
www.mentesjoinery.com.au

Top: "Now that we have had some time to understand what we have purchased and we have experienced the impact of the Weeke in our business, we all realise this purchase should have occurred many years ago," says Frank.

Centre: For the latest project they used jigsaw type socket joint for all the ply rounds as well as cross halving joints and mortice and tenon joints which were all machined on the Weeke.



I Salone 2016 Preview

BAGS AROUND THE WORLD are being packed, visas sorted and airline tickets purchased. The biennial migration to Milan has commenced in earnest.

I Salone is the show that every Australian involved in kitchens, bathrooms and all joinery should at some time in their life, attend. As part of the overall exhibition the two most populated parts of the show are Eurocucina (the kitchen Mecca) and The International Bathroom Exhibition – these two shows occupy a floor space equivalent to six times the size of the old Sydney Exhibition & Convention Centre. Regular attendees can walk up to 20 kilometres per day and strive down each aisle meticulously, whilst new visitors jump from one stand to the next with eager excitement only to find by 2pm each day the brain is full and confused.

Bespoke designed by Carlo Colombo, allows you to choose from numerous configurations and offers a large array of layouts. Its logic is based on cabinets made from wood essence or laminated combined with aluminium fronts with clear or acid etched glass and tops in resin or wood; each material with a specific function.

Compositional freedom is expressed through a wide range of finishes. New colours, new wood essence; matt, embossed and glossy lacquer, satin or clear glass. Drawer or door fronts with a burnished or titanium aluminium frame combined with tops in Quarzomood, the revolutionary material created by Antonioliupi.

Collaboration between Carlo Colombo and Antonioliupi began in 2003 with the collection Materia and in 2006 with



Image courtesy
Scavolini Flux Swing

It is anticipated that this year's I Salone will again attract over 350,000 visitors over the six days, design hungry attendees creating an upbeat vibe that lasts and influences everyone.

For those who have attended the last show and even the one before, thoughts wander before departure as to what will take their fancy, what will inspire and what trends will be created. Pre-show press releases have started flowing to the inbox and here's just a small taste, the entree if you like, of things you can expect to see.

Bespoke - design by Carlo Colombo

Antonioliupi updates its unique and inspiring bathroom systems with a new collection of cabinets that offer complete versatility and compositional freedom.

Pantarei. A creative marriage that has developed two of the most beautiful collections that is continually admired by the international audience.

Althea – The Kassel

This company from Lazio, the region that surrounds Rome, has been creating beautiful pieces for the bathroom since 1994.

With an apparently very simple shape, its lines rise from a refined design with less pronounced sides, round corners and above all has thin rims that increase its storage capacity, in keeping with the trends of today. Additionally, the spacious and comfortable basin gracefully delivers on design, and for the first time of exhibiting at I Salone 2016,

Ceramica Althea will show its most latest and important innovation: Plus+Ton®, in its many uses and applications.

The Kassel washbasin, the first in this series, will differ from any other basin because of the extraordinary properties of the ceramic with which it is manufactured. Plus+Ton® is a ceramic surface developed and patented by Althea completely scratch-proof, stain-proof, slip-proof, and bacterially resistant. An eco-friendly innovative material able to deliver on long-term durability expectations, that replaces with ease products previously manufactured with highly pollutant and non-recyclable materials, such as resins, solvents and catalysts.

Scavolini – Flux Swing

Perhaps not the most elegant of names, but the Scavolini Flux Swing is the result of a partnership between Scavolini and renowned design house Giugiaro Design, a union that started ten years ago with the successful Flux model. This project entails a dynamic concept designed to interpret the perfect rapport between the living room and the kitchen. As Giugiaro explains, Flux Swing represents “the kitchen as a functional and architectural complement to an extended setting, brimming with vitality, experience, experiments and relations. A flow of energy between rooms so to speak”.

The pure shapes of the newly introduced elements enhance the highly sophisticated design of Flux Swing. The special shaping of the doors and adjoining elements, the exclusive integrated built-in hood, the Slide tape-like element that merges the kitchen with the living room; the supple silhouette of the breakfast counter and peninsula are the must-haves of this unique and innovative interior design solution.

Curved and linear base units create an effective balance of components, mass and proportions, while new joining elements concealing practical swivel baskets transform the corners into capacious storing spaces. The clean-cut silhouette of the newly shaped island, along with the exclusive curved end units enhance the ultra-modern design of the Flux Swing project.

Interesting new features include the shaped elements introduced on either side of the hood, which reiterate the styling trait of Flux Swing while joining the appliance with the wall units to melting perfection. Last but not least, the Slide element, with its unprecedented sliding effect that drops from the wall units and embraces the living room base units, allows a perfect integration between kitchen and living.

Futuristic yet sensual, chic but functional, this new model from Scavolini is the ideal solution for an open space kitchen

becoming one with the social life areas of modern houses.

I am abundantly aware that not everyone will like everything featured above, however that is the best thing about this show – there is so much to see, so much to learn, that I have never found anyone truly disappointed with the Milan experience.

I Salone is worth the effort. Perfect style and practicality are the two ingredients that will mark out the 2016 exhibition. The renaissance of a space ideally suited to bringing family and friends together, welcoming guests and renewing acquaintances in its purest form, calls for great personalisation, bringing together a wealth of finishes and materials to create a kitchen or bathroom that reflects the widest possible range of tastes and lifestyles, thus making it increasingly elegant and functional.

The choice of materials by exhibitors will be interesting - from the warmest species of wood to the most innovative materials, and undoubtedly a combination will be on show en masse. Another theme we are guaranteed to see at the heart of the show will be the bringing together of living and kitchen areas: clean lines and stylish details will combine for a more sophisticated space that is steadily becoming integrated with elegant living rooms.

I Salone is the best show the worldwide kitchen and bathroom industry has to offer. The pilgrimage that is about to unfold is worthy of a prime time award winning series on your favourite TV channel. If you can book a flight, pack your bags and get going. If you can't Australian International Design Tours are taking nearly 40 Australian designers to i Salone, sponsored by Cosentino and Blum and supported by the HIA – to see a day to day report of the show which starts April 11th register at www.thekitchenandbathroomblog.com.au or follow the AIDT Facebook page. ■



Images courtesy
Antoniolupi.

Atlas Copco enters industrial vacuum market

With its low energy usage and ultra-quiet operation, Atlas Copco's new-generation GHS VSD+ vacuum pump is taking the vacuum industry by storm as more and more industrial users appreciate its impressive industry-leading credentials.

Mention the name Atlas Copco and most people think of air compressors, but now with this new revolutionary vacuum pump and its ability to slash energy usage by an average of 50%, Atlas Copco is in the process of transforming the industrial vacuum market.

Pierre Matschke, Atlas Copco's regional business line manager - South East Asia - Oceania for utility vacuum, said the process started back in 2014 when Atlas Copco acquired market-leading vacuum company Edwards.

"Since then, using Edwards's technology and knowledge, coupled with our own internal expertise, we have developed our own stand-out vacuum pumps for the industrial (rough) market, from atmospheric pressure down to 1 millibar."

"The new GHS VSD+ vacuum pump, which has been designed from the ground up, is a complete vacuum package, with canopy and control," Mr Matschke said.

With an inlet control valve, a variable speed drive and a MKV graphic controller, the new intelligent vacuum pump is said to offer huge advantages for industrial users over most current technologies available to the market.

The highly-efficient GHS VSD+ vacuum pump series is suitable for a variety of industrial applications and currently includes models from 350m³/hr to 1,900m³/hr with plans to expand the range up to 4,500m³/hr in mid-2016.

Mr Matschke said while the GHS VSD+ vacuum pump series offers users numerous outstanding benefits, it's the machine's ability to cut users energy usage by up to 50% that has attracted most interest.

Mr Matschke said most competitors are still using the outdated rotary vane type technology pump, which major players in the compressor industry stopped using decades ago due to its inefficiency and high service costs.

He went on to say that operating costs can also be reduced by centralisation.

"For example, rather than having one vane pump per production line at a packing plant, we have the capability to synchronise the operation with just one smaller (overall), but far more efficient vacuum pump, saving the company a considerable amount of money in energy costs, plus far quieter and reliable."

As well as high efficiency, including 50% energy saving, Mr Matschke said the GHS VSD+ vacuum pumps offer other outstanding benefits including: market leading oil retention figures at all operating pressures (less than 3ppm), IE3 motors and VSD as standard, and one size smaller motor for the same or better performance.

"The machines also offer oil separator life 200% more than our competitors (4000 hours), meaning less frequent service/costs due to the multifunction inlet valve that controls the mass flow in the exhaust filters."

Installation costs are also lower due to the pumps plug and play design, plus its footprint is one of the smallest on the market: no larger than the footprint of a standard pallet.

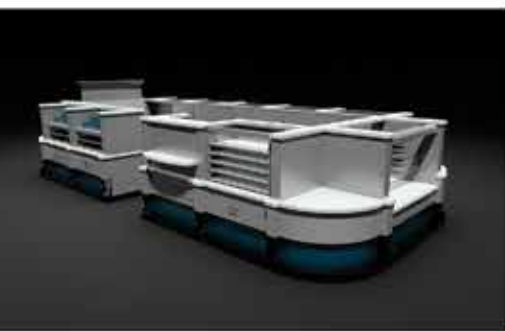
"Everything required is delivered as a complete package, which is significant for workplace installations, plus its operating noise is the lowest on the market, with the range average of 51-74dB(A)."



ATLAS COPCO
Phone 1800 023 469
www.atlascopco.com.au/vac



Go Beyond Simple Cabinetry...



Unlock Your Creative Potential

The open architecture of Microvellum Software allows you the freedom to **Design, Engineer & Manufacture** products beyond the point of simple cabinetry with the power of AutoCAD®, Microsoft®, and Blender® based technology.

- Open architecture allows for **unlimited flexibility**
- Cabinet software **built by cabinet makers**
- **Scalable** solutions for small & large shops
- Direct connectivity for virtually **any CNC machine**
- A perfect solution for residential kitchens & bath, commercial interiors, store fixtures, wardrobes, office furniture, reception areas, and custom products.
- Shopfitting, Wardrobe/Closets & Stair Libraries
- Integrated **Purchasing, Scheduling, Time Tracking, & Shipping Management**



Providing Design to Manufacturing Solutions for 25 Years

Microvellum Software | Phone: 1800 821 797 | email: sales@microvellum.com | www.microvellum.com.au

Fire hazard requirements for veneers

THE BUILDING CODE OF AUSTRALIA (BCA) volume 1 specifies fire hazard requirements for wall and ceiling linings in Class 2 to 9 buildings: refer Specification C1.10 Fire Hazard Properties, clauses 4 to 7.

Peter Llewellyn, technical representative of the Timber Veneer Association of Australia, commented recently: "The BCA data sheet attempts to 'demystify' the terms used as well as provide a summary of current data. It is important to note that tests are ongoing and regular checking for the latest results is recommended."

"The BCA is clear on what it requires: it calls for wall and ceiling linings in Class 2 to 9 buildings (ie. all buildings except the family home, and auxiliary structures such as sheds and carports) to comply with Specification C1.10. In BCA terms, "Clauses" state which Specification to refer to, and the "Specifications" set out the required performance levels."

The BCA exempts certain items such as timber-framed windows, timber handrails, skirtings, door skins, cupboards, shelving or similar. The BCA also exempts paint, varnish, lacquer (other than nitro-cellulose lacquer) and adhesives.

Wall and ceiling linings (including timber veneers)

Specification C1.10 divides materials into four Material Groups according to their fire hazard properties, with Material Group 1 being the most 'fire resistant' and Material Group 4 the least 'fire resistant' when tested in accordance with AS ISO 9705 "Fire tests – Full-scale room test for surface products" or by prediction after testing in accordance with AS/NZS 3838 "Method of test for heat and smoke release rates for materials and products using an oxygen consumption calorimeter."

Untreated timber and timber veneered board products generally fall into Material Group 3. Fire retardant treatment of the substrate is required for timber veneered products to achieve Material Group 1 or 2.

Wall and ceiling linings must meet different requirements according to the building type, location within the building, and according to whether the building is sprinklered or not. Wall or ceiling linings in buildings not fitted with a

sprinkler system must be of Material Group 1, 2 or 3, depending on the Class of building and the location within the building. Linings must have a Smoke Growth Rate (SMOGRA) not more than 100, or an average specific extinction area less than 250 m²/kg.

Exova Warringtonfire has issued the following opinion (Report RIR 45982.9): "Timber veneers 0.5mm to 0.85mm thickness, and density greater than 500 kg/m³, may be applied to each side of particleboard substrates having a dry density of nominally 700 kg/m³, and MDF having a dry density of 560 kg/m³ to 740 kg/m³, without detrimentally affecting the Material Group Number or Average Specific Extinction Area". Minimum thickness of the particleboard or MDF substrate must be 6mm.

The table at right is a guide to veneer species that comply with the density requirement of 500 kg/m³. However, in light of the above opinion, any veneer species with a density of 500 kg/m³ or more, as determined from an authoritative reference, can be deemed to have a Material Group Number of 3 and an Average Specific Extinction Area less than 250 m²/kg.

Veneer species with a density less than 500 kg/m³, but included in the table below, have been individually tested to ensure their compliance. Authoritative references for determining species densities include Wood in Australia by K.R. Bootle and Australian Standard 1720.2 Timber Properties.

Group 1 or 2 materials

Generally, materials in Group 1 or 2 are required in areas such as public corridors and lifts; while only Group 1 materials are permitted in more critical areas such as fire-isolated exits.

All the veneer species listed in the table meet the BCA's Group 3 requirements, or Group 2 when applied to a fire retardant treated MDF substrate. Tests have been carried out to Australian Standard requirements on behalf of the TVAA, and also by individual TVAA members.

Some veneer/substrate combinations have been tested to Group 1 level, and more are expected to be included in this group as further tests are conducted. Check availability with your TVAA member before specifying. ■





List of species which qualify for Material Group 3

Alder, Euro	530 kg/m ³	Maple, Rock	730 kg/m ³
Anegre	510/570 kg/m ³	Meranti, Red	550/640 kg/m ³
Ash, Euro/White	700 kg/m ³	Myrtle, Southern	560 kg/m ³
Ash, Silver	620 kg/m ³	Myrtle, Tas	580 kg/m ³
Ash, Vic	680 kg/m ³	Nyatoh	600/700 kg/m ³
Beech, Euro	700 kg/m ³	Oak, Silky	550 kg/m ³
Birch, American	670 kg/m ³	Oak, White	700/750 kg/m ³
Birch, European	670 kg/m ³	Oregon (D.Fir)	530 kg/m ³
Blackbean	770 kg/m ³	Padauk	650/800 kg/m ³
Blackbutt	900 kg/m ³	Palisander, Santos	860 kg/m ³
Blackbutt, WA	850 kg/m ³	Pearwood	700 kg/m ³
Blackwood, Tasmanian	640 kg/m ³	Pine, Baltic	510 kg/m ³
Brushbox	900 kg/m ³	Pine, Celery Top	650 kg/m ³
Bubinga	800/960 kg/m ³	Pine, Hoop	530 kg/m ³
Cedar, western red	350 kg/m ³		
Cherry, American	580 kg/m ³	Pine, Radiata	500 kg/m ³
Cherry, Queensland	600 kg/m ³	Pine, Kauri	550 kg/m ³
Ebony	900/1100 kg/m ³	Poplar	450 kg/m ³
Elm	560 kg/m ³	Rimu	600 kg/m ³
Gum, Forest Red	1050 kg/m ³	Rosewood, Indian	850 kg/m ³
Gum, Rose	620 kg/m ³	Rosewood, New Guinea	650 kg/m ³
Gum, Southern Blue	900 kg/m ³	Sapele	650 kg/m ³
Gum, Spotted	950 kg/m ³	Sassafras, Golden	630 kg/m ³
Gum, Sydney Blue	850 kg/m ³	Sen	560 kg/m ³
Hickory	800 kg/m ³	Stringybark	900 kg/m ³
Ironbark, Grey	1120 kg/m ³	Sycamore	600 kg/m ³
Jarra	820 kg/m ³	Tawa	720 kg/m ³
Kalantas (red cedar)	480 kg/m ³	Teak	550/670 kg/m ³
Karri	900 kg/m ³	Turpentine	930 kg/m ³
Khaya	570 kg/m ³	Walnut, American	600 kg/m ³
Koto	600 kg/m ³	Walnut, N.G.	540 kg/m ³
Kwila	850 kg/m ³	Walnut, Queensland	690 kg/m ³
Larch	590 kg/m ³	Wattle, Silver	680 kg/m ³
Mahogany, Brazil	550 kg/m ³	Wenge	880 kg/m ³
Makore	650 kg/m ³	Zebrano	650/800 kg/m ³
Maple, Qld	580 kg/m ³		

Kununurra courthouse, a great example of quality veneer work.

WoodCAD|CAM: “Most worthwhile investment in 10 yrs”

Business owner Joseph Mafri always knew that software solutions would be the future of smarter manufacturing. When he started looking to replace his existing manufacturing software, his focus was to increase the amount of machining for complex hardware, to have the ability to change hardware at the touch of a button, to modify units quickly, and to minimise the amount of work his cabinet makers were currently doing to complete those units. Essentially it was to change the whole business.

According to him, the new design software he purchased a few months ago saves his business hours of programming and manufacturing time. “For example, creating a complex unit within the office took my programmers approximately 3.5 hours with my previous software. Now the same unit takes approximately 8 minutes. It also takes about half the time to construct on the factory floor. This is the most worthwhile investment I have made in the last ten years.”

Joseph is managing director of Edge Commercial Interiors, one of Melbourne’s major commercial furniture manufacturers, and WoodCAD|CAM (WCC) from Homag eSolution is the new software he purchased. The industry is using WCC particularly for the parametric 3D design of cabinets. Manufacturers with a large variety or custom-made products similar to Edge Commercial simplify their design processes using WCC technology.

Early 2015, Edge Commercial replaced its existing saw optimisation software with the Homag Group’s optimisation software Cut Rite. This was the first step to the overall software upgrade as the company required an optimiser smart enough to effectively receive the data, cut, barcode,

and label parts output from manufacturing software. A few months later, the company also replaced its design / manufacturing software of ten years with WoodCAD|CAM.

Flexibility through modifications by one click

Top quality, shorter delivery periods and individual designs – all key figures that today’s cabinet making industry is dealing with. Those that are able to offer the greatest flexibility will stay ahead of the game. Developed solutions, in particular, are required in the furniture and interior design business. Modern software solutions must provide not only continuous assistance from the planning, presentation and design to the final production but also must allow modifications at any time.

“The power of variables is fantastic. You can create and modify any cabinet or unit very quickly,” Joseph says. “Every project is different and unique but most have some standards such as drawers, materials or the hardware that we prefer to use. WoodCAD|CAM now gives us a lot of flexibility.” WCC comes with the option of a customised library that can be modified anytime. “A basic base cupboard, for example, is now easy to modify, taking just minutes to add drawers, dividers, false backs, and specific hardware. I couldn’t do that with my previous software.”

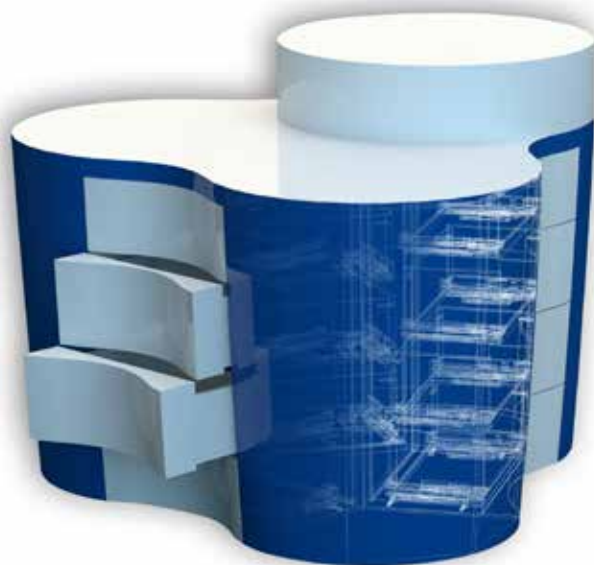
“All shop drawings show a lot more detail such as hardware and edging details. By clicking a button I can even move the hardware items. I haven’t seen any other software which can do this! Any changes are easy to save, too. This is fantastic,” Joseph says. Furthermore, version 11 (installed end of February) comes with a lot more functions.

According to Joseph, WCC is simpler and more advanced than his old software. “Previously, we could only create one fifth of the complete parts that we needed. I couldn’t completely build furniture within the software; WCC however, even allows merging and connecting of individual parts and products.”

Joseph and his team have been learning to use the software for three months by everyday usage and are creating their own database. Even though Homag provides some parts, they were starting from scratch. “Every company is different. We are adding parts and hardware to our database on a daily basis. The software has so much power. It’s complex but easy; it does require training. But once you’ve learnt it, it’s worth it,” Joseph says.

Premium products from Melbourne’s north-west

Edge Commercial Interiors was established in 1997 in a small factory with three employees. Within 18 months it





grew by 400 per cent and moved to its current premises in Melbourne's north-western suburb Keilor East.

Focusing on specials and custom-made furniture the company quickly grew to become a well-known commercial furniture manufacturer employing over 30 employees working within 3,900 square metres of factory and office space. Edge Commercial specialises in manufacturing architectural joinery, and office furniture providing clients with a complete interior fit out solution all over Australia.

Joseph, a cabinetmaker by trade, had requests for customised furniture and found a way to meet these requests by smart programming – and perfection is programmable as he believes. Software solutions from Homag eSolution, as an example, optimise the processes for cabinet makers and the furniture industry for anyone using Homag Group machinery.

Machine and software work together

Edge Commercial's key investments in software, management systems, plant and facilities have transformed them into a modern and competitive company. Homag's WoodCAD/CAM software is its most recent investment, and, without doubt, has improved the fine-tuning of the operational processes. "It cuts down manufacturing time as it allows us to do more work with the software rather than on the floor," Joseph says.

"Edge" is currently running five Homag Group machines. The company updated its Holzma panel saw with the latest PC, control and operating software. It also purchased the Weeke

BHX 200, a vertical CNC drilling machine with dowelling function.

Joseph explains the reason for the investment, "Our capacity had increased and our existing Weeke Venture CNC processing centre couldn't keep up. Our new software was now drilling and pre-drilling so much more that we needed another machine. We decided to go for the bigger model due to the amount of horizontal drills that we required and increased drilling capacity. The BHX 200 has virtually no setup time over a pod machine making it very attractive to us. Now the work just flows through the factory."

He continues, "My operators load a part and walk away and come back when the part is ready; it's a super-fast machine. The machine costs

Joseph says, "Creating a complex unit within the office took my programmers approximately 3.5 hours with my previous software. Now the same unit takes approximately 8 minutes."





3D presentations of wall panels or reception areas are powerful sales arguments. "I can construct the finished unit in the software and can eliminate mistakes as I can see how it all fits in the room," Joseph says.

► less per hour than the labour did on the factory benches. We now have the possibility to increase our output by 35-40 per cent without increasing labour. By using the new software, we can also increase our programming output by 150 per cent and at the same time, it also reduces our assembly and handling time by 60 per cent."

3D presentations and photorealism for successful sales

Homag Group software modules like WoodWOP, WoodNest or Cut Rite for cut optimisation are integrated seamlessly. The industry treasures WoodCAD|CAM for the direct generation of part lists and CNC programs; the system allows an easy transfer of design data and part lists into further systems. As a result, WCC becomes a data provider for ERP systems and manufacturing control systems. Furthermore, WoodCAD|CAM

itself has numerous functions for transferring structured geometry and manufacturing data to manufacturing plants and machining centres. Further functionalities are specific administrative tools, which allow the generation of production batches.

In addition, 3D presentations of wall panels or reception areas are powerful sales arguments. Working closely with designers, architects and project managers Edge has the team and infrastructure to complete projects within demanding completion times yet with the highest level of quality and professionalism.

Joseph explains the improvement through the software, "Most of my clients want to take over the design part. By using WCC, the design process is much more accurate so I can now work with my clients at an early stage and do the designing for them. I can construct the finished unit in the software and can eliminate mistakes as I can see how it all fits in the room and exactly how it will be constructed in detail. The result is more efficient and we don't need to change a lot at the final stage of the job."

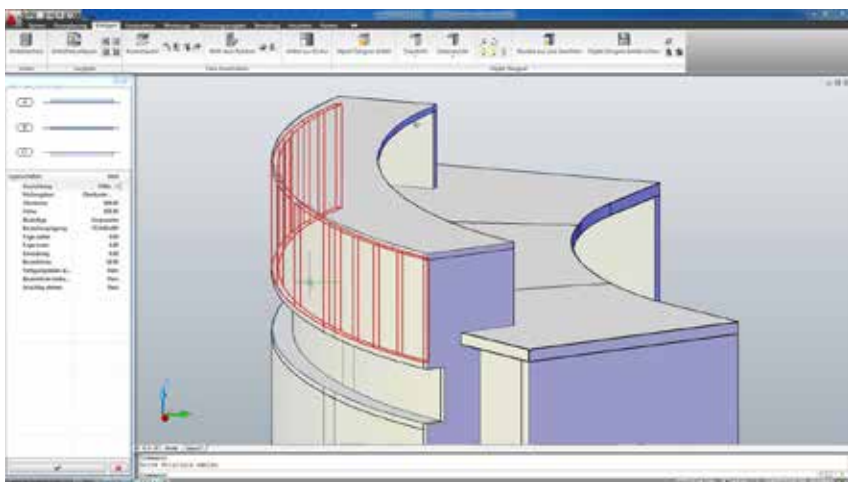
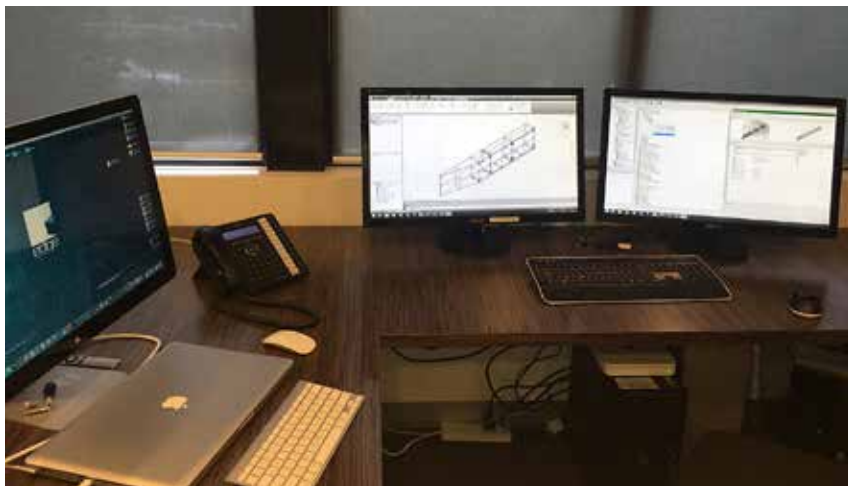
The Homag story

Refining processes and technology and maximising profit with the right investments have always been on top of the list for Edge Commercial. Joseph and his team started looking into WCC a few years ago - and he believed that another Homag product would be a great addition to his existing machines.

Joseph has chosen the German machinery supplier over the years due to the reliability of Homag machines. "The advanced technology and processes allowed me to reduce my staff, and grow the business."

Before having had its first Homag machine, Edge had purchased edgebanders from three different suppliers. "None had the results that we needed at that time," Joe remembers, "It changed when we got the Brandt edger. This machine was mechanically advanced."

A few months later at the AWISA exhibition in 2004, Joseph saw the KAL 310 at the Homag booth and "fell in love with the engineering", as he says. 12 years later, the machine is still running, the same goes for his Holzma saw.



Three quick questions

to Ralph Kottmann, Homag Australia's software specialist:

Who will be interested in using WCC?

Our design software is not limited to a particular woodworking area. 50 per cent of WCC users are primarily kitchen manufacturers, while the other half works in shop fittings, commercial furniture or they are general cabinet makers. This is one of the strengths of our solution. The standard package covers all areas. Anyone interested in automation concepts or future growth of their business without replacing existing software can benefit from options such as online selling platforms or import of parametric article lists from existing ordering systems.

How can customers benefit from WCC?

Customers without any existing design software or customers with entry level design software (with or without seamless machine integration) will benefit from the one solution which does it all. Our solution creates floor plans, elevation views with automatic dimensioning and rendered preview picture. Additionally, it will also create AutoCAD based architectural drawings, views (including exploded views) of the articles for labels or reports, customised reports, list of purchase parts, material and edges required (optionally resulting in an automatic quote considering machine run time, assembly time, shipping

and installation costs) and a seamless export to the machines. We know many customers which use multiple software packages to achieve all this while our WoodCAD|CAM solution includes all this in one package.

How long does the software training take?

We include 5 to 8 days initial training in our package, which parallel includes a customised configuration and machine integration. This is generally sufficient to start productive work with the software. Nevertheless, we do encourage our customers to book another 3 days training after a few months of using the software. These 3 days are well-used to look at the customers' solution in the database and to suggest improvements in order to eliminate redundant work and suggest more parametric/flexible solutions. We recommended spending a bit more time at first stage and benefiting in the long run. Quite a few customers use these 3 additional days to talk about improvements in production and processes such as update reports, labels or machine operations. A high-end cabinet maker, shop fitter or commercial furniture maker would generally need more time. Usually, they have CAD experience and don't build up a big library of standard products, which again, saves time for training. In other words, there is no common rule; it depends on the individual customer situation.

Another worthwhile investment marks the Venture 3M CNC processing centre, which comes with an automatic positioning table. "I've never looked back. The flexibility of the machine is fantastic and WoodWOP runs smoothly and it's easy to operate, too."

Staying ahead of the game with software

Providing an extremely high quality product and, at the same time, a product that is competitive enough that the industry will pay for, are the challenges Edge Commercial faces. "We want to maintain our high level of quality and service to make sure our clients are always satisfied with us and the finished product," Joseph says.

When he looks into the future of an industry with such a fast-moving environment he is even happier about the decisions he made over the past years, especially the more recent ones. "Another advantage of the software is that it is always adaptable to new products, allowing innovation whilst maintaining the ability to remain diverse." This goes hand in hand with Joseph's forward-thinking approach.

HOMAG AUSTRALIA PTY LTD
Phone 1800 355 635
www.homag-australia.com

EDGE COMMERCIAL INTERIORS
Phone 03 9331 7047
www.edgecommercialinteriors.com.au



Lincoln Sentry's handle range



Lincoln Sentry's selected handle range is inspired by function and assists in creating the personality of a space. Not limited to the kitchen space alone, these designs will complement the office, retail, furniture and commercial applications to provide the most simplistic and timeless of designer finishes. Handles are a personal and functional element that provide the finishing character to a space.

The Lincoln Sentry handle collection includes Modern, Profile, Comfort, Designer and Provincial ranges.

Modern

The Modern range encapsulates fashionable and functional design that will complement a space, featuring soft square lines in varied finishes.

Profile

The Profile range is streamlined and functional in design, allowing a space to have a clean handle-free look while still being practical and easy to use. Check out the brand new GoLine handle profile, available in black, stainless steel look and clear anodized finishes.

Comfort

The Comfort range evokes the free-flowing design trend that is organic and pure in its functional simplicity.

Designer

The Designer range promotes culture and personality with high quality manufactured materials and finishes, making a statement to enhance a space with a baroque and unique style. Check out the range of German designed and made handles.

Provincial

The Provincial range extends from antiquity styling and promotes individuality through bold and subtle innovation inspirations, achieving a timeless rustic look with contemporary influences.

Manufacturers should contact their local Lincoln Sentry representative to get a copy of the new Lincoln Sentry Trend and Style Report for handles. Take a look through the key design trends for this year and then see how the Lincoln Sentry range of handles, hardware and accessories can help express each individual's style.



LINCOLN SENTRY
Phone 1300 551 919
www.lincolnsentry.com.au

Left: Milano handle in black and chrome from the Designer range.

Top right: Kirribilli handle in brushed nickel from the Comfort range.

Above: Elle in natural anodized from the Profile range.



The one that works for everybody!

HOMAG team's up for processing cells

Nest with the Best...
much more affordable than
you think!

Vantech 480



Highlights include:

- Heavy steel gantry
- Patented drilling spindle clamping to guarantee fast and accurate drilling
- Full start up tooling kit included – comes with drills and diamond tooling
- Latest WoodWOP 7 operating software, running on an industrial Windows® 7 processor
- Available in either 1250x2500 mm or 1850x3700 mm sizes
- Can be ordered as stand-alone centre or with additional auto loading/unloading and automatic label printing



HOMAG Australia Pty Ltd

Offices in NSW, VIC, QLD and WA

Phone: 1800 355 635

sales@homag-australia.com | service@homag-australia.com

www.homag-australia.com

Follow us on



WOODTECH



F4

- > Glue Pot
- > Premilling
- > Corner Rounding
- > Digital Counters for Fine Adjustment
- > Only 4200mm in length



Hebrock



SPECTRA

- > 2400x1200 & 3600x1800 Table Size
- > Automatic Unloading With Vacuum
- > 5x5 Boring Head
- > 6 & 8 Automatic Tool Change
- > 60m/min X & Y

ANDI
ANDERSON GROUP

**CALL US FOR
A QUOTE TODAY**

AUSTRALIA'S LEADING SUPPLIER OF MACHINERY FOR WOODWORKING, CABINETRY AND STONE INDUSTRIES

WOODTECH.COM.AU

QLD 44 OVERLORD PLACE, ACACIA RIDGE / 07 3272 2444 | NSW 34 TOOHEY ROAD, WETHERILL PARK / 02 9756 6636 | WA 0427 006 903
VIC 99 EAST DERRIMUT CRESCENT, DERRIMUT / 03 9394 1333 | SA UNIT 10/22 WADDIKEE ROAD, LONSDALE / 0487 706 242



CNC PROCESSING CENTRE

HOLZHER MULTIREX SERIES



Leading 5-Axis Technology

Precise. Reliable. Powerful. Intelligent.

■ **Perfect solution for various applications**

Multifunctional console table.
Fully automatic VarioDrive Windows table.
Automatix X-move console table.

■ **PRO TORQUE spindle technology**

Powerful 17kW spindle option.
Unique mechanically locking 5-axis head.
Fully interpolating 5-axis head.

■ **Multifunctional machining head**

HSK 63 tool holder.
Ceramic bearings and liquid cooled spindle
allow for extremely high work loads.

■ **Dynamics, power & performance**

Precision direct drives with exceptionally
high acceleration drives.

■ **Well designed workpiece clamping**

Variable system of matched suction cups &
workpiece clamps for surface machining
including straight & curved frame parts.



HOLZHER

A member of the WEINIG Group
Weinig Australia Pty Ltd
1800 736 460
sales-australia@weinig.com

www.holzher.com

Dynamic Space 2016 - set to kick off around the country

Blum's Dynamic Space complimentary workshops have been designed especially to share the company's research and findings from over 60 years of observing and carrying out studies to determine the needs and requirements of kitchen users around the globe.

This unique insight has given business owners and industry attendees invaluable practical advice, new ideas and research backed support. After experiencing a Blum Dynamic Space workshop attendees have continuously given feedback about feeling more confident in their understanding of how to best utilise quality fittings and incorporate the client's needs and requirements through clever ergonomic design.

Those interested in registering interest or in booking a group to attend a Dynamic Space workshop should contact their local Blum representative or email info.au@blum.com

BLUM AUSTRALIA
Phone 1800 179 186
www.blum.com.

DYNAMIC SPACE Workshops - Workflow, Motion, Space
(Photos by Blum)



News from CMDA

CMDA Awards

The Cabinet Makers and Designers Association has launched its annual awards program for 2016 which will culminate with the presentation of awards at the CMDA annual dinner on Friday 8 July in the Members Dining Room at the Melbourne Cricket Ground.

The awards include a range of category winners, people's choice, CMDA President's Award and the prestigious Australian Cabinet Maker of the Year and Australian Designer of the Year awards.

Entries are open to members of CMDA as well as non-members who will receive membership of the Association as part of the entry fee.

Shayna Blaze, award-winning interior designer and judge on the Nine Network's award-winning show *The Block* and other programs will return as CMDA's MC for the 2016 event.

CMDA is pleased to be conducting the event in conjunction with the forthcoming AWISA exhibition and will also take the opportunity to display award entries on the CMDA stand at the exhibition.

Furniture Cabinet Joinery Alliance – 'FCJA Industry Excellence Award.'

AWISA and CMDA are strong supporters of the activities of the Furniture Cabinet Joinery Alliance (FCJA) with one of its strategic priorities being the ongoing development of innovation and design in the industry and its recognition. CMDA is proud to announce that it will be hosting the inaugural FCJA Industry Excellence Award immediately following the conclusion of the CMDA awards presentations at this year's dinner.

Entry forms for the awards are available at www.cmda.org.au and must be returned to the association by Friday 3 June 2016.

CMDA 2016 Training Awards

CMDA will be presenting its annual training awards at the CMDA annual dinner on Friday 8 July.

This year CMDA has announced that Admonter Australia has provided a prize of a trip to Austria to inspect its production facilities, recent projects and participate in a product training workshop and other activities. This prize includes all airfares and accommodation and is a significant commitment by Admonter to the ongoing development of skills within the industry.

Nomination forms for the Australian apprentice of the year and encouragement award are available at www.cmda.org.au. Training providers and employers are encouraged to review the application process and to nominate suitable apprentices into the awards. Nominations are open to apprentices employed by CMDA members or apprentices who are student members of the association.

The encouragement award is open to an apprentice involved in the design and/or manufacture of cabinetry at any year level and the apprentice of the year is for an apprentice who has completed their final year of schooling within the past 12 months.

Registered Building Practitioners – Victoria

The Victorian Building Authority (VBA) has recently announced new application requirements for cabinet makers performing domestic building work over \$5000. The VBA has also indicated that it will commence on-site inspections of building work as part of its normal day-to-day activities and the association is aware that Consumer Affairs Victoria has also commenced site visits.

CMDA is currently finalising a revised program to assist businesses to become compliant with the Victorian legislation.

CABINET MAKERS & DESIGNERS ASSOCIATION
Phone 1300 767 738
www.cmda.org.au



Some of the winners from the
CMDA Awards 2015

PLENO
Pantry with
Libell shelves



Magic Corner Comfort



Libell shelves



Peka storage solutions

Understated elegance

Manufactured in Switzerland for over 50 years, peka's simple but elegant storage solutions enable you to organise everything just as you would like it.

The kitchen is a key part of our living space, so why should we shy away from letting its inner beauty show? The Libell design range by peka blends in perfectly in any style of furniture. Thanks to its understated elegance, it does not look out of place in the living room, wardrobe or laundry. The rounded shape of the Libell shelf ensures that every last inch of storage space is put to good use.

The Magic Corner Comfort by peka allows for 80% of the available space to be used in a blind corner cabinet. The design permits for the front and back shelves to be completely exposed from the cabinet, leading to easy access to all items.

peka is proudly distributed exclusively by Lincoln Sentry in Australia.

Hideaway Bins wins Most Trusted Waste Management Brand for the second year running

Hideaway Bins designed and manufactured in New Zealand by Kitchen King Ltd, a family owned and operated company, gained Australian recognition in the Architecture and Design Trusted Brand Survey. Hideaway Bins won the Top Trusted Brand in Waste Management for the second year running – 2015 and 2014.

Industry professionals rank their favourite brands by allocating a maximum of 10 votes to 10 different nominated brands over a four week voting period. With over 500 nominated brands competing and 4000+ votes placed during the period, the Top Trusted Brands survey is Australia's leading national showcase of the best brands in the architectural, building, construction and design industry sectors.

Winning the Most Trusted Brand in the Waste Management category means Hideaway Bins has been recognised for innovation and quality in supplying waste management systems to the furniture and joinery industry of Australia.

Hideaway Bins are renowned for manufacturing high quality innovative storage solutions for the kitchen, bathroom and laundry as well as commercial projects. The bins are a practical solution that slide away under the bench and are completely hidden from sight until needed. Being both ergonomic and functional the bins are designed to be mounted at bench height and pull out towards the user, allowing easy disposal of waste without having to bend low inside cupboards.

The hidden bin solutions have been distributed throughout Australia for the past nine years through a strong distribution

network as well as being showcased at many consumer and trade based exhibitions assisting in building a strong and well known brand. It is seen as a huge achievement for a New Zealand owned and operated business to be ranked up at this level given the size of the Australian market in comparison to New Zealand. To win this award in such a competitive environment is seen as a great achievement and an honour and is something the father daughter team of Allen and Jamie Bertelsen are incredibly proud of.

Hideaway Bins can be purchased throughout Australia from distribution partners Hettich, Nover and Galvin Hardware.



Daughter and father team: Jamie Bertelsen and Allen Bertelsen of Kitchen King Ltd, manufacturers of Hideaway Bins.

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

Solu

Handle Free Solution

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

The BOGE brand: First-Class-Engineering made in Germany.

Discover the BOGE edge:
www.boge.net.au

BOGE AIR. THE AIR TO WORK.



For your nearest BOGE dealer, call (03) 5940 3266 or go to www.boge.net.au

HIDEAWAY® BINS WINS AGAIN

For the 2nd year in a row, Hideaway® Bins are proud to be named the Most Trusted Brand in Waste Management!



hideawaybins.com.au

Hideaway®

How to make the cut

For well over 50 years, SCM Group has been producing its range of thicknessers, surfacers and combination machines. Its longstanding worldwide reputation for quality design and engineering is well deserved. From the ground up, the machines are practical, reliable and solid. They are engineered to perform all day, everyday.

So how to improve upon perfection? Tooling is the answer. In association with the world's leading manufacturers of tooling, the SCM Group has developed unique solutions for its range of planing machines. The flexibility of the options available means machines can be customised with systems that fit the work that's needed.

The SCM planing machines have three systems available. The first is the traditional system utilising a 120mm diameter cutter block with 4 knives manually set by the operator with the assistance of a setting jig and these knives can be re-sharpened numerous times. Replacement blades are also readily available through all leading tooling suppliers throughout Australia.

The second option is the unique Torsa system. Torsa cutter blocks offer the operator the quickest changeover of blades possible with perfect blade projection with every blade change. Torsa offers a perfectly constant cutting circle due to the locking of the cutter blocks blades by centrifugal force. The knives are reversible and there are various grades of knife available to suit different timber species. Because of the ease of use and set up, the majority of machines Gabbett Machinery supplies are fitted with the Torsa blade system. Gabbett Machinery also stocks a large holding of the Torsa knives through its spare parts department (1300 600 591).

Thirdly, SCM completes its range of cutter blocks with Xylent spiral knife cutter block system, officially unveiled at the Ligna 2015. A departure from the straight knife system, the Xylent uses 3 rows of a collective of knives positioned in close proximity and that spiral around the cutter block. Each knife has four cutting edges and can be rotated as one edge dulls. The spiral design of the Xylent system means the knife will shear the timber rather than cut directly on it, producing a better quality of cut, reduced noise emission, improved shaving extraction and less working load on the machine motor.



GABBETT MACHINERY PTY LTD
Phone 1300 GABBETT (422 2388)
www.gabbett.com

The sales chameleon



SALESMAN, saleswoman, salesperson for the politically correct; whichever way you want to say it, the very mention puts most of us on the immediate defence and our instincts are to throw up walls in response. As a result, selling our services or products is one of the most challenging aspects of business. We get inventive about titles to cover up our roles. Representative, customer liaison officer, territory manager, account manager, customer support manager, and we all know the list of not so complimentary terms for this difficult profession. Nevertheless, sales professionals provide the lifeblood for business, large or small. Shopfitters, kitchen manufacturers, hardware suppliers; all need to promote their offerings to potential clients, and even the best solutions often call for some persuasion before being accepted. Sales people are the drivers of the economy.

Everyone knows the difference between an order taker and a business winning sales pro, I touched on this in a previous AWISA issue. But what makes a truly great sales person and what should we look for when hiring them?

Over the years I have worked for, with and employed many representatives at all levels of competence. During that time I've been privileged to know some of the best in the business.

It's not surprising to know that the numbers of truly great ones are far outweighed by the vast majority who earn a living from this high-pressure career. So why is it that in every

industry, some stand head and shoulders above the rest?

The answer came to me several years ago when I made a concerted effort to analyse my team and the traits that made some better than others. I was fortunate to employ more than one exceptional talent at the time and our business was thriving. I wanted to hire more of the same and so took to observing my sales team behaviour. It quickly became clear that several traits were identical in each of the top-class performers.

who stands head
and shoulders
above the rest
- a critical piece of
the puzzle

As expected, each had a passion and belief in their product and in finding solutions to customers needs. Passion is a key factor in a sales person's success and these performers were passionate about every aspect of the job. They were all very likeable and memorable personalities, vital in building customer relations. Each top performer was fiercely competitive, pitting themselves against rival suppliers, other team members, sales records, clients and ultimately their own performance. I have always viewed this as a vital trait in sourcing new members for the

team. I ticked off the list to include all the usual attributes you would expect to find in a good sales force, nevertheless, identifying these traits did not fully answer the question to my own satisfaction. I was missing a critical piece of the puzzle, the one piece that separates the best from the rest.

The clue I was looking for came on a road trip in New Zealand with my top performer at the time, one of the best sales professionals I have ever known. Always looking to improve our techniques, we had been conducting exercises in different ways to present our products to each client we visited. I noticed that in each case there was an initial period where we observed the client before tailoring our approach. This 'pause for evaluation' brought me to the realisation that I had found the clue at last.

There are all types of personalities, extreme extrovert to extreme introvert and everything in between. I have seen successful sales pros whose personalities fall under both of those extremes. The natural personality of this particular rep lent more to the introvert. But the one vital thing that he and each of the top performers exhibited was the ability to display a personality profile to match the client. That flexibility comes from an initial observation period where behavioural clues are quickly picked up from the client (often within seconds) and then matched in the approach to the relationship. These sales pros can become passive and unthreatening



Rick Lee has over 38 years experience in the woodworking industry. He now works as a consultant and trainer and can be contacted at Right Track Business Consulting on 0412 237 456 or at rick.lee@righttrackbusiness.com.au.

or brash and entertaining depending on the client's own personality. They recognise when a soft touch is needed and the reassurance of a technical expert who knows their product inside out. Or it might be that a fast talking client with a premium on their time requires a different kind of confidence, one that comes from relating to them on the same level, a no nonsense approach. Some clients relish doing battle with a sales person and are quickly turned off by a passive rep who can't get to the point and negotiate. But imagine if the same approach is taken when a timid and soft-spoken couple enter a showroom to enquire about a new kitchen. The real pro can adapt his behaviour to quickly match the prospect, putting them instantly at ease and open to doing business.

Top performers use a broad net that enables them to appeal to a wide spectrum of client personalities. It is important not to confuse this chameleon ability with deceptive behaviour. Exhibiting different personality traits to match a prospect allows the professional to empathise and connect with clients, opening their minds to be receptive to solutions and ideas. Like nature's reptiles, the sales chameleon is quite rare, but finding one can be the difference between good and great performance. ■

Stefano Orlati LED lighting by Titus

LED Lighting is an extremely effective design tool that can be used to transform and enhance a space. It has become commonplace in most homes and interior fit-outs.

There are so many clever ways to incorporate LED lighting into an interior scheme. In the kitchen the addition of under-cabinet lighting can enhance and open up a space. In the bathroom practical lighting can be incorporated such as ensuring the mirror is well lit or using a dimmer to control the brightness and mood of the space. Using strip lights or downlights in an open shelf or an entertainment unit is a great accent lighting option that can elevate and highlight the space.

LED lighting is safe, environmentally responsible and contains no toxic mercury. Also, the technology uses approximately 85% less energy than halogen or incandescent lights, so they operate at a cooler temperature and have a lifetime of up to 60,000 hours of usage.

The Stefano Orlati lighting range provides options for both functional and decorative applications with its key roles being task and mood lighting. The LED lights perfectly complement the more functional Tekform interior fittings. For a simple plug and play option based on an individual design, use the Stefano Orlati made-to-measure lighting program available with its LED strip lighting.

Simply determine the lengths of strip lighting required; choose the strip light type depending on the lighting

space and requirements; decide which colour light will best suit the space; add an LED profile which acts as a heat sink to prolong the life of the strip light as well as providing a proper lighting fixture; and choose how many transformers or extensions are required based on the length and placement of the strip lights.

Finally, add any extras to make the lighting easy and convenient: dimmer remote, hand sensor, door sensor, PIR sensor or even a Wi-Fi controlled App for phone or tablet. Alternatively, choose from downlights, tile lights and reading lights. All options provide simple plug and play installation.

Titus Tekform's in-house lighting experts and made-to-measure production team can assist in ensuring that the right solution is made for the job. Visit the Titus Tekform website to view images of the products online or download the simple and easy to understand product catalogue, order forms and installation instructions.

TITUS TEKFORM PTY LTD
Phone 02 9826 0007
www.titustekform.com.au
www.stefanohardware.com



Innovative and ergonomic storage solutions from Peka

Swiss based storage solution manufacturer Peka is passionate about practical and elegant interior design that enhances people's enjoyment in their homes. Peka has developed and manufactured pull-out systems and complete solutions for the kitchen and furniture industry for 50 years. Its products are developed in close co-operation with customers and strive to be user-friendly, space-saving and built to the highest quality standards. Peka has now partnered with Australia's leading distributor of cabinet hardware products, Lincoln Sentry, to start offering these innovating products to the Australian market.

The character of a living space and its furniture is very much influenced by the choice of materials and colours. Simple, elegant storage solutions enable everything to be organised as liked and to give each item a special added value. The Peka range of storage solutions on offer through Lincoln Sentry is based around the Libell shelf - a completely flat based shelf manufactured from a single piece of metal, which is powder coated for a clean and modern look. With their abundant storage space and clear, linear design, Libell shelves form an integrated solution with frames and slide-out systems. Their closed bases prevent stored items from falling out, while their rounded shape ensures that every last inch of space is put to good use. Also the fact that there are open corners makes them easy to clean.

The Peka range of storage solutions covers most main areas of the house including kitchen, butler pantry, laundry, wardrobe and alfresco.

The Peka range of storage solution products are covered by a 7 year warranty which gives that extra peace of mind when specifying one of Peka's products into a busy Australian home.

LINCOLN SENTRY
Phone 1300 551 919
www.lincolnsentry.com.au



Top: Extendo Libell by Peka

Above: Pegasus Libell by Peka



2016/2017 MEMBERSHIP OFFER

Do you need information on Modern Awards and what to pay your employees?

Do you need business contracts and agreements?

Would you like to obtain workplace policies, checklists and fact sheets at the click of a button?

Would you like to have unlimited calls to a workplace advisor?

UP TO 3 MONTHS FREE

If you answered “yes” to any of these questions, then take advantage of this great offer and become a FIAA Member today.

FIAA members have the most comprehensive resources, support and advice at their fingertips and just a phone call away.

LIMITED TIME ONLY

Members also have 24/7 access to business resources including awards, policies, checklists and fact sheets through the user-friendly FIAA website.

To receive up to 15 months membership for the price of 12, join online today at **www.fiaa.com.au**

For further information please contact our office.

Tel: 1300 FIAA 4 U or 02 4340 2000 Email: membership@fiaa.com.au

Furnishing Industry Association of Australia Ltd.

ABN: 80 000 071 787 RTO 90432

* Offer available to new members joining between 1st of April & 30th June 2016

www.fiaa.com.au

Finding the perfect employee

Running a company on one's own is no easy feat. Running a successful company on your own and doubling your turnover in 12 months is an even bigger accomplishment but one that Brady Harris, of Harris Kitchen Joinery was able to achieve after his first year of operation.

Perfecting his craft throughout his career with a number of well-known commercial kitchen companies, Brady has quickly become known around the Hawkesbury Region of Sydney for his attention to detail and high level of craftsmanship. The majority of Harris Kitchens & Joinery's projects are top-end, custom-built private homes where the average build cost is well over a million dollars.

Brady's rise to this level of production was no accident. "Starting out on my own, I had to make the choice between employing staff and building my warehouse with the right machines for the job," says Brady. With cost, reliability and level of experience becoming major concerns during the hiring process, Brady made the conscious choice of machine over manpower and invested in a CNC nesting machine from Gabbett Machinery. "The cost and capabilities of the SCM Pratika 310MF made my decision very easy," Brady explained.

A versatile nesting machine perfect for a range of joinery applications, the SCM Pratika is able to size, drill and rout nested panels. "For each new home, I typically design, manufacture and install the kitchen, walk-in pantry, laundry, study and barbecue area. I needed a machine able to cope with different applications and outputs to be able to deliver the different designs I need for each element," says Brady.

"A major part of my decision to go with the Pratika was that it came out of the box with Xcab Software," says Brady. "I used to meticulously plan projects by hand but with Xcab I just enter in my cabinets and export the design - a saving of 25 hours for each job."

"It was definitely the right choice for me," states Brady. "The hours saved in the design process and accuracy of the finished panels mean that I can guarantee my clients a quality product delivered on time, something extremely important in the process of building a home."

GABBETT MACHINERY PTY LTD
Phone 1300 GABBETT (422 2388)
www.gabbett.com



MILLSOM
MATERIALS HANDLING

VACUUM LIFTING SOLUTIONS

Our **vacuum lifters** can **lift** and **move** a huge range of products from **10kg to 2,000kg**.



A SCHMALZ TUBE LIFTER CAN MAKE LOADING OF YOUR CNC AN EASY JOB FOR A SINGLE OPERATOR



THE VACUMASTER 180° VACUUM LIFTER ALLOWS A HORIZONTAL LOAD TO BE LIFTED AND ROTATED 180° BY **A SINGLE OPERATOR**

FREECALL
1800 992 211

sales@millsom.com.au
www.millsom.com.au

First KitLock with smart cards

Codelocks latest product in the KitLock range, the KL1550 Smart, provides flexible access for end users and makes it faster and easier for operators to manage and control access to large numbers of lockers, cabinets and enclosures.

KL1550 can be programmed, managed and opened in multiple ways.

Flexible keyless access is available via code and smart card. The lock supports NetCode, Codelocks web-based application, allowing users to generate one-time access codes from a remote location and send the codes via SMS or email direct to the person requiring access. This function is useful for service engineers when visiting remote cabinet enclosures.

The integration of technology opens up new market areas for Codelocks and allows standalone

digital locks to compete with more sophisticated wireless access control systems. Using an NFC-enabled hand-held device (purchased separately), operators can upload selective programs and features, and download audit trail data on demand in a matter of seconds. For access to storage used regularly by a small group of people e.g. nurses accessing a medical cart in a hospital, up to 50 smart cards can be issued.

CODELOCKS AUSTRALIA
PTY LTD
Phone 1800 052 131
www.codelocks.com.au/kitlock



PROVEN SUCCESS FOR YOUR BUSINESS

The experience from the team at Planit will provide you with confidence that investing in our software will allow you to save time and work smarter as you improve your business.

- ✓ SOFTWARE INTEGRATION
- ✓ PROFESSIONAL TRAINING
- ✓ ONGOING CUSTOMER SUPPORT

*Designs supplied by TK Design

“Using Planit software has given us greater confidence in the work we produce because it ensures our drawings are 100% spot on!”

Peter Conners, Conners Kitchen By Design



1300 855 411
www.au.planit.com

by Kevin Addy
QuickCAM Systems Pty Ltd

Battling the bottleneck

SIMPLY REMOVING the bottlenecks in your business can improve your bottom line enormously.

Imagine a factory without bottlenecks. Orders are coming in one end and in a smooth flow the production proceeds unhindered through to delivery. Everything is balanced. Everyone is busy all the time. All machines are working to capacity. Things couldn't get better.

Bottlenecks are probably the most expensive problem in modern production and almost everyone has them. Once you fix a bottleneck the work flows again until it hits a new

reporting and instruction for assembly and installation, timely control to bring all other components together and many other functions that all need to be running at maximum.

You also need to consider what to do when you find a bottleneck. Historically the answer has been to add another person to speed it up, or what about overtime? Indeed the solution could be solved much easier and cheaper by improving the system or introducing automation.

Some of the most successful companies in this industry are successful because they are winning this battle. Their systems are well designed and their software effective, which ultimately results in lower production costs and a healthy bottom line. Two examples of this are Artline Kitchens in Sydney and the KT3 Group in Adelaide. Both companies supply to the trade, have substantial production resources and use production software from QuickCAM Systems. Because of QuickCAM's unique ability to manage all aspects of production, in a way that no other software does, these companies have virtually eliminated all production bottlenecks and now enjoy a fast flowing production environment.

Finding a bottleneck is quite easy when you look, or maybe you already know where yours are. The question is, how do you remove all the bottlenecks? If you are thinking that the QuickCAM solution is only for the bigger companies, then think again. All the special features developed and available in a QuickCAM system are perfect for single machine manufacturers as well. There is even a low cost solution for manufacturers who have not installed their first CNC yet, with all the time saving features.

Some of the questions you may ask are: How do we find those extra customers? How do we design a kitchen in 30 minutes instead of 4 hours? How do we automate and speed up the quoting system? How do we find out what the real cost of every job is? How do we get three times more out of our production? And there are many more.

Once you are in control of all the problem areas which cause bottlenecks you will make everyone's job easier and find the time to get on with the more important stuff.

On another topic, after KT3 and Artline were satisfied with the performance of their manufacturing, QuickCAM released a new development, which increased throughput by a massive 17%. We will tell you about this next time. ■



weak spot and creates a new bottleneck. Bottlenecks are sometimes invisible but are always costly and the only way to deal with them is to remove all of them altogether.

Think about it, what good is the fastest router in the world if it is not running at capacity. Then, what good is it if the nesting software on the router isn't as effective as it should be and you are holding up assembly.

Hunting down bottlenecks isn't just about issues between the computer screen and the machine, it starts with finding new customers, effective quoting, fast and spectacular designs, winning jobs, accurate and effective detailing, fast and effective product customisation, hardware/stock control and ordering, maximising machine capability, accurate

QuickCAM Systems

The REAL Solution.

Design and Manufacturing Software

Fast design with spectacular results

What if you could design a kitchen in less than half the time you are doing now.



Kitchen-Bathroom-Bedroom design,
Online Planner, Pricing and Quotations,
Total product customisation, Editor,
MDF door Manufacturing,
Material and Production Costing,
Connects to all Machines.

Screen to machine - fast and accurate every time!

What if you could send a fully customised job to the machine in a quarter of the time you are doing now.

Take advantage of all the new and powerful software innovations designed to increase the performance of your business at all levels, from finding new customers, closing sales, designing kitchens, quoting the job and manufacturing the product..

This is why ArtiCAD and QuickCAM are the chosen software solution for some of the largest custom cabinet making companies in Australia.

To find out more, see us at AWISA stand 936 or...

Phone: +612 9980 7011
Email: info@quickcam.com.au
www: www.quickcam.com.au

Australian Ambassador visits Hettich head office in Germany



From left: Stefan Schwartz, David Ritchie and Dr. Andreas Hettich at the Hettich Forum.

The Australian ambassador, David Ritchie, visited the Herford district on 18 November 2015 at the invitation of the SPD Member of Parliament, Stefan Schwartz, and toured some industrial companies that have business relations with Australia. The aim of the visit was to show the enterprises and the ambassador the potential of developing business links.

The programme for the visit included tours of the Kannegiesser and Hettich factories along with an informative exchange with regional business representatives. Dr. Andreas Hettich showed the ambassador, together with Stefan Schwartz, around the ArciTech drawer system production facility, which received an award from the Association of German Architects (BDA) in 2014. The ambassador was visibly impressed by the innovative, sustainable construction.

Dr. Hettich also used the meeting as an opportunity to inform the ambassador about the intensive business relations that exist with Australia. As well as the advantages, the difficulties and characteristics of the Australian market were also discussed. Aspects touched on included complicated administrative regulations, high labour costs in some cases and non-binding product standards.

The training system in Australia is seen as another challenge. Unlike the dual training system for skilled workers in Germany, the majority of workers in Australia are either semi-skilled or complete a university education, Dr. Andreas Hettich explained. The factory tour was completed by a visit to the training centre.

HETTICH AUSTRALIA
Phone 1800 687 789
www.hettich.com.au

WILSON & BRADLEY MAKE IT EASIER TO ORDER BLUM PRODUCTS



Home Our Products Online Shopping Media Centre About Us & Our Brands Help & FAQs Contact/Feedback Locations

SPECIALS

LOGIN

1 item

SEARCH

Blum Online Product Configurator



Blum Online Product Configurator

Blum's Online Product Configurator (OPC) allows for the quick, easy and convenient selection and design of a broad range of Blum fitting solutions.

The configurator helps to support with cabinet planning information, by supplying 2D and 3D CAD files as well as providing extensive information on Blum products through the use of product videos, brochures, installation drawings and complete part lists.

Advantages of the program:

- Calculates complex applications accurately for every kind of installation
- Helps prevent ordering mistakes
- Receive part lists, marketing information as well as manufacturing and assembly documentation
- Installation drawings and 2D CAD data is available
- Configured fitting solution can be further processed in 3D CAD formats if required

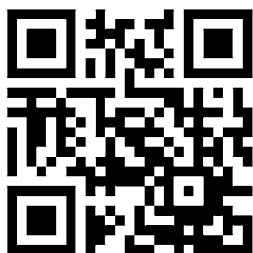


Wilson & Bradley online ordering - connected to Blum's online product configurator from 1st March 2016.



The Wilson and Bradley ordering system is now fully integrated with Blum's quick and easy selection tool.

REGISTER NOW FOR BLUM
ONLINE PRODUCT
CONFIGURATOR



WB_AWISA-SD02-16



www.wilbrad.com.au



Business and industry awards - 7 good reasons to enter



Some thoughts and news from the Kitchen & Bathroom Designers Institute

Anyone who has entered a business or industry award is sure to say that the exercise takes time and resources. You're putting yourself, your business and your work under scrutiny, so a fair bit of courage is required, too. Of course the payoff is worth more than the trophy or plaque you may take home at the end of the night - here are seven good reasons to put yourself in the running:

1. Benchmarking

By comparing yourself to your competitors, you will soon begin to identify areas you need to develop - from a design or business perspective. Alternatively, or at the same time, you may gain faith and confidence in the skills and attributes you already possess. A benchmark is a 'standard from which quality or excellence is measured'. Award-winning designers and manufacturers are setting the benchmark for your industry and profession: are you exceeding these standards, or are you on par? What is the benchmark of your business? Are you and your team meeting your full potential?

2. Team morale / Self-motivation

Do your team members need a boost in morale? Do you need a little motivation yourself? Frederick Herzberg (American psychologist and business management guru) once said, 'If you want people motivated to do a good job, give them a good job to do'. Acknowledge the talent in your staff and/or yourself; throw down the challenge for a successful entry - and see what happens.

3. Marketing and exposure

This is the most obvious benefit to your business: the free marketing attained by media exposure for award finalists is both rewarding and measurable. Any accolades should be used in all business promotion - on signage, literature and of course, your website and social media. Be sure to brag - being shortlisted in an awards program (particularly KBDi's program which draws incredible talent from across the nation) is certainly something to be proud of.

4. Respect and credibility

What do consumers (potential clients) see in your media exposure? They see a business that is at the peak of its game, offering quality and credibility. You will have gained their trust and respect even before you've entered their home. Likewise, suppliers and other associates will recognise your achievements - this could open new doors to securing contracts, better prices and potential new industry contacts.

5. The difference between you and your competitors

We are in a competitive industry, and it's not uncommon to be contending for design. Will your award recognition put you ahead of your competition? Could it be the deciding factor for a quality client? Highly likely. Stand out from the crowd with your accolades.

6. Staff recruitment

Who doesn't want to be part of a winning team? Attract new talent - those who aspire to 'be the best' will be looking to join like-minded professionals. Your award participation will let future team members know you're a goal setter, and you'll attract motivated employees to your business.

7. Big picture perspective: benefits to the industry

By recognising and celebrating the high standards that exist in our industry, we encourage others to 'lift their game', and we provide the media - and potential new customers/clients - with case studies of excellent design practices. Be proud of your profession and industry, and know you're paving the way for those who'll follow...

KITCHEN & BATHROOM DESIGNERS
INSTITUTE
Phone 1300 253 223
www.kbdi.org.au

Darren James (right) accepting his award
for KBDi Certified Designer of the Year 2015

KBDi DESIGNER AWARDS 2016: ENTRIES NOW OPEN

The Kitchen & Bathroom Designers Institute is proud to be hosting its eighth annual Designer Awards program in 2016. The Awards recognise the incredible talent of Australia's finest kitchen and bathroom design professionals, from well known designers who've been long time industry leaders to up and coming players new to the game. The program offers fantastic opportunities for client and industry recognition, media exposure and promotion, and the entry process is easier than you may believe. For more information, visit www.kbdiawards.org.au.

MELBOURNE TO HOST KBDi AWARDS GALA AND DESIGN SYMPOSIUM

16 & 17 SEPTEMBER

KBDi is excited to announce that its annual Designer Awards Gala will be held in Melbourne in 2016. The Gala will coincide with KBDi's inaugural 'design symposium': this 'meeting of minds' will include in-depth design discussions, a unique tour of Melbourne's best design precincts and more, and we invite design enthusiasts to join us for a great weekend.



Huge energy savings thanks to centralisation of vacuum supply

ADA Möbelfabrik, headquartered in Anger (Austria), is one of Europe's largest manufacturers of furniture. Upholstered furniture, beds, mattresses and slatted frames are produced for the Austrian market and for many other European countries in two shifts, using modern manufacturing techniques. The vacuum supply required for securing items to the CNC machining centres is provided via a central vacuum plant produced by Busch Austria. By opting for this vacuum system, ADA has integrated an extremely economical and reliable vacuum supply into the production process.

Starting from humble beginnings as a rope manufacturer in around 1900, ADA has evolved into an ultramodern furniture producer that is still run as a family firm. In addition to its factory in Anger, ADA also has production sites in Hungary (in Körmend and Nova) and Romania. Until 2009, there were two CNC portal machining centres (fig. 1) installed at the production site in Anger with grid-based clamping tables for NBM (nested-based manufacturing), featuring two dry rotary vane vacuum pumps on each table and a suction capacity of 500 cubic metres per pump per hour. These vacuum pumps were continuously in use across the two shifts and as they were each powered by 15 kW electric motors they consequently consumed a large amount of energy. Furthermore, the vanes in the rotary vane vacuum pumps had to be replaced once a year due to wear.

The management at ADA therefore decided to look for a more economical alternative for its vacuum supply system and placed particular importance on obtaining a new CNC router, which would be equipped with two additional rotary vane vacuum pumps with 4 kW motors. They consequently looked into the Mink claw vacuum pump technology (fig. 2) from Busch in close detail. In contrast to regular rotary vane vacuum pumps, Mink claw vacuum pumps (fig. 3) operate using a non-contact process. This means that the rotating parts within the vacuum pump do not touch each other. The advantage of this is that the Mink claw vacuum pump creates a vacuum without any wear occurring, so no operating fluids, such as oil or water, are required in the compression chamber. The need for maintenance and part replacement is reduced to a minimum. The only maintenance task that remains is an oil change in the gear unit, which must be performed after every 20,000 operating hours. A further advantage of Mink claw vacuum pumps is that, thanks to their non-contact operation, they use less motor power, which in turn has a highly positive effect on

energy consumption. During the discussions with Busch Austria the idea of centralising the vacuum supply was put forward.

Busch Austria therefore designed a customised central vacuum system for ADA, consisting of eight identical Mink claw vacuum pumps, each equipped with a suction capacity of 300 cubic metres per hour. This vacuum system provides a sufficient vacuum supply to the two CNC machining



FIG 1

centres with NBM clamping tables and to the additional machining centre with vacuum blocks (fig. 4). An additional Mink acts as a back-up pump. This pump is hardly ever used, but if required it can be used to increase the suction capacity of the system such that an additional CNC router can be connected to the vacuum supply.

The suction capacity required varies greatly and is dependent to a large extent on the materials used and the size of the work pieces. For example, when materials with a high level of air permeability are being machined simultaneously on each of the three connected machining centres, a higher suction capacity will be required than when solid wood is being machined on all machines at once. The control system for the vacuum system is therefore designed in such a way that at any one time only the pumps required to supply the power currently needed are in operation. All other pumps are automatically switched off.

The energy consumption level for the vacuum supply system would have added up to 68 kW in the case that, with the two portal machining centres each equipped with two 15 kW rotary vane vacuum pumps, the proposed CNC router was installed, featuring two further, small rotary vane



FIG 2

vacuum pumps, each with 4 kW motors. The central vacuum system supplied by Busch requires 44 kW for the eight Mink claw vacuum pumps, which represents a theoretical energy saving of 35 percent. Thanks to the on-demand control system, the individual Mink vacuum pumps are only in operation for an average of 10 hours out of the 16 hours of the two shifts. This enables a further energy saving of approx. 38 percent.



FIG 4

BUSCH VACCUM PUMPS AND SYSTEMS

Phone 03 9355 0600

www.busch.com.au



FIG 3

Fig. 1: One of the two CNC processing centres with NBM clamping tables

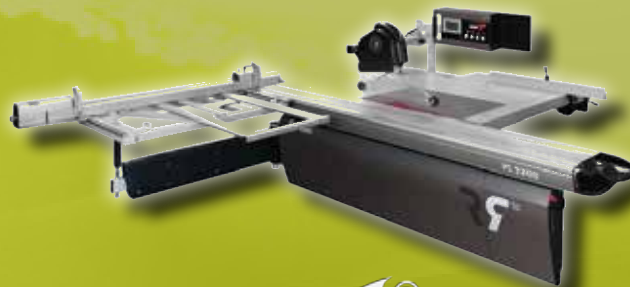
Fig. 2: Cross-section of a Mink claw vacuum pump. Two claw-shaped pistons rotate in opposite directions within a housing, without touching each other.

Fig. 3: Eight of these Mink claw vacuum pumps provide the vacuum supply for the ADA production plant in Anger (Austria)

Fig. 4: CNC processing centre for solid wood processing at ADA

Manufactured in Belgium.
ROBLAND

Silverline Panel Saw. 3 Axis Panel Saw
Precision Setting + 3.8m Sliding Table + 1.5m CNC Rip Fence.



REDSAIL
Manufactured in China.

CNC Routing + Laser Carving



Manufactured in Spain.

Tiltable Trimmer

The only trimmer capable of trimming excess off the panel / edge surface at any angle without changing the bit.



BEYOND TOOLS

Big on Tools. Big on Machinery. Big on Service.

www.beyondtools.com

National Agent Beyond Tools
23 Exhibition Drive, Malaga WA
T 08 9209 7400
sales@beyondtools.com

VIC JC Walsh
32 Victory Rd, Airport West
T 03 9335 5033
jcwalsh@bigpond.com

by Lee Gabbett

Gabbett Machinery Pty Ltd

Level up the workshop



ONCE THE DOMAIN of larger manufacturers, Inventory Management Systems are now becoming more accessible to all small to medium manufacturers who utilise board products.

Most inventory management systems incorporate board handling, warehousing area, panel rotation, labelling and stock management software at the infeed end of your production line. A typical scenario would see an automatic warehousing and loading system optimising the material flow to a nesting cell or beamsaw.

The warehouse software manages single colour or mixed stacks, along with varying panel sizes and thicknesses - accessing each as required by the machining area.

As an operator, the only requirement is to introduce the packs of board to the infeed end of the warehousing system. The operator would next come into contact with the panel after the machining zone, where it has been machined and sized. A number of steps are removed from the production process, allowing technology to optimise the process around your production needs.

Inventory management systems provide a host of advantages for all workshops, including;

1. Increased productivity - the storage management system works in hidden time, always optimising and operating in front of your production requirements. Operators who were traditionally involved in machine loading and stock management can be utilised in assembly and installation areas - increasing productivity.
2. Stock management - handling and managing stock levels of high turnover consumables takes time, both in stocktaking and managing. It's a job ideally suited to an automated software program.
3. Safety - reduced forklift usage and less materials handling all amount to a safer working environment
4. Reduced rework - the automation of repetitive processes, like stock control and machine loading gives reduced errors, which in turn means less problems once you get onsite for installation.

By helping improve production scheduling, avoiding a shortage of materials and eliminating duplicate ordering - cash flow within the organisation can be freed up and put to use in other areas.

Many years ago the introduction of nesting machines to Australia revolutionised our cabinetmaking industry. Nesting machines gave every manufacturer a cost effective way to cut, rout and drill components. Inventory Management Systems are the next logical step for manufacturers to leverage technology - in fact, inventory management is an obvious extension of nesting technology.

It's interesting to note that Australia is ahead of the world in its demand for Inventory Management Systems, though this is to be expected in a market where we need to be competitive against both local and imported product. As a country we are very motivated to have streamlined manufacturing processes - put simply, it's our competitive edge in a worldwide market. ■

Quality CNC tooling

Huge rangeFast delivery



CNCRouterBits.com.au



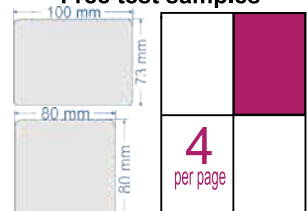
Labels and Label Printers

Label Printers

Zebra, Datamax, TSC
Label Rewinders



Free test samples



Cabinetry Labels

A size to suit your business
Removable with no residue
Labels on rolls or A4 sheets
Lowest Prices, Lots of sizes

**ALL ABOUT
LABELS**

WE MAKE LABELS

www.allaboutlabels.com.au

Ph: 1300 762 603

Flat Rate Shipping Australia Wide

THINKING OF GETTING INTO STONE FABRICATION?

- CNC BRIDGE SAWS
- MITRE SAWS
- WATER-JET CUTTERS
- CNC MILLING CENTRES
- EDGE PROCESSORS
- WATER FILTRATION
- LASER TEMPLATORS
- CAD/CAM SOFTWARE



Burkhardt BAZ 595 Rotating Table CNC

Go to: www.cdkstone.com.au/machinery

STONE | MACHINERY | TOOLS | SERVICE | LEASING



MELBOURNE
4-6 FREIGHTER ROAD
MOORABBIN VIC 3189
P +61 3 8552 6000

SYDNEY
20 YULONG CLOSE
MOOREBANK NSW 2170
P +61 2 9822 5155

GOLD COAST
26 WRIGHTS PLACE
ARUNDEL QLD 4214
P +61 7 5537 3222

ADELAIDE
22 RICHARD STREET
HINDMARSH SA 5077
P +61 8 8340 2877

PERTH
231 CAMBOON ROAD
MALAGA WA 6090
P +61 8 6240 2200

KitLock
gets smart



Flexible access control for lockers, cabinets and enclosures.

The KL1550 Smart locker lock can be programmed, managed and opened in multiple ways. Provides keyless access via smart card or code. Supports NetCode, Codelocks web-based application, allowing remote code generation. Send codes via SMS or email for instant one-time access. The optional tablet allows operators to upload selective programs and features and download audit data on demand in a matter of seconds.

Be Smart. Go Keyless. Go KitLock.


CODELOCKS

To find out more contact: +61 (0)2 9882 1009 Visit: www.codelocks.com.au



AMERICAS • UNITED KINGDOM • EUROPE • MIDDLE EAST & AFRICA • ASIA PACIFIC

Häfele launches innovative new online website



Manufacturers should draw up their plans and fill their calendars with projects, because Häfele has just launched a whole new way to access its hardware technology 24/7.

Hafele.com.au isn't just a website. It's an innovative ordering tool that makes delivering big ideas and great work easier. National marketing manager, Melissa Murat says, "Technology is changing the way we all do business."

"Now our valued business partners can get any Häfele product or service they need faster than ever before. It's a competitive market, and what we've done really sets us apart from our competitors."

The results are impressive. Revamped, refreshed and redesigned the new hafele.com.au is an e-commerce site that packs some serious punch.

Here's why. Firstly, it showcases Häfele's entire inventory – every single product. Secondly, hafele.com.au displays real-time quantities and pricing so it's not possible to order something that's out of stock or that's over budget.

Thirdly, its search functionality is out of this world. Utilising similar technology employed by e-commerce giants such as Amazon and eBay, products can be located and compared with lightening speed. An intuitive personalised login and shopping cart makes ordering purchases a snap.

Inspired by major social media platforms, hafele.com.au also allows users to manage their profile and share projects they have created with Häfele hardware. There's even a full look book of projects built with Häfele hardware to feed users with ideas.

HÄFELE PTY LTD
Phone 03 9212 2000
www.hafele.com.au

LUMINA with LTRONIC and Glu Jet

Perfectly Invisible Joints



LTRONIC – the Solution for Laser Edges

- Unbeatable in speed and cost efficiency
- Complete without hot air

Glu Jet – Waterproof Invisible Joints

- Hybrid Technology - PUR and EVA Glue processing on a standard basis
- For neutral and coloured glue in cartridges or granules



HOLZ-HER
PRODUCTIVITY AND PRECISION
FOR THE PERFECT WORKFLOW IN YOUR PRODUCTION



A member of the WEINIG Group
Weinig Australia Pty Ltd
1800 736 480
sales-australia@weinig.com

www.holzher.com

TigerStop launches new manufacturing resource weekly blog

TigerStop has launched Tiger Shop, a weekly blog that aims to empower manufacturers to be globally competitive. The new blog will include information and recommendations on "best practices" for growth and efficiency and will include news, how-to-guides, industry insights and forecasts. Tiger Shop is published each Tuesday.

Tiger Shop will include articles on technologies that increase shop efficiency, guides for adding automation and lean principles, and it will include stories of successful practices from TigerStop customers in the wood, metal and plastic industries. Content will come from within the company as well as from some notable guest bloggers and will focus on building a successful business that can compete globally and source locally.

"Now, more than ever, you need to be smart, and work more efficiently with what you have," says Spencer Dick, TigerStop founder and CEO. "We are here to share best practices, educational materials, and advice from the front lines. And most importantly, to learn with you."

Tiger Shop blog posts will be shared on multiple platforms including social media such as Facebook, Twitter, Instagram and LinkedIn. Future blog topics include "How to cut costs from your supplier" and "Wood cost projections for 2016."

TigerStop was founded in 1994 by Spencer Dick, who as the owner of a thriving manufacturing business, became frustrated with the inherent inefficiencies of his machine operators stopping to reset and recalibrate whenever they were cutting material to various lengths. Spencer also noticed that regardless of how carefully material was measured, the end results were always of slightly different dimensions. He founded TigerStop to automate the cutting process so that exact and accurate parts, whether wood, metal or plastic, would result each and every time.

TIGERSTOP

Phone + 1 360 254 0661

www.tigerstop.com

DON'T MEASURE

DON'T MARK

JUST.CUT.

SAVE 30% ON YOUR LABOUR

www.tigerstop.com • 0011 +1 360. 254.0661

SAWGEAR®
automatic length measuring by TigerStop

CAD+T

Interior Design &
Production Software

Furniture design,
construction and
production in one
software solution.

Benefit from:

- 50%* increase of factory production
- 30%* reduction of labour costs
- 10%* reduction of material costs

Visit us at

AWISA
6-9 July 2016
Booth 946

* Figures based on our
reference client New Age
Cabinet Design in Perth

CAD+T Australasia Pty Ltd

CAD+T Australasia Pty Ltd:

9 Daintree Loop
WA 6167 Bertram
Tel.: +61 (0) 450 723 721
E-Mail: office@cadt-solutions.com
Web: www.cadt-solutions.com

Blum release new version of Dynalog online software



Blum continues to support manufacturers and designers with its industry leading online software. Dynalog 3.3 has been updated to Dynalog 3.4 that now has the ability to include the new Aventos HK-XS and Legrabox Pure sink drawer application in Dynaplan.

Blum's online software Dynalog incorporates Dynaplan and the Online Product Configurator which are designed to support product selection, cabinet planning and the ordering process. Dynalog 3.4, the new update from Dynalog 3.3 is available for complimentary download.

Dynalog aids the industry in the specification and ordering process, making it faster, easier and more compatible than ever to flow from initial planning stages to ordering Blum products.

The updated Dynalog 3.4 software will now include new products from Blum Australia's range in Dynaplan; Aventos HK-XS and the Legrabox Pure sink drawer application.

Industry customers and partners who have downloaded the Dynaplan software previously are also encouraged to register for access to Blum's Online

Product Configurator, to utilise Dynalog's full functionality and capabilities.

Both Dynaplan and the OPC have the ability to export data into CAD software to complete the overall design in 2D or 3D.

Dynalog 3.4 can be updated by following the prompts in the previous Dynalog 3.3 version, or simply visit the Blum website to register and download at <http://e-services.blum.com/>.

BLUM AUSTRALIA
Phone 1800 179 186
www.blum.com

DYNALOG 3.4 - available for Download 15th February 2016.

Blum's Online Product Configurator.
(Photos by Blum)



Vacuum-assisted Lifting Systems



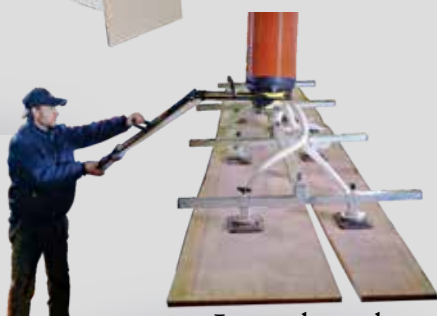
light-weight boards



Clever support
systems, like this
cantilevered
arrangement.



Cabinets



Large boards
(2 at a time even)



Please discuss your application with us.
- 'Custom design' is our specialisation.
- We can verify ergonomic improvement.

The Professionals in Vacuum Lifting.



Head Office VIC - Tel: (03) 9457 8260

www.kockumsbulk.com.au



Continued global expansion for Boge

Boge Compressors and particularly Boge Australasia has experienced continued expansion in the markets in 2015 with a growth rate in the local market exceeding 13%.

With a comprehensive distributor network in every state of Australia the Boge products are supported with fully qualified technicians and sales specialists. For the benefit of the consumer all authorised distributors are listed on the Boge website.

The quality engineered products which are fully imported from Germany offer a complete solution for any application that requires compressed air and Boge in Australia carry a very large range of machines in stock. These start in size from 5hp at 19cfm to 480hp and 1,500cfm including oil injected and oil free machines. The machines are also supported by a large range of genuine spare parts and Boge oil to prolong the life of the product and preserve the customer warranty.

For the woodworking industry Boge Compressors has a range of complete air centres including the compressor, tank and refrigerated air dryer ready to connect and start work. Alternatively if a manufacturer has some of these ancillary items Boge can supply a compressor to match their needs.

The reliability of the product means reduced costs to the consumer over the life of the compressor and the capital cost for purchase of the German engineered equipment is quite modestly priced.

BOGE COMPRESSORS

Phone 03 5940 3266

www.boge.net.au

Boge saves space and money.



Australian Woodworking Industry Suppliers Association Limited

AWISA The Association



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

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

AWISA The Exhibition



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

The next AWISA exhibition will take place in Melbourne from 6-9 July 2016 at the Melbourne Convention & Exhibition Centre. For more information visit 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 13,000 end users in the industry. AWISA's editorial policy is to produce quality editorial about business and technical issues that affect the woodworking industry, and to provide members with a means of disseminating information about their products. The association welcomes input from both members and end users about subjects that should be written about in the magazine.

AWISA The Board

CHAIRMAN

Brett Ambrose, Blum Australia Pty Ltd

BOARD MEMBERS

Ross Campbell, Homag Australia Pty Ltd
Stephen Cugley, Planit
Martin Gane, Hettich Australia
Vit Kafka, Altendorf Asia Pacific Pty Ltd
Ron Smyth, The Wood Tech Group
Jim Snelson, Borg Manufacturing
Luke Tenaglia, Biesse Group Australia
Trevor Wilson, Wilson & Bradley Pty Ltd

General manager: Geoff Holland Phone: 0412 361 580 Email: info@awisa.com

ADVERTISERS INDEX

All About Labels	68
Atlas Copco	27
Beyond Tools	67
Biesse Group Australia	9
Blum Australia Pty Ltd	19
Boge Compressors	55
Busch Australia Pty Ltd	35
CAD+T Australasia	72
CDK Stone	69
Codelocks Australia	69
FIAA	59
Gabbett Machinery Pty Ltd	31
Hafele Australia	76
Hettich Australia	75
Hideaway Bins	55
Homag Australia	2, 3, 49
Kockums Bulk Systems	73
Lincoln Sentry	25, 53
Microvellum	41
Millsom Materials Handling	60
Multicam Systems	4
Planit	61
Quickcam Systems	63
Solu	54
The Wood Tech Group	50
Tigerstop	71
Titus Tekform	13
Weinig Australia Pty Ltd	51, 70
Wilson & Bradley Pty Ltd	64
Woodtron Pty Ltd	32

DISTRIBUTION

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



Design in motion: SlideLine M

The SlideLine M sliding door system brings new movement to furniture: sliding the door to different positions creates a modern stylish look with the option to add additional sliding elements. Optional soft-close Silent System is integrated into the runner component, closing sliding elements gently and quietly.

Discover the latest in German quality innovation by visiting a local Hettich Showroom.



Interested?
Find out more here...
SlideLine M

Technik für Möbel


Hettich

{THE ALL NEW}

HÄFELE

COM AU

INTUITIVE
NAVIGATION

STATE OF THE ART
SEARCH FUNCTION

24/7 ONLINE
ORDERING

LIVE CHAT

TAKING HÄFELE.COM.AU ONE STEP FURTHER

Häfele is more than just hardware technology. Häfele is inspiration, service and reliability.

During the past few years at Häfele we have been working tirelessly on our online services. Our goal is to offer a better experience to you, our valued customers. In that time we have developed the Häfele catalogue app which is available on smartphones and tablets, we communicate via Facebook and have started to provide video knowledge via YouTube.

Let yourself be inspired and let us bring hafele.com.au to you. Online ordering is faster, easier and more intuitive than ever. Our new and improved search function is designed on that of sites such as Amazon and eBay. You can update your profile and share projects which you yourself have created using Häfele hardware, or be inspired by projects you see built with Häfele hardware.

Visit us at www.hafele.com.au

