

AWISA THE MAGAZINE

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

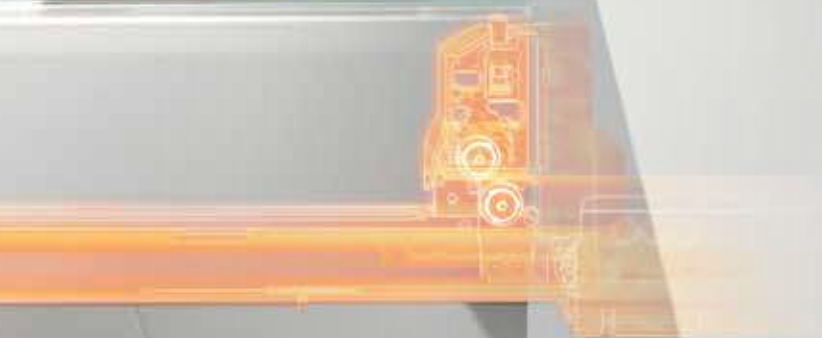


PUBLISHED BY THE AUSTRALIAN WOODWORKING INDUSTRY SUPPLIERS ASSOCIATION LIMITED

New functionalities for TANDEMBOX

Blum's TANDEMBOX box system has been optimised to provide you with an even higher quality product. Important functions of the existing system have been re-engineered to improve operating characteristics.

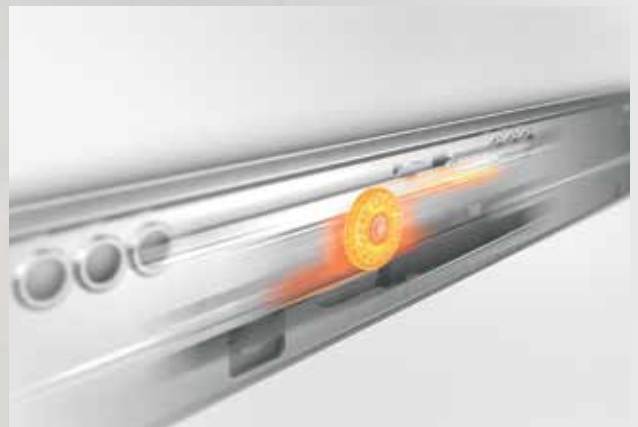




Lighter opening forces provide a smoother transition through to the running action producing an even better opening feel.



Stability has been significantly improved by optimising the drawer side and further developing the front fixing bracket.



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

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aluminium, plastic, stone and panel
processing industries. Members include
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DEAR READER,

The woodworking industry in most parts of Australia is starting the year with business activity at good levels. But a slight word of caution about the building cycle is expressed by our new commentator on things economic, Dr Harley Dale, chief economist at the Housing Industry Association. We welcome Harley's comments in this and future issues of the magazine.

In discussions I have around the industry, the one theme that is constant is the difficulty in getting good staff at all stages of the business process – sales people, factory staff both skilled and unskilled, and especially installers.

This is no doubt exacerbated by the level of activity, but when it comes to the trades, part of the problem in my view is the training systems. There are too many opinions as to what are the appropriate qualifications and how training should be delivered. AWISA, through the Furniture Cabinets Joinery Alliance, has a representative on the Australian Industry and Skills Committee's Furnishing Industry Reference Committee. As I understand it, the committee has responsibility for national training package development. I'm sure that all readers who operate in the real world of manufacturing wish the committee well in coming up with speedy recommendations on training packages.

A constant theme in the editorial in this magazine is that of productivity, and the use of software and machinery to produce more with fewer qualified staff. That is the other solution to the lack of trade qualified job applicants. The shame of it is that many school leavers who would enjoy and prosper in a trade environment are being up-sold to a university qualification. Yet we all read about the much higher rates of those with trade qualifications getting jobs quickly.

Geoff Holland

General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER:

In the last two or three years all major hardware suppliers have launched increasingly sophisticated cabinet hardware systems. Photo courtesy of Blum Australia.

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Plus other industry and product news.

www.awisa.com



by John Halkett

Cabinetmakers and joiners

contribute to tackling climate change

PARTICIPANTS IN cabinetmaking and joinery trades do not always readily accept that they are a central part of the wood industry. They should be more willing to do so as increased use of wood products is making a worthwhile contribution to offsetting the adverse affects of climate change.

As climate change impacts bite, temperatures increase, sea levels rise, and volatile weather events threaten to overrun humanity's existence, trees, forests and wood products are and will continue to be even more important.

The Food and Agricultural Organization (FAO) of the United Nations points out that forests and wood products are at the heart of the necessary transition to a 'low-carbon' economy. This not only because of the role forests play as 'carbon sinks', but also through the prospective wider use of wood products to displace more energy intense ones.

Valuable actions for reducing energy consumption, and as a consequence, lowering carbon dioxide emissions, include using materials that use less energy in their manufacture and that also store carbon. If climate change is to be combated the use of high energy materials, including steel, concrete and aluminium will need to be increasingly restricted.

Wood is the only renewable building and construction material. A timber beam of one cubic metre stores about a tonne of carbon dioxide. Compare that to steel, concrete or plastics. Not only do their manufacturing processes require large quantities of electricity, but instead of storing carbon, steel and concrete emit it. For the equivalent one cubic metre beam, concrete releases two tonnes of emissions and steel even more. By the time a concrete skyscraper has been erected, it has produced tens of thousands of tonnes of carbon dioxide; it has been estimated that as a whole, the concrete industry has five times the carbon footprint of the world's airline industry .

Leading United Kingdom architect Alex de Rijke argues that if the nineteenth century was the century of steel, and the twentieth century the century of concrete, then the twenty first century will be about engineered timber.

Australian construction industry advisor David Chandler adds that while timber is a foundation construction material, it has not generally been considered as a viable alternative to concrete, steel and masonry. "This may be about to change. Engineered wood products could be at the cutting edge of that change."



CLT construction. Timber can help manage a site better. Sites are quieter, less dirty, less dusty, and significantly safer, plus construction is much quicker.



Wood is the only renewable building and construction material. A timber beam of one cubic metre stores close to one tonne of carbon dioxide.

So just as steel, glass and concrete revolutionised super-tall building construction in the twentieth century it is now likely that timber – vastly kinder to the environment, faster to build, and with next-to-zero waste – will do the same as the twenty-first century marches on.

Fifth generation Australian timber man and managing director of Blacktown Timber Chris Taylor is at the leading-edge of innovative timber product use. In relation to the expanding use of wood for both traditional and high rise building and construction for contemporary architecture he said timber is the material of the moment, offering design opportunities well beyond the reach of alternatives.

"This covers modern timber architecture with stunning images of structural designs that vary from bridges to dwellings, walkways over water or a gazebo near the ocean, nothing equals the beauty, strength and durability of timber," he said.

Structural engineer Nick Hewson said wooden buildings can weigh 50 per cent 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 site needs extensive outlay on foundations. In

dense cities, where conditions are restrained and space is limited, timber becomes attractive. It is lightweight and easier to handle."

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

Architects, developers, designers, engineers and builders have welcomed changes to the National Construction Code in May 2016 that apply to both traditional timber framing and innovative mass timber systems – such as cross laminated timber (CLT) and glulam.

James Fitzpatrick of Sydney architects Fitzpatrick and Partners said that it is an exciting step forward for architects and their clients. "It not only gives us new material options to create innovative design solutions, but it also enables us to deliver more environmentally advantaged and sustainable developments. Ultimately, the code change will potentially mean quicker, more cost effective and environmentally-friendlier construction of apartments, offices and hotels."



Wooden table and chairs. Cabinetmakers and joiners have a significant potential to contribute to the lowering Greenhouse gas emissions.



Oak cabinet. Forests and wood products are at the heart of the necessary transition to a 'low-carbon' economy

- Economic modeling suggests these code changes will result in potential savings in the order of up to 15-25 per cent depending on build type, primarily due to shorter construction times. The modeling also suggests net benefits to the Australian economy over 10 years of approximately \$103 million; comprising \$98 million in direct construction cost savings, four million dollars in reduced compliance costs; and a million in environmental benefits.

Andrew Waugh of Waugh Thistleton Architects said changes to the National Construction Code will allow architects to better explore and demonstrate the potential of engineered timber, while also increasing the use of traditional timber framing.

The first commercial office building in Australia made entirely from timber is being built by Lendlease as the gateway to its multi-billion dollar Barangaroo development in Sydney. International House Sydney is a six-storey building constructed from CLT and glulam, setting a new Australian benchmark in the use of sustainable building materials.

The building has been designed by Sydney architect Alec Tzannes. He said he aimed to create a new form of beauty beyond shape and surface. "It is 'deep design', renewing architecture's role to serve the greater social purpose of lowering carbon emissions."

That lightness of timber can also be a significant advantage in seismically active areas. "Timber buildings have the resilience of trees; they can creak and move. Concrete buildings have a cracking point; once they start to crumble, they have to be rebuilt," observed Dylan Brady, chief architect with Decibel Architecture in Victoria. He has designed an eight-storey CLT building in Punt Road, Melbourne, which he describes as "townhouses in the sky".

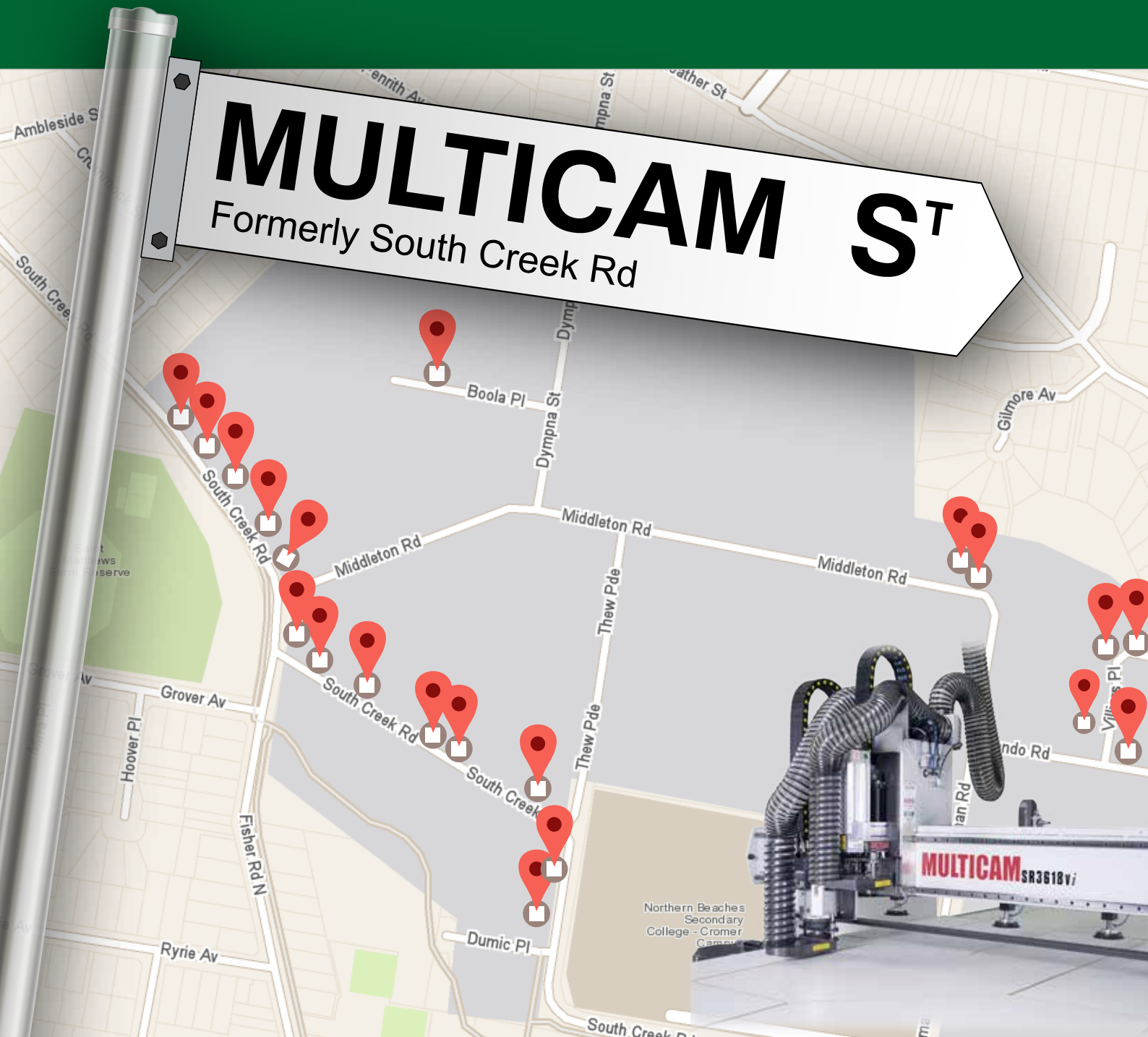
The construction sector, that includes cabinetmaking and joinery, has a significant potential to contribute to lowering Greenhouse gas emissions. Clearly wood-based building materials and products have several climate related advantages. The bottom line is the need to protect the climate we all enjoy – and the fragile planet we all share. ■

International House Sydney, a six-storey building constructed from CLT and glulam is the first commercial office building in Australia made entirely from timber.



Name change for local street

Local manufacturing businesses are pushing to have their street name changed to proudly reflect the fact that Australian made Multicam CNC routing machines have flooded the area!



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Why company size doesn't matter

When faced with increasingly demanding customers, rising levels of competition and a lack of skilled personnel, every business needs to find solutions. In the field of joinery and carpentry, this is why the focus has turned to intelligent production concepts, integrated software solutions and effective organisation.

BY EDUARD SCHIESSL OF TECHNICAL SALES AND
NIKLAS KÖGEL OF TECHNICAL SALES MES, BOTH
BUSINESS UNIT SYSTEMS OF THE HOMAG GROUP.

Trends in the furniture industry continue to be determined by customers' desire to buy individual products at attractive prices. This actually plays to the trade's traditional strengths - namely having direct contact with the customer, offering excellent consultancy expertise and delivering a high degree of flexibility in individual solutions. In order to ensure long-term success, businesses now need to find the right solutions to cope with rising levels of competitive pressure with regard to quality, cost and delivery time. They also need to confront the lack of skilled personnel in an intelligent way.

Joinery of the future

With our vision of a 'networked workshop' for the future, we want to show trade businesses how they can develop further in terms of technology and organisation so that they will be able to offer their products - furniture and other objects made by joiners and carpenters - at an improved quality level and at competitive prices.

The trade is all about networking. This is especially true now that the boundaries between trade businesses and industrial enterprises are becoming increasingly blurred. At present, trade businesses have to be a particular size and demonstrate a particular level of performance in order to complete certain jobs.

Matters that only previously concerned industrial enterprises - such as barcode control systems, automated machine interlinking and the use of production control systems - are now becoming a concern for small businesses too. In all of these endeavors, they are aiming to keep up with the competition. To achieve this aim over the long term, the future of joinery is focused on efficient vertical and horizontal networking. In specific terms, this means increasing machine automation, implementing a continuous flow of information from sales to production, and organising the surrounding environment effectively. Some important tools required to achieve this include:

- Industrial systems and/or CAD/CAM systems with automatic data generation for production and CNC
- High-performance, automated, flexible production cells with automatic or organisational interlinking
- Consistent barcode-controlled production
- Workpiece acquisition/identification via barcode, QR code or RFID
- Production control system for detailed production planning and for monitoring job progress
- Automated monitoring and evaluation of machine usage and maintenance intervals



Intelligent, integrated data handling is the starting point for successful networking and automation.

- Preventative maintenance work (e.g. replacing the spindle before spindle damage occurs and causes unplanned idle time)
- Digital networking with service teams at machine and software manufacturer

Automation is everyone's business

Increasing capacity, improving quality, offering delivery reliability, reducing unit costs - these are some of the obvious reasons why carpenters, joiners and window manufacturers are getting to grips with the issue of automation. Another key factor is the increasing shortage of skilled personnel and apprentices. When competing for skilled employees, it is therefore becoming more and more important for businesses to present themselves as innovative companies that offer staff an interesting and enjoyable working environment. When it comes to employees, this is why ergonomics play a central role - and automation can contribute significantly in this respect. For example, when large, heavy components need to be processed, the only way to move them is often by using the combined strength of multiple people. This comes with the quality issues that always accompany manual handling. Modern saw-storage combinations or feedback systems on edge banding machines are just two examples of how businesses of any size can significantly improve quality and noticeably increase their throughput and efficiency at the same time.

A focus on people

Even when the whole world is discussing networking and interlinking machines, people still play the most important role. After all, even though all of the components in a networked production process communicate with each other, the employees are always key to achieving success. They monitor the production sequence and apply their experience. People are the only universal sensors we know and are indispensable as decision makers. Not everything can be automated and employees continue to play a key role in both the workshop and the production hall. It is clear, however, that the type of work they do is changing as a result of processes becoming networked and automated. This presents every business and employee with both an opportunity and a challenge.

Avoid errors, reduce costs

It is not just in manual handling processes that errors can occur. By incorrectly operating machinery or making errors when programming, employees can quickly generate significant costs or even stop production altogether. This is where software comes into play as the linchpin of modern production, in addition to the automation of processes and machines. Consider the issue of data entry for example: By connecting barcodes and maintaining a continuous data flow, it is also possible to avoid errors across all machines.

Improving productivity and sales

By achieving a perfect harmony of software, machines and organisation, businesses can give themselves a significant competitive advantage. One major benefit is an improvement in productivity and sales. If CNC programming is moved to the office, for example, then the capacity on the CNC will increase. This will increase production capacity, resulting in a direct increase in sales. Other work processes can be simplified by networking the office and the production area. CNC programs can be saved centrally on the server, allowing new programs or changes to be available instantly on all machines. By

Networking and automation give even small businesses a major opportunity to take their efficiency, quality and flexibility to the next level.



With flexible machine concepts (here: Homag edge cell), the level of automation can be customized to individual needs.

- using barcode labels, programs can be automatically loaded onto the machines and additional work steps like assembly or commissioning can be simplified. To achieve this, it is necessary first of all to establish the correct infrastructure in the company. Every machine must be connected to the network and data storage must be organised centrally on the server.

Keeping efficiency up and costs down

Another advantage is that productivity will increase and costs will fall as a result. This can significantly reduce the amount of programming required, as well as make work preparation more efficient and minimize the number of manual work steps involved. Production throughput times also become shorter, since complete production information is available for all of the elements being manufactured. Through individual part

Saw-storage combinations are a good example of how a high level of automation has now virtually become the standard.



drawings, wood lists, labels and complete CNC programs, errors and subsequent queries are avoided to a considerable extent. This in turn significantly reduces quality costs. The formula behind all of this is automated data generation, with a focus on optimizing data processing during work preparation. The question is: How do you get from the customer request to the production data? This may be achieved by using a CAD/CAM system like woodCAD|CAM. At the same time, this makes the business more flexible in terms of its product range, since individual items can be planned and produced in a much more cost-effective way.

Transparent organisation of the workshop

The next step toward “joinery of the future” is horizontal networking and the optimisation of production processes that accompanies it. At present, production planning in the trade is usually left to the workshop manager. Tasks in the workshop are organised manually based on a great deal of experience, instinct and a commitment to the job. What this approach lacks is transparency, since the current situation in the workshop is not immediately clear. Questions about workload (“Do I have enough capacity to complete this job on time?”), job progress (“Have I produced all the components for job XY yet?”) and machine utilisation cannot be answered directly. It is here that we find the key to achieving further optimisation. In future, the organisation of production will involve greater transparency and will be supported by software, from production planning and capacity planning to order and parts tracking, right through to the organisation of reworking, order picking and shipping. The component will become a “smart workpiece” in the production control system, meaning all of the relevant information about it can be retrieved at any time.

Software keeps the machine running

When considering these aspects, the correct machine technology is not the only thing needed to keep a business viable for the future. When planning to invest in machine technology, joiners and manufacturers must consider even at this early stage that, ultimately, optimum performance can only be achieved if the machinery is well organised and equipped with the correct software.

The crucial first step

Every company is different - and that means they will differ in terms of how they embrace networking. The perfect solution for

a specific business is always made up of multiple components that must be individually combined and customised: smart machinery, intelligent software concepts, optimal workshop organisation and efficient service structures. They provide major opportunities for companies to get themselves ready to face the many challenges of the future - and these opportunities have nothing to do with company size. In particular, approaching the issue in a gradual and tactical manner can make the necessary work more manageable. Every workshop's starting point for developing their concept should be a serious, professional and comprehensive consultation process.

In Part 2 - Ready for the Future in Three Steps - you will discover how you can achieve this goal in a successful and systematic way.

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This makes it possible to implement even highly complex handling tasks. Intelligent data handling is the starting point for all optimization measures.

Integration works best when it starts with customers planning their furniture needs from the comfort of their own sofa.

The data created during planning forms the basis for all processes relating to production and logistics.

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by Dr Harley Dale,
chief economist - HIA and Australian Construction Insights



Short term gain, but long term pain?

We do tend to experience new home building cycles that go up for a few years and then fall quite sharply. The GST and GFC slumps notwithstanding that hasn't quite been the case over the last 17 years, but for those who have been in the business for many decades it is a familiar experience.

What we face now is a bit different. We have a new home building sector entering a down cycle following the longest and largest new home construction cycle in Australia's history. New dwelling commencements, for example, reached a peak in 2016 that was more than 20 per cent higher than the previous record set in 1994.

We have long stated that we think the first stage of the decline in new home building will be mild, contrary to historical experience. All the key leading indicators - ABS Building Approvals and HIA New Home Sales, for example - supports that expectation. There is also a very long 'tail' to this cycle, although the substantial pipeline of residential work yet to be done or completed is primarily in the medium/high density (MHD) sector.

The short term outlook for detached house construction is healthy, but it's passing its peak. There is some further upside to semi-detached type dwellings - that's a tick in the box. There will be relatively large reductions in apartment construction from 2017/18. The falls will be occurring from a record high, but the media will have a field day with negative stories. Negative press on a particular part of the market always has the potential to damage confidence throughout the entire industry, as we all well know.

To us the key focus right now is to recognise: on-going opportunities in a new home building market that has peaked, but isn't subsequently tanking; the detached house/low density markets will out-perform MHD; preparation is required now for a year in 2017/18 when business conditions in the industry will be more challenging.

In my next article I will be able to provide updated forecasts for new housing and renovations activity. We are close to completing our quarterly forecasting review ahead of the release of the latest edition of our flagship National and State Outlooks on March 8th. In the interim, we have released a discussion paper that looks at the different types of new home building that the ABS measures through approvals - ranging from detached houses at one end to units of four or more storeys at the other. This research is free to download - go to: <https://hia.com.au/BusinessInfo/economicInfo/housingForecasts.aspx>

Our outlook for new home building (and renovations activity and residential property prices, for that matter) has changed little in recent times - we've got it pretty right. A major development overseas has thrown the broader economic and political outlook into a good old-fashioned tizz!

In the first quarter of 2017 the 45th President of the United States is one Mr Donald Trump. The one person everybody thought wouldn't win the White House until last November when he did!

'My goodness, what an interesting world we now face' would be a safe and polite reaction to the outcome. Let's leave it at that and move on to considering what the era of the Trump means for us.

Everybody has an opinion, nobody knows!

Share markets have hit record highs, borrowing costs have increased, and the Aussie dollar is remaining stubbornly above US\$0.76c. Btw, remember that the price of iron ore is above US\$90.00 per tonne. 'Who'd have thunk' that would be the case this time last year?

Over time we will see further upward pressure on borrowing costs, some further momentum to share markets (but handle with care), and downward pressure on the Aussie dollar. This final point is a personal view and doesn't lack contention. I think over the course of 2017 we will see the value of the Australian dollar fall against the US dollar (i.e. fall and stay below the US\$0.72 mark where we began 2017).

I'll leave it there as my 'famous last words' for this article - economists should never put a punt on where the currency might go!

Thank you for the opportunity to contribute to the AWISA publication. I look forward to 'talking' to you all many times in the future. ■

the key focus
right now is to
recognise on-going
opportunities

by Jim Bowden

Coffee and almonds:

the taste of good Aussie flooring at Hurfords

THE SWEET SMELL of roasted wood assailed our nostrils as we walked down a line of thermal kilns at the Hurford family's sawmill in the Northern NSW town of Kyogle.

"How do you like your hardwoods – almond, walnut or coffee-coloured?"

Marketing manager Malcolm Johnston was extolling the virtues of the Hurford Hardwood Roasted range of flooring and the ultra-high temperatures used to change the molecular structure of the wood.

"There's been a lot of excitement about our Aussie flooring favourites – spotted gum, blackbutt and Sydney blue gum, all thermally treated to change the structure and colour of the wood to bring out the rich red pigments," Malcolm said. "European producers had been using thermal kilns for many years, finishing treatment in less than 48 hours."

"But our harder eucalypts need about 25 days in the roaster. It's a long, slow process but well worth it. There is a remarkable change in the wood, and in the case of our base blackbutt species [*Eucalyptus pilularis*], the timber displays a deep dark chocolate brown colour, like a walnut, all the way through."

Malcolm said thermal kilns gave Hurfords the 'edge' in the high-end residential market and commercial space. The result also is a flooring that has stability and just a little brittleness. He said the process created an extremely stable, more durable denser product with a deep coffee colour. The colour change was permanent and penetrated all the way through, eliminating the need to stain floors.

Hurfords manufactures a wide range of timber products from a diverse selection of indigenous Australian hardwoods – blackbutt, brush box, spotted gum, red ironbark and blue gum to name a few.

Each log is individually sourced under strict conditions established by the state government to minimise environmental impact and ensure ongoing resource sustainability. All products have chain-of-custody accreditation to the Australian Forestry Standard.

Malcolm introduced another product, Ultra10, a hardwood flooring designed for use over a solid subfloor such as plywood or particleboard. Only 10 mm in height, it matches perfectly with other floor coverings. It also has a 5.5 mm wear layer which enables the floor to be refinished many times maximising its lifespan.

He is especially excited about the company's Outback range, a new engineered hardwood flooring, introduced at the massive International Surface Show in Las Vegas last month. This features a tongue and groove micro-bevelled edge and a plantation eucalypt ply core.

Flooring traders and installers are becoming blasé about European and American oak floorings that have dominated the US and other markets. Hurfords is now ramping up production at its northern NSW mills to feed the demand at its



Site manager at Hurfords' Kyogle and Casino sawmills Les White supervises operation of the new McKeeco twin band saw at Kyogle which has reduced log waste and improved recovery.



USA distribution centres in Winchester, Virginia, Portland, Oregon, and northern California.

"At first we just dribbled the product into the US market, but now it's off and running and a serious alternative to the run-of-the-mill choices over there." Malcolm said.

Contributing to this production increase and higher recoveries has been the installation of a McKeeco twin band saw with 1800 mm diameter wheels that quickly processes 900 mm diameter logs up to 6 m in length, replacing the old circular saw setup. The Lismore-based engineering company has supplied virtually all the machinery and equipment for the Kyogle mill.

Hurfords is a third generation family business strongly dedicated to the native hardwood industry with lead operations at Lismore and Kyogle. The foundation of the Hurford Group of companies in 1932 occurred when James Hurford was stood down from his job as a carpenter with NSW Railways during the great depression. Together with his brother, he went into business renovating and lifting houses in the Lismore region.

While he was purchasing timber from a sawmill, he noticed that a pile of rough-sawn boards had accumulated. He bought them and paid the mill to run them into tongue and groove flooring. By utilising the mill's machinery and labour, James achieved a competitive edge; he saved enough to purchase his own planing machine and began purchasing more local timber.

Today, Hurfords ranks solidly alongside both Australian and international competitors, employing more than 100 people and significantly contributing to the regional economy. As the US experience shows, the company continues to gain the edge. ■

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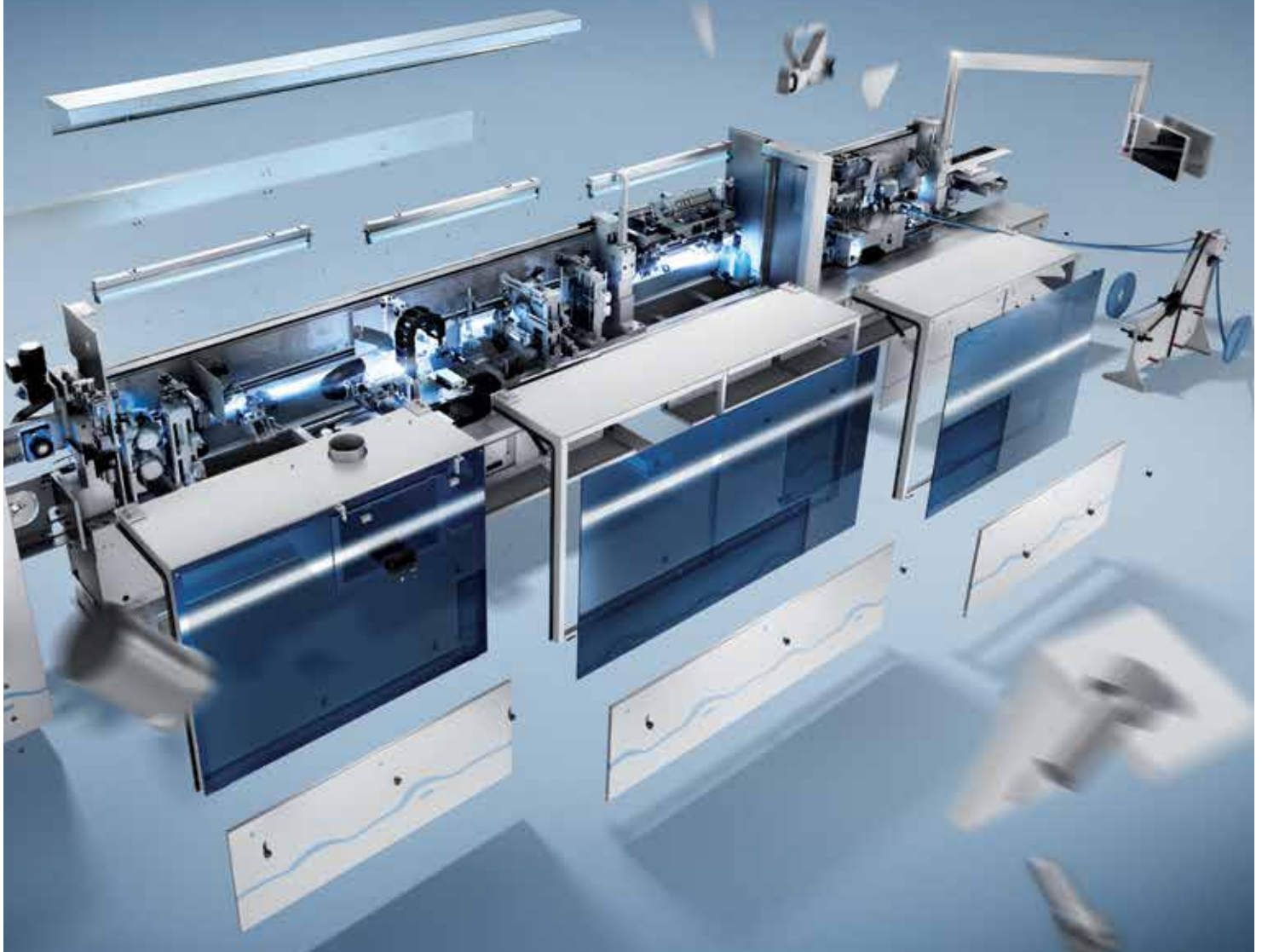
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Blum's Easy Assembly App - content upgrade

The release of Blum's Easy Assembly App was an industry first for onsite assembly and installation support and has been widely received by Blum customers. The Easy Assembly App is an interactive tool that is designed to make the assembly and installation of Blum product efficient and precise.

This new version of the Easy Assembly App furthers Blum's commitment to providing quality service and support. The latest version of the app provides even more user convenience and ease of use with improved navigation and preview options in a new layout, the possibility to send and save content (iOS only), improved display of PDF's and the ability to download individual products within the product categories.

Customers already using the Easy Assembly App will receive a notification when they next use the app of the new version availability and will be prompted to install the latest version.

The Easy Assembly App is compatible with both iOS and Android devices and is available to download free of charge from the Apple iTunes and Google Play stores. For further information contact a local Blum representative or visit www.blum.com.

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Top: The innovative feature Augmented Reality assists with the fitting and adjustments of Aventos lift systems.

Above: Relevant up-to-date assembly videos individually demonstrate each work step, clearly showing the adjustment options in detail.

Left: Easy Assembly App supports precise and efficient assembly and installation of Blum products.



Photos by Blum

Australian manufacturing windows and doors company shows the way

Who said Australian manufacturing was struggling. With rigid adherence to the use of superior materials, bespoke design, deploying the latest 'smart' technology and machinery, coupled with fierce, hard-won family cohesion and reputation, has proved to be a successful recipe for Evalock. Located at Mittagong in the Southern Highlands of New South Wales, Evalock has been established and run by the Evans family for over 30 years.

Now one of Australia's outstanding custom-made solid timber windows and door manufacturers, and characterised by design excellence and specialised manufacturing, Evalock produce a wide range of specialised timber windows and doors to custom designs that fulfill the highest building code regulations and Australian Standards requirements.

A leading personality and innovative driving force within Australia's window and door industry, managing director Gary Evans continues his pursuit of excellence in the development of leading-edge designs and technologies.

"We manufacture a range of window designs and styles; including awning, casement, feature, fixed lite, sliding, pivot, bi-fold windows, double hung weights and cords, and Evalock's own patented counter-balance window system."

"We unapologetically service the top-end of the market, providing bespoke services to architects and builders. For us aesthetics, functionality, innovation, and superior quality are threshold benchmarks," he says.

Gary says Evalock specialises in the use of rosewood, especially selected from the Solomon Islands and Papua New Guinea. "It is by far the best timber to stand up to the diverse and sometimes harsh climatic conditions for the geographic areas where we have the majority of our customers."

Gary advises that the company customer focus is southern and country New South Wales, although clients are also further afield, including some exports to the United States.

"We are more than confident that our windows and doors are a cut above the others. We will not compromise on quality and know that this is appreciated by our architect and builder clients. Our order book is absolutely full until May."

The installation of a Biesse Rover A CNC 5-axis machining centre, coupled with Biesse's bSolid software has enhanced Evalock's production efficiency and quality capacity.

"Yes, we do have a preference for Biesse machines. They have been part of the company since 2000. Our new Rover A,

The Acre in Bowral
... a 12 month
renovation has
resulted in a stunning
transformation. All
windows and doors
were manufactured by
Evalock.



Will and Gary Evans
... confident that
their windows and
doors are a cut above
the others.





Gary Evans with son Will, and their Rover A ... a successful recipe of rigid adherence to the use of superior materials, bespoke design, deploying the latest 'smart' technology and machinery.

commissioned in September 2016, is actually the third Biesse machine now operating in the company," says Gary.

The Biesse Rover A is a powerful yet compact 5-axis router that is an ideal solution for manufacturing solid wood. With a wide range of sizes and configurations, the Rover A is particularly suited for both small and large premises needing to manufacture a wide variety of components, frequently in small batches.

Chief executive officer for Oceania, Luke Tenaglia says Biesse is very honoured to have a long-established and productive business relationship with Evalock and the Evans family. He confirms that, as is the case with the Evalock machine, the Rover A router series is seamlessly integrated to Biesse bSolid software with its intuitive and advanced CAD/CAM interface with 3D drawing tools and 3D simulations.

Luke advises that one of the most impressive features bSolid software is its ability to virtually test run a job with a 3D on-screen simulation in real time. This sophisticated element allows for monitoring of the job and minimises the impact of programming errors by predicting problems and allowing interception prior to a job being run on real materials with real tools.

"We have made a substantial investment in developing our software and operating systems that integrate individual machine intelligence – now most certainly a leading component of our offering to our customers."

Gary says that while there was a couple of minor teething problems at the outset once dealt there have been no problems. "We are confident enough to make the Rover A

the centre of our production operation. It's now our main production machining centre – doing all the heavy, continuous work."

"Our 5-axis Rover, coupled with bSolid software is a fantastic package. It has allowed us to develop a different way of thinking about our production efficiency, throughput and quality that has been as much about the software as the amazing flexibility of the Rover A. Also the software allows us to avoid any 'collision' possibilities and to minimize waste - very important in our high value product operation," he says.

"Now with the Rover A up to speed and with orders queued up we are very seriously reviewing how to further enhance our production, without diminishing our product quality and reputation."

The Rover A is an ideal processing centre for the manufacturing of furniture and windows and doors, with a comprehensive range of sizes and configurations, it is ideally suited to small and large joineries that need to manufacture either odd-sized products or standard products in small batches. It is more than capable of machining pieces with complex shapes whilst ensuring quality and precision.

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New 571 waste system from Lincoln Sentry

Developed in conjunction with Lincoln Sentry's Italian partners Gollinucci, the 571 waste management system has been designed with the end user in mind and is the perfect addition to the kitchen space. Available exclusively through Lincoln Sentry, the 571 system has been designed to complement the sophisticated, simple and slim design of the Legrabox drawer system from Blum. The 571 system is easy to assemble and comes in a range of colours to complement the Legrabox program.

The 571 system has been developed to work exclusively with Legrabox and lead the way with the revolutionary technology, functionality and design that the Legrabox system offers. The 571 system has been designed to support Legrabox C height drawers allowing the additional benefit of tilt adjustment, great for ensuring accurate gaps between cabinet and bench top when accommodating larger fronts.

This ergonomic and modern design is available in two sizes for the cabinet width - 450mm and 600mm, both made to suit a nominal length of 500mm. The 450mm version has one 29 litre bucket and one 8 litre bucket while the 600mm version has two larger 42 litre buckets. The system comes complete with a lightweight aluminium cover and an internal metal lid to cover the system when closed. The metal cover and lid change colours to suit the drawer sides while the buckets stay the same lighter grey. Available in white, grey and black this system will easily complement any kitchen design.

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Cabinet Vision improves productivity and efficiency

DCC Group prides itself on providing clients with the complete range of cabinetry and joinery services. Based in Perth, the company offers the complete solution for shop fitting, kitchens, renovations, office fitouts... anything involving a cabinet. Owner Damian Otten explained that, "A strength of DCC Group is the fact we project manage a lot of the jobs we do, not just make boxes".

Previously, the business had been manually calculating cut lists for its panel saw. For design, it was limited to providing

WA territory manager, Alan Gibson. DCC Group saw that purchasing Cabinet Vision would provide it with the ability to begin producing the plans and elevations required to present projects, as well as the material summary and cut list to save time in the office.

After 6 months of using Cabinet Vision, DCC Group was on the verge of installing its first CNC. Damian was prepared for the installation, having already begun his training on a higher level of Cabinet Vision that would connect the software with the new CNC. However, Damian was initially worried about the downtime that would occur during installation and the impact this would have on the production timeline. After discussing things over with Alan, Damian decided to go ahead with the install. On the first day of the machine being commissioned, Damian was immediately sending jobs to the machine straight from Cabinet Vision.

Damian shared that with just a panel saw, they were averaging 50 sheets per month. However, within the first month of having the CNC connected with Cabinet Vision, they went through over 350 sheets of board. Taking a week off to have the CNC and software installed, Damian remarked that, "We may have lost time at the start, but we gained it back within a fortnight. There is a lot to learn, but we were prepared for that."

Since having Cabinet Vision and the CNC integrated into the business, DCC Group has "tripled overall productivity." Damian also mentioned that, "Efficiency and productivity are the two biggest things we've seen improve with Cabinet Vision." Damian also explained that they have seen a significant reduction in the number of remakes or recuts they've needed to process, noting just how accurate Cabinet Vision is, especially with custom/one off cabinets.

Novak Zanetic, a project manager with DCC Group, shared that while he came from a completely different industry, it has been straightforward to learn how to use Cabinet Vision. "I'm learning how to do this on Cabinet Vision and it's taking two seconds. For a novice like myself, it's worked out really well". Novak is often responsible for providing the quotes for clients, and enjoys how easily Cabinet Vision can produce a quote. He shared, "Simply draw it up, hit a button and you've got yourself a quote."

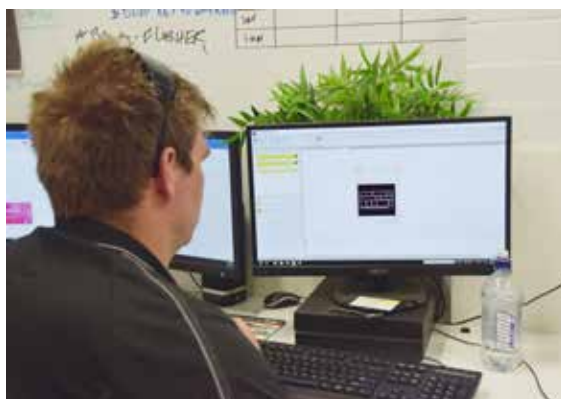
Both Damian and Novak said that having Planit's team available to assist in implementing Cabinet Vision contributed

'Efficiency and productivity are the two biggest improvements'

hand sketches and manual quotes. However, these processes were consuming resources, and restricting the amount of work that could be taken on.

Having formed friendships with other businesses in the industry, Damian received a copy of Planit's Cabinet Vision Solid Essential Free 30 Day Trial. From there, Damian explored Cabinet Vision, and what it could do for his business with





to the success of the installation. In particular, DCC Group appreciated the onsite training and support it has from the team at Planit. Novak shared, "Having Alan and Kristen come out to site and train us face to face is a lot better than just via the phone and email. The whole team at Planit has supported us and is happy to help out." This was backed up by Damian who added, "They are always there to help when you need them."

Some of the main features that DCC Group utilises in Cabinet Vision includes the ability to easily cabinet shape and modify an object. Damian said that "Cabinet Vision gives me the ability to do anything I want to do". The user-friendly features of Cabinet Vision section editor and the quoting side has also meant that everything is much more efficient.

The flow from the office to the machine has also benefited, with Damian easily able to produce the G-Code through Cabinet Vision, and send it to the machine within minutes. Both Damian and Novak highlighted that Cabinet Vision has given them "the confidence to know we have all the bits in place ...everything is cut within fractions of millimetre and makes sure everything fits perfectly."

DCC Group has certainly benefited from being able to design, quote and manufacture all within Cabinet Vision. When asked why other businesses should consider Cabinet Vision, Novak commented, "It's made our lives a hell of a lot easier".

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Increasing productivity with Kitchenwerx

When a manufacturer has 25 years of experience in the industry, it's safe to say they know what they're talking about when it comes to fitting out a joinery workshop. After spending some time sharing a workshop filled with dated and failing equipment, Angelo Kandalepas decided to set up his own space - Kitchenwerx. After carrying out his own research and talking to a few colleagues, Angelo purchased a new SCM Pratika 310 MFV nesting machine, SCM SI400 Nova panel saw and a MiniMax ME35 edgebander, along with Xcab software to complement his new machinery.

"I was mostly concerned with buying a reliable machine," said Angelo. "I wanted something that wasn't going to break down, as well as wanting to buy from a company with a good reputation who has been around for a long time."

The need for a dedicated solution

During the years that Angelo ran his own building company, it became increasingly evident that there was a great need for quality joinery. Starting his own joinery company seemed like the only obvious solution. Now supplying and installing everything from kitchens to wardrobes in high-end residential projects, Angelo is able to personally monitor the quality of each and every element of a project that leaves the Kitchenwerx workshop.

"Having the right machinery not only helps with improving the quality of the kitchens I build, but it also means a much quicker turnaround. With my SCM Pratika 310 MFV, I can easily cut two complete jobs in less than 2 days - on my own," said Angelo. "Before I had the machine I needed two or three people because a traditional panel saw can only cut as fast as you can push the panels through."

This increase in productivity has greatly reduced company running-costs by minimising the number of staff needed. Kitchenwerx is a family owned business, operated by Angelo and his wife Sevesta. "That's all we need," states Angelo. "Having the Pratika 310 MFV is like having three workers. In the time it used to take me to manually cut out a kitchen, I can now cut out three."

"It is such a time and cost saver that I can now work in the factory on my own and meet all of my orders." A part time employee is used to assist only with deliveries and installations allowing Angelo to run the manufacturing and assembly process entirely on his own.

Minimal planning time for maximum output

The ability to carefully plan and design a project before needing to cut a single piece of timber also helps Angelo keep costs down. "Partnering the Pratika 310 MFV with Xcab software lets me design a kitchen in as little as an hour and a half," says Angelo. "I send the design to the machine and the pieces and labels are ready to cut - it's that simple."

So have the new machines lived up to Angelo's expectations?

"I'm so confident with the product these machines create that I offer a 7 year warranty on all Kitchenwerx workmanship."

"I've had them for nearly a year now and haven't had to touch a single setting. They're performing exactly as they're meant to without the need for any repairs," said Angelo. "I wanted to invest in a workshop that would last 20 years, and it really looks like I'll get my wish."

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Don't throw them in the deep end



SINK OR SWIM: it's a familiar saying with particularly brutal origins. Accused witches were bound hand and foot before being thrown into deep water. If the unfortunate victim drowned they were declared innocent but if they swam and subsequently survived they were found guilty and burned at the stake. Needless to say there were not many survivors of either outcome. In more recent years the idiom describes the circumstances when one has no alternative but to succeed or fail without support, preparation or training.

*the chances of success
without training and
support are greatly
reduced*

Common sense dictates that the chances of success without training and support are greatly reduced. Furthermore, without these fundamentals in business, talented individuals may never reach their capacity to develop and the potential is wasted for both employer and employee. Yet time after time we hear that new employees are left to their own devices and are expected to get on with the job. Of course it is true that we should expect new employees to perform in the role for which they were hired, but no one can be expected to thrive in a job without the support of their employer. Waiting for new starts to sink or swim will generally result in them treading water at best in an effort to survive.

Lack of training and support for new employees is often put down to time starved managers and supervisors who falsely believe that a new addition to staff should instantly lighten the load and not add to it. However, well-organised time spent up front will always bring huge time savings over the long run; not least because if a new employee fails, the whole hiring procedure must start again at the expense of everyone concerned.

Not to be confused with skills training, which an experienced employee might be expected to bring to the table, Induction

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.



training offers the chance to mould a person not only to the role but the company, its values and its culture. So what is induction training and how does it differ from formal skills and on the job training? What can be achieved by a well-planned induction?

Induction training offers a one-off opportunity for an employer to set out the company's expectations in every facet of the job and this is perhaps the most crucial aspect of an induction. Amazingly it is common that after months and even years in a role, some employees are unclear about their job function, responsibilities and what developments the company expects from the role. When new additions are given thorough training within the first days of employment, anxiety over a new job is reduced, integration is faster and productivity is achieved much sooner as a result.

After basic orientation when introductions are made, newcomers are shown where everything is and OH&S issues are addressed; a good induction then starts with company goals. I know many small business owners cringe when they hear corporate jargon such as Mission Statement, Vision Statement and Strategic Objective, but call it what you will, it pays to lay out the goals for your business so that everyone employed understands the objectives and is clear about their own stake in the company's success. It helps to be specific about objectives; telling a new employee that you want to

be the best in the business does nothing to clarify his part in the process. If you can't readily explain your vision for the business it might be worth sitting down to evaluate the future. We sometimes get so wrapped up in day-to-day operations that we lose track of where we are headed.

Understanding the culture of the company is vital for the successful integration of new employees and a strong company culture is key to business success. This is the time to spell out values and standards you expect everyone to follow. Your attitudes and beliefs will be reflected in the procedures and policies and should be the DNA of company culture.

When it comes to job specific information I have encountered some reluctance within small enterprise to give employees detailed job descriptions. 'If you leave something out they'll just say it's not their job', is the old line offered by many managers when the subject of job descriptions is tabled. Over decades in business I have never encountered this problem with employees and the vast majority welcome the clarity it gives to their role and understand that not everything is cast in stone. The job description is a useful tool with which to conduct the induction training in regard to specific positions. Additionally, it is most beneficial to have current employees create detailed mapping of their tasks, daily, weekly and monthly. Once completed, it is a simple task to keep these documents updated and have them available to all future hires; this is particularly useful for high turnover positions. No matter what the role, machinist, sales representative, receptionist or manager, all can benefit greatly from a thorough and well-planned induction training.

I'm not aware of any kids who learned to swim after getting thrown into deep water. If they did manage to paddle to safety, I don't imagine any went on to achieve Olympic Gold. Unlike witches of old, new employees will eventually sink or swim. If we want them to reach Olympic-like heights, please don't throw them in the deep end. ■

by Jim Bowden

Farmers Doors paints a picture of success

La pittura eccellente!

That's how best to describe the response by Gold Coast door manufacturer Christian Farmer after visiting his major paint supplier in the Italian town of Lonate Pozzolo, on the outskirts of Milan, home of the great Renaissance painters.

In a similar way, the Italian paints supplied to Farmers Doors have the substances and pigments capable of perfectly reproducing the entire colour palette of nature. Farmers is the biggest customer in Australia for Vernites, which supplies mostly professional users of wood.

"Colours are everything, and these bright Italian tones have transformed our range of doors," Candy Farmer said.

The Farmer family's insistence on the best manufacturing 'ingredients' at its Gold Coast factory is resolute and extends right through from timber selection, high-tech machinery, door and kitchen design and professional craftsmanship.

When AWISA Magazine spoke to the Farmer family they were still buzzing about their 2016 Supplier of the Year Award presented by Lincoln Sentry, one of Australia's leading

suppliers and distributors of hardware and components to the cabinet and furniture industry.

Inspired by the textured look from last year's EuroCucina Fiera in Milan, Farmers Doors worked with Lincoln Sentry to develop its latest Weathered [American] Oak style, which was launched at AWISA 2016.

"The range also in natural oak, is more contemporary than, say, French provincial; it has created, if you like, a very affordable 'nouveau style' kitchen."

Apart from their New Hampton range of kitchens using melamine, mostly all Farmers' flat-pack products are manufactured from Queensland hoop pine (*Araucaria cunninghamii*), selected from specially-cut timbers in the Mary Valley.

"Also, everything off our production line comes complete with Australian Forestry Standard certification and zero emissions – a big marketing tool for us," Candy said. "Dad goes to the hoop pine plantations in the Mary Valley with a 'shopping list' and selects his own timber. It's magnificent - natural and light-coloured with a straight grain and fine texture. It cuts like

Christian Farmer visits a sawmill in Queensland's Mary Valley to personally select hoop pine specially cut for door manufacture at his Gold Coast factory.





Displayed at AWISA 2016 ... Weathered Oak, the newest release by Farmers Doors, is an American oak substrate, finished in Dulux Oolong.

butter and stays structurally true and stable during machining and is perfect for the harsh Australian weather conditions."

About to be installed at Farmer's Molendinar factory is a fully automatic Holz-Her Edgebander 1308 XL with three finishing units ensuring perfect interaction between glue, edging and panel material. The German machine joins the Italian Biesse Rover B 24 and its singularly unique flatbed nesting system which has also reduced production hours.

Christian says nesting systems do about 80% of the cutting and some edging. But at Farmers it's more like 20-22% and the rest in value adding. Because of their structure, which combines natural plantation hoop pine, Crown-cut veneers and MDF, the products at Farmers are 'built-up' and value added, rather than just solid pieces.

It was back in 1975 when Christian Farmer, a young cabinet maker, wood machinist and furniture polisher got the idea and courage to strategically change a business that had been founded on tradition.

"When I look back now I have to admit it was a brave move to change focus, but when I started Farmers Doors it felt like such a natural progression," Christian said. "My wife Narelle and I had a young family of five children and while I always had a passion for creating things myself, I knew I didn't want to continue working as a cabinet maker producing kitchen after kitchen in the long term."



Smooth finish ... machinist Rob Dogg sands a hoop pine door component at Farmers Doors on the Gold Coast, watched by Jess Farmer (left) and Candy Farmer.



► "I identified a genuine opportunity to supply cabinet makers with quality handcrafted doors. So with encouragement from Narelle, we backed ourselves and established Farmers Doors."

Candy Farmer says the market is 'ticking along well' for flat-pack kitchen componentry and doors throughout Australia and New Zealand. "But right now sales are livelier in Queensland, from the Gold Coast up to Cairns, and in Victoria."

The Farmers team can be justifiably proud of its award-winning range of kitchen cabinetry with showrooms located around Australia. ■

Top left: Preparing the Biesse Rover B 24 for another production run at Farmers Doors are Daryl McInnes and Jordon Gulley.

Left: One of Farmers Doors' most popular kitchen styles and colour combinations - Waratah in a café latte colour using Queensland hoop pine.



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Interzum 2017 - the preview

INTERZUM HAS long been recognised as the leading international fair for the furniture and interior construction industries and has become a must-attend event for kitchen and bathroom designers, builders, cabinetmakers, joiners, interior designers and architects and the furniture industry.

Interzum is the main avenue used by the international supply industry to gauge the reaction of the design industry to its new ideas and materials and it is attended by members of the design industry who wish to be a step ahead in current and emerging trends and technologies. With more than 1500 exhibitors from over 60 countries presenting their innovations, Interzum is by far the industry's largest event worldwide. It's incredible to think that more than 65 percent of visitors and exhibitors come from overseas, giving Interzum an amazing international presence.

Interzum is presented around three main segments, each with its own focus - Materials & Nature; Function & Components; and Textile & Machinery. The 2017 fair will see a new hall layout with more space but even shorter walking distances between to make moving around the fair much faster and easier while the division of the event into the three segments allows visitors to find what they are looking for.

The 2017 version of Interzum will see all the industry's big names alongside a range of smaller, highly-innovative companies to showcase an exciting mix of new technologies, materials and surfaces to highlight upcoming trends, and visions for the future design of living spaces. Topics such as conservation of resources, sustainability, up-cycling and the increasing interest in digitalised living environments will feature heavily as these areas are of global interest.

Materials & Nature (Halls 4.2, 6 and 10.2)

The Materials & Nature halls are the place to view the latest in woods, veneers, parquet flooring, interior works, decorative surfaces, décor papers, laminates, wood-based panels, laminated plastics, mineral materials, edges, surface treatments, adhesives, embossing cylinders and press plates. Alongside the exhibitors, the Materials & Nature segment will present two Piazzas, conceived and designed again by interior architect Katrin de Louw. The theme for these Piazzas is "Individuality" and the role of materials in individualisation.

The idea is to provide an area that can serve as a meeting place and a source of inspiration – much like the piazzas of ancient

Italian towns. Across all four days of the fair a comprehensive programme of high-quality lectures will be held alongside dedicated space for conversation, relaxation and the conducting of business. Topics of discussion include trends in design and colour, technical issues, industry standards, quality seals and other vital areas. A daily highlight will be the "Trendespresso", a short lecture by Katrin de Louw about current trends in design.

Each segment at Interzum 2017 has its own Piazza, tailor made to focus on their respective core themes but the Materials & Nature segment will feature two Piazzas (one in Hall 6 and the other in Hall 10.2), both linked by their common theme of "Individuality". Both Piazzas were conceived and designed by Katrin de Louw from Trendfilter® in what will be her fourth collaboration with the organisers of Interzum. Katrin is world renowned as an interior architect and trend expert in the furniture and materials industries, making her an ideal curator for the Piazzas.

Function & Components (Halls 4, 5, 7 and 8)

The Function & Components halls will feature a wide variety of lamps and lighting systems, semi-finished products for cabinet, kitchen, office and modular furniture fittings, internal hardware, locks and built-in parts. These halls are a must see for designers and cabinetmakers/joiners who are keen to keep abreast of new developments in technologies and the design of componentry. Here is where the supplier sector is able to demonstrate new innovations in energy-efficiencies, comfort and convenience and it's not unusual for new and emerging technologies – sometimes even concept products – to be on display to garner feedback from the industry.

The 2015 Interzum saw an increase in customisation, particularly in the areas of Function & Components ▶







► with original ideas and a focus on connectivity via new technologies. The 3D printing area was extremely popular and it's fair to say we expect to see this technology continue to expand and grow. Exhibitors have demonstrated a commitment to resource management so we are excited to see what will be on offer in 2017.

Textile & Machinery (Halls 9, 10.1 and 11.1/11.2)

In 2017 the focus of the Textile & Machinery halls will be on the development of mobile spaces. Traditionally, Interzum and its exhibitors

have focussed on stationary spaces, such as houses, apartments and offices but this year a new target group has been identified - that of the manufacturers, developers and furnishers of "mobile spaces".

The Textile & Machinery Piazza will be dedicated to the design, furnishing and fit-out of such diverse mobile spaces as cars, vans, caravans, transportable homes and houseboats. With the same criteria applied - that of high-performance materials and sophisticated technologies - visitors will marvel at a premium motorhome of touring coach proportions as well as an example of the American trend of "tiny homes", plus a spectacular dual use vehicle will be on show: a caravan from the Kiel-based company Seafarer that can also be used as a boat. To link this display back to the original theme, a gallery will be used to exhibit products used in the mobile spaces.

Of course, the best way to immerse yourself in these exciting innovations is to visit Interzum in person but, if that's not possible, the organisers have created a number of online ways of interacting with the fair from all over the world. In the run-up to the event, they will be running a news blog where interesting items of information about the fair and its exhibitors will be provided as well as posts about trends and products, interviews with prestigious key players, new materials and technical solutions in interior design, plus surprising designs from young, up-and-coming designers. This activity will also be supported by Interzum's social media presence via its Facebook page.

One of the highlights of Interzum for many European kitchen houses remains the time their design teams spend at Interzum. Their mission in Cologne is two-fold. Most kitchen manufacturers (both retail and wholesale) have extensive showrooms (Hacker for instance had 108 kitchens on display the last time I was there!) that need upgrades on a regular basis. Interzum is the place where they source inspiration and gain insight into how the supply chain has interpreted changes in materials and products alike. These thoughts are then taken back to their factories and by September / October the same year, most showrooms reflect the feel of Interzum.

Their biggest challenge however, remains what to exhibit at Eurocucina. One company I have known for many years has a team of 23 designers - their job, post Interzum, is to create the mood and appealing displays for their stand in Milan the following year - coupled with that is all the marketing material that also needs to be ready, brochures, price lists, social media. The starting point for what you see at Eurocucina - is Interzum.

In 2015, Interzum attracted more than 57,500 visitors from 143 countries worldwide which was a 17 percent increase in visitors from abroad from the 2013 fair. 1561 exhibitors attended from 57 countries marking an 8.6 percent increase in occupied exhibition space. The 2017 fair is expected to be bigger and better again and, particularly in the lead up to Eurocucina 2018, this unique chance to view the newest materials, textures, colours and components before the rest of the world is not to be missed. ■

All images thanks to www.interzum.com

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- FixALL® Turbo – a high quality single component adhesive sealant based on SMX®-Polymer with very fast build-up of strength.
- FixALL® High Tack – a heavy duty sealant glue with an extremely high initial tack (even under water)
- FixALL® X-Treme Power – a high quality, neutral, elastic, 1-component adhesive sealant based on MS-Polymer with an extremely high initial tack of min. 400 kg/m².

In addition, accessories including Swipex cleaning wipes, swivel nozzles and a dripless heavy-duty cartridge applicator gun complement the range.

Wilson & Bradley is also proud to be an exclusive stockist of the Soudal Professional kit, an all in one kit containing the above Soudal FixALL® adhesive products and accessories, supplied in a convenient stackable red storage box with folding lid.

The Soudal range available at Wilson & Bradley has also been recently expanded to include:

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- Cleaner & Degreaser – a powerful quick-drying cleaner and degreaser spray for various maintenance and assembly jobs
- Sealant Remover - a ready-to-use and fast-working spray based on terpenes for removing hardened silicones and MS polymers.

Soudal products have endless applications and the quality of the products have to be seen to be believed.



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Significant optimisation of Tandembox

- technology and function

Blum places as much focus on further improving existing product lines as it does on new product development. This guarantees that the company is able to provide the best possible version of a product. Since the initial release of Tandembox in the mid 1990's, the box system has undergone a series of technical and design modifications to meet market demands.

After extensive review, research, further development and product testing, Blum has revealed the most significant optimisation to the technology and function of the Tandembox system to date. Important functions of the existing Tandembox system have been optimised to provide an improved drawer solution that offers lighter opening forces with a smoother transition into the running action. Stability has been significantly improved by an optimisation to the front fixing bracket and improvements to the Tandembox drawer

side and cabinet profile have further enhanced the smooth, light running action when operating the drawer or pull-out.

Blum's Tandembox programme offers a variety of design possibilities that provide plenty of scope for furniture design. The proven Tandembox line includes two entirely different styles to choose from; Tandembox Intivo with design elements made from various materials is available in Terra Black and Silk White colour finishes and will exceed all design and functional expectations. Tandembox Antaro offers a sophisticated and modular design with all components colour coordinated in a Silk White finish to underline a minimalist style.

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(Pictured: Tandembox Antaro)

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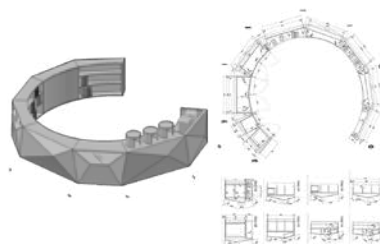
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Further optimisation to the drawer side and Tandembox cabinet profile has further enhanced the smooth, light running action when operating the drawer or pull-out.



Stability has been significantly improved by optimising the drawer side and further developing the front fixing bracket.



Lighter opening forces provide a smoother transition through to the running action producing an even better opening feel.



Providing a solution to support the design trend of high-fronted furniture; further developments to the drawer side and front fixing bracket have significantly improved Tandembox stability.

by Michael Goddard

Peter Hay Kitchens:

efficiency and order in mass customisation

In 43 years of operation, Peter Hay Kitchens has always been at the forefront of the New Zealand kitchen manufacturing industry in the development of new processes and use of technology. The recent purchase and installation of a Biesse Winstore K1 panel handling system and three Biesse Rover B routers has continued that tradition, kept the company in touch with the market place and effectively future proofed the business for some time to come.

The purchase represents a major change in production method for Peter Hay Kitchens which previously used a beamsaw set-up to cut large numbers of parts for stock which were then used to compile kitchens and other product as required. While this suited high volume production of similar products the company found they were increasingly being required to satisfy demand for kitchens and product that offered individuality.

"The nature of the kitchen business has changed and our business has changed," says company spokesman Karl O'Hanlon. "All kitchens now tend to be unique, even those built by group home builders in large residential developments require variance. Someone spending a million dollars on a group built home is going to want to have a say in the kitchen design."

The company's client base has also diversified in the last five years to include group builders, retirement villages, furniture retailers and architects as well as supplier merchants. A common element being that they all want to be able to offer their clients in turn, the ability to add their own individuality to the product whether it is a kitchen or range of furniture for retail sale.

The Biesse Winstore K1 panel handling system handles in excess of 400 panels a shift.



"A nesting set up allows this," says Karl. "Our issue was a nesting set up that allowed us to shift and process the volumes of panel we required for our manufacturing contracts."

The answer was to implement a Batch 1 linked network production process that enables the company to produce at the speed of high volume stock manufacturing while applying the uniqueness required by the current market. There was no local model for the scale with which Peter Hay Kitchens wanted to do this and even when Peter Hay and his team looked to Australia, Canada, the USA and Italy no one was linking multiple routers to a single panel handling system in quite the way they wanted to.

The selection of the Biesse Winstore K1 system and a multiple router set up to do this, was decided following discussion with machinery supplier Biesse. "Biesse was a natural starting point given the number of machines we have purchased from them over the years and our confidence in their performance and service. We did look at other options to educate ourselves and make sure we were making the right choice but the scope of the purchase and change in operation meant our ongoing relationship with Biesse was always going to be important," says Karl.

It was in fact the first time for Biesse on such a configuration, 3 routers running off the Winstore K1 moving in excess of 400 panels a shift, the synchronisation of jobs, machines and panels was critical to the successful implementation.

"We went through three different factory configurations and drawings with Biesse as we fine tuned what we wanted, until we achieved what we considered the likely best result," says Karl.

The Winstore K1 and the three Rover B routers were commissioned in June but the company did a lot of work prior to that to be ready for when the machinery arrived. Back end software was set up, factory layout and re-configuration planned, Robertson & Sinclair was consulted on tooling requirements and the old line was moved to the edge of the factory so that the company could continue to operate during the installation. The installation and commissioning took about eight weeks and Biesse Italy sent down three technicians who did a great job in setting up and assisting in staff training. The Winstore K1 stacks 28 bays of board of which currently 16 are white and 12 colour. From these stacks it assembles the



next job for each machine in order of use (rainbow stacks), close to the router to be used, they are then automatically fed to the router as required. The Winstore K1 can do this assembly after-hours or in any downtime while feeding the routers during an operating shift.

There is minimal operation required at the machine with the Winstore K1 being operated from the office. The result is a very fast line, good for just-in-time manufacturing, with minimal input required by floor staff and very efficient use of materials. It has an excellent off-cut tracking system that not only tracks the off-cuts but recalls them at a suitable time for re-use.

"It is not just a panel handling system but is actually linked to production. Itemising panel use, enabling automatic stock control while costs can be measured against each product, giving us the most efficient use of materials and time. For 1 job or 500 jobs we know the exact cost of production," says Karl.

"We run the system on Biesse's inhouse software bSolid. It integrated fairly easily with Imos which runs our design and production planning. It could have been all done using Imos but we went with bSolid as synchronizing the three machines was an intricate process and Biesse installers were naturally very familiar with their own software. The two systems work well together and we were able to configure them both to suit our requirements. Some training was required but fortunately we have staff who are pretty literate in this area."

"It has been a real success," says founder and owner Peter Hay. "It is all about processing panel and the Winstore K1

and Rovers are very much proving themselves in terms of movement of board and consistency of manufacturing. For us it has solved the problem of large volume manufacturing of one-off product. In the past we were producing large quantities of stock items. We are now only producing what we need - and are producing a lot of it."

"The fully automated cell was the real attraction, there are huge gains around the automating and networking of production. It is not just about efficiencies but about efficiencies and order working together for a smooth and efficient running of the factory. Winstore K1 along with the nesting set up allows this as it can handle all the differentials in terms of materials, processes and product. I believe it is the way of the future and will be a cost competitive system for us for the next 10-15 years."

In what has been a major re-organisation of the factory Peter has been impressed with the Biesse role. "Biesse has been great through the whole process. They listened to what we wanted, they sold us the vision on what could be achieved and then they delivered on it - we are very happy with the final result."

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First published in Joiners magazine, December 2016.

The Biesse Winstore K1 plans and co-ordinates the panel requirements of the three Biesse Rover B routers using software operated from the office.

Peter Hay at his factory in Wiri, Auckland. "The option to change the manufacturing set up was driven by customer demand and market forces."



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If there's one thing for certain, it's that nothing makes a kitchen more covetable than great lighting. And nothing's more covetable than the Loox collection from Häfele.

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Speed X/Y/Z	50/25/15	50/25/15
Spindle	Hp 13.9	Hp 13.9
Tool Change	11 + 11 (opt) positions	28 positions
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Weight	4200kg	5000kg

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Employment contradictions

for cabinetmaking, joinery and furniture trades

STRONG OPINIONS have been expressed about apprenticeships and related employment prospects in cabinetmaking, joinery and furniture trades.

At the recent Australian Furnishing Community of Practice Network meeting, Chris Arnold from the Furniture and Cabinetmaking Department of Melbourne Polytechnic, challenged media articles based on the report: Foundations for Apprenticeship Reform by Professor Peter Noonan from Victoria University's Mitchell Institute.

Professor Noonan's report concluded that Australia's apprenticeship scheme is broken and in urgent need of revival to meet growing demand for skills. The report also called for a national industry-led careers advice service and a taskforce to deliver reform across the country.

Mr Arnold stated that demand is strong for apprentices and for those who have completed Certificate II. "The findings of the report are at odds with the experience of other training programs. Also the findings don't fit with our experience at Melbourne Polytechnic," said Mr Arnold.

However, Mr Arnold's opinions are in conflict with some of the views expressed by the NSW Business Chamber. The chamber's chief executive, Stephen Cartwright argued the merits of permitting Year 12 students to complete an apprenticeship and Higher School Certificate at TAFE to help stem a decline in trades training at a time when construction is booming.

"Our apprenticeship system is in crisis. The flow of young, job ready, skilled workers is at a drip when we need it to be a flood," he said.

Mr Cartwright expressed the view that one of the biggest problems plaguing participation in apprenticeships is a perception issue. "Parents and teachers are discouraging young people from entering apprenticeships despite 85 per cent of apprentices getting full-time jobs six months after completing their training. This rate compares with 68 per cent of university graduates who find work within six months."

"What is missing from the careers conversation is a recognition that skilled trades are the backbone of our economy and will continue to offer great job prospects in the years to come," he said.

"We often hear from our political leaders about the value of innovation and agility in the workplace – but it's time they spoke up about the value of doing an apprenticeship and its benefits, not only for the individual, but for the economy as a whole," he said.

The NSW Business Chamber has asserted that trades and services sectors need workers who were more adaptable, with a broader set of skills beyond a single trade qualification. Schools also needed to improve their delivery of vocational education.

The business chamber is proposing a new apprenticeship model involving an initial period of general industry training before moving to a specialisation, plus 'white-collar' scholarships that provide a higher level of skills.

"We are calling on the NSW and federal governments to work together to redesign incentives so that they better support apprentices over the critical first six to twelve months of their training," said Mr Cartwright. ■



The biggest problem plaguing participation in apprenticeships is a perception issue

“We have increased our productivity by about 30 per cent”

Meloz Manufacturing was established in May 2011. Located in the Sydney suburb of Mascot, the company specialises in the manufacture of custom designed office furniture. Providing competitive pricing, short lead times and a high quality product to its clients, Meloz Manufacturing has been continuously investing in up-to-date leading edge technology, machinery and software to meet required standards.

Interview with Geoff Meskin, director, Meloz Manufacturing

The company boasts a 3,000 square metre factory with high-tech precision machinery from Homag which includes a storage system TLF 211, BAZ CNC, HPP300 beam saw, Ambition edgebander and a Vantage CNC nesting machine.

The last six years have been a steep learning curve, coming from zero-basis from a manufacturing perspective, starting with tops only and progressing to end-to-end joinery design, manufacture and assembly. With the latest upgrades in smarter technologies, Meloz has also invested heavily in training and production processes to ensure flexibility and the ability to design and manufacture a diverse range of products.

Geoff Meskin, director of Meloz Manufacturing, takes a closer look at the latest investments and explains the big impact of machinery.

What role does technology play for you in leading a manufacturing business?

“For me the technology is 99 per cent of what we do. I guess that’s why we initially selected Homag as our preferred supplier. We built up a very good relationship with Grant Jones who is a technical specialist and later on with the Homag service team. None of us in the organisation originally came from a traditional carpentry and joinery background, so for us it was all driven by the technology and subsequently, lead to us employing people who are skilled in all those fields.”

Why did you decide to invest in a TLF 211 storage system?

“It was driven by growth. We initially had our board stored in a racking system against the wall. Based on what we were manufacturing on a given day, the forklift driver used to start sorting the board at 5.30 in the morning and we really only started processing at 10.30/11.00. We were comfortable with our manufacturing process to that stage but we needed to dramatically increase our daily production volumes. Based on that and the foresight of my business partners, we were driven towards increasing our output, keeping our staff overheads down and implementing the latest technologies.”

What has changed after the installation of the storage system was completed?

“Increases in our turnover and improved quality and processes have led to increased productivity by at least 30 per cent, which in turn allows us to accommodate all of our customer’s requirements. The advantage that we have is that we can manufacture and turnaround products at very short notice.”



Why did you decide to partner with Homag?

"Grant Jones invested a huge amount of time in guiding us through the decision making process and also the factory layout and design. Additionally, we were very comfortable with the German technology. We visited a number of sites around in Sydney and the common feedback we've got was that the technology is very stable, very easy to work with and is backed up with a good network of support and infrastructure personnel."

Where do you see Meloz Manufacturing moving to in the future?

"From a growth perspective we have addressed the workflow processes from throughput of the board coming in to the factory, to processing and stock management levels of the board and all the other components that are needed to

make a successful manufacturing enterprise. Our long-term goals will be driven by volume, maximising our throughput and keeping overheads down to a manageable level. If we manage all these components, which are fundamental to running a business like this, we won't be limited to what we are able to deliver to our customers."

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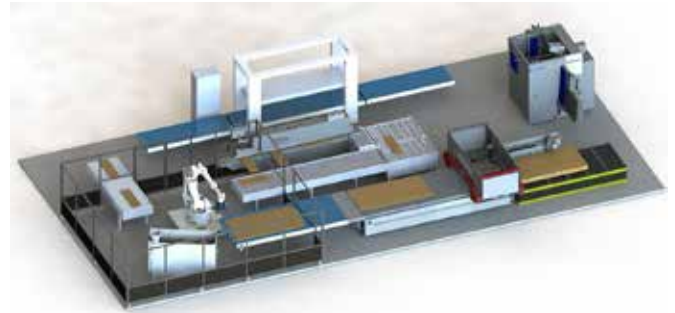
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Membership with benefits

CMDA's new look 2017



The Cabinet Makers and Designers Association is Australia's only not-for-profit member's association dedicated to the interests of cabinet makers and designers across Australia.

CMDA is kicking off 2017 with a new focus for members. Providing down-to-earth advice and resources designed to assist with business operations, marketing, industrial relations, training and human resource issues, the association is delighted to introduce its specialist industry consultants exclusively to CMDA members. Head to the new-look website www.cmda.org.au to find out what's on offer.

CMDA members will be kept up to date of industry events, training opportunities and trade nights which are all showcased on its website. Also new for 2017 is a business-building feature available for all members. The association promotes to the general public by highlighting the level of skill, creativity and credibility of its member. It has created a geographic search engine which places members' business details within easy reach of potential clients. Members should remember to update business details on the website or readers can sign up as a member to take advantage of what the Association has to offer.

As a community, cabinet makers and designers are a creative bunch, work-focused and always striving to improve their business outcomes. To help in the process of achieving new year goals, the association is excited to announce a timely new alliance with Nina Slade from Prymore Real Results Consulting. With many years experience running her own highly successful cabinet making business, Nina's advice is specific and relatable to day-to-day work. In her first article, Nina walks through the do's and don'ts to successfully achieve business goals in 2017 and it is available in the Members' section on the CMDA website. Feedback on this or any issue can be raised on the CMDA Facebook page.

Happily CMDA knows that many businesses are experiencing record work levels with full project books well into the year. There's no better way to promote a business and capitalise on all the hard work than by receiving recognition from an industry association. Entries for the prestigious 2017 CMDA Awards will soon be called for. Information will be posted on the CMDA website and Facebook site @cmdaaustralia. The CMDA was blown away by the standard and diversity of 2016 entries and is looking forward to again showcasing the best

in the business at the iconic MCG Members' Lounge at this year's Gala Awards Night.

It's been a busy time at CMDA and the association is pleased to announce the new board of directors for 2017. Introducing Bryon Stanley – teacher and trainer, Holmesglen & RMIT TAFE, industry representative on the Victorian Government's Manufacturing Industry Advisory Group; David Boggiano – director, Tld Kitchens; Debbie de Wacht – managing director, de Wacht Cabinets & Design Pty Ltd; Jane Lindsay – owner, Admonter Australia; Joe Husidic – trainer for construction, Wiseman Institute of Applied Learning; (President) Mark Nickson – director, Nickson & Burke Cabinet Makers; and Peter Gill – director, Kitchens by Peter Gill. With many years experience between them, the board is excited about the new look and direction of the association and what's on offer to all CMDA members.

As the new board gets to work, it bids a sad farewell to a true stalwart of the industry and CMDA advocate. The board to thanks Richard Brooks, former executive officer of CMDA for his tireless and passionate work for more than 30 years promoting and supporting the interests of CMDA members and the cabinet makers and designers industry. Richard will continue to consult to the association however the CMDA board wishes Richard a well-earned break from the day-to-day running of the association.

CMDA
www.cmda.org.au



Intermat fast assembly hinge - new improvements

Well designed, quality hardware fittings are qualities that make Hettich products a preferred choice for the industry. The tried and proven range of Intermat fast assembly hinges from Hettich give all kitchen and furniture manufacturers the right solution for numerous application purposes.



The Intermat range has new improvements with the 165 degree wide angle hinge now available with the Sensys hinge arm and is therefore as well a zero protrusion hinge. In case a reduced opening angle is required the new opening angle limiter (120 - 105 degree) can be used.

For the Intermat range, the optional Silent System is used to create quiet and gentle closing of the doors. Additional improvements to the Intermat range include overlay

adjustment with overturning guard for more safety. Parameters for overlay adjustment are set to +2mm/-2mm. The depth adjustment now has a defined zero position at +2.5mm/-1.5mm. New improved corrosion protection meets the quality requirements of EN ISO 9927-2012.

The Intermat range features hinges with opening angles of 110 degrees, profile door hinges with a 95-degree opening angle, wide-angle hinges with an opening angle of 165 degrees, special-purpose hinges for unusual carcass angles W 45 degree and W 90 degrees, as well as hinges for glass doors. The Intermat range is available for all standard drilling patterns and comes with various options for attaching the hinge cup. The line-up is complemented by a large number of mounting plates and stylish cover caps for the hinge arm. The Silent System is matched to the size and weight of the door at an adjustment wheel to ensure optimum softened closing action.

The Intermat has become a well-established hinge in Australia and it continues to grow based on the reliability and superb quality of Intermat hinges. Over 1 billion Intermat hinges have been produced since they were launched in 1993. These hinges leave no margin of doubt with easy and fast installation, straightforward adjustment, stability, attractive design and quality that can be relied on.

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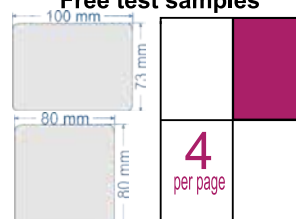
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Olimpic K360 - one of the best edgebanders available

Achieve versatility and high machining quality with the SCM Olympic K360 – a new reference point in the market for entry-level edgebanders, complete with a rounding unit.

Compact and easy-to-use due to its advanced technological solutions, the K360 is designed to ensure optimal panel finishing. It is the perfect edgebander for companies that require continuous and high quality edgebanding of panels.

Cut and "radius" in a single operation

Automatic and error free cutting of thick edges. Two blades allow the straight cutting of solid wood edges and the chamfering of thin edges.

Edge angle finishing on straight and shaped panels

Rounding of front and rear edge angle on straight, chamfered and post-formed panels. The operation is automatically carried out by the unit and ensures optimal finishing, without the requirement of further machining.

Three different machining possibilities

Rapid machine changeover between thin, thick and solid wood edges due to the 3 working positions available and the "Combi" tool supplied as a standard feature with the trimming unit.

Benefits of the Olimpic K360

- 11 metre/minute panel feed speed thanks to the track equipped with a large dimensioned chain.
- Lower consumption = lower costs with the 'save energy' kit



that optimises the power consumption with a year's saving of up to 10%.

- Highest level of panel cleaning by utilising the anti-adhesive spray guns that prevent any sticking of excess glue on the upper and lower panel surfaces.
- Best panel finishing with the holes for hinges, due to the copying devices with 3 rotating contact points.

Main performance specifications

- Panel thickness: 8-50 (60) mm
- Edge thickness: 0.4-3 (6) mm
- Feed speed: 11 m/min

The Olimpic K360 has great finishing quality with the simultaneous use of the glue scraping and brushing groups.

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Solu's Australian designed and patented floating shelf kit represents a new contemporary approach to shelving hardware mounted in a neater and modern manner. The unique style of the hardware is an example of Solu's engineering excellence and modern design. The kit allows for simplicity that combines strength and style. Its reliable strength can be attributed to a combination of its sturdy extruded aluminium mounting track and adjustable stainless steel arms.

The shelf can be mounted with the extruded aluminium track exposed, which creates a shadowline effect and a more stylish look. The adjustable arms have adjustment up to +/- 4 deg, for

those installations with issues of out of plumb walls. Solu can also supply the complete finished shelf including hardware.

For those who do not have the time to manufacture their own floating shelf, Solu can manufacture it. The shelves can be supplied in custom lengths and multiple finishes such as polyurethane, laminate and raw finish (ready to be finished to the user's specification).

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Big bins for small spaces

The humble kitchen bin is one of the most well-used products in any kitchen, with many people now viewing the integrated bin as an essential kitchen appliance. Whether designing for a large family kitchen or a smaller apartment kitchen, the trick to selecting the right bin is about ensuring it's not just functional, but also that it maximises precious space and is ergonomic to use.

Higher density living is on the rise and with that, more people are living in townhouses, apartments and smaller houses. Living in more compact spaces, homeowners want to maximise the use of the space they have. Even in larger homes, storage space in kitchens is precious, with designers looking to maximise every last millimetre of cabinet space.

Hideaway Bins has recently revamped the Hideaway Compact range of bins which are specifically designed to give the biggest bin for the smallest space. "We've designed our range specifically for Australasian cabinetry" says Hideaway Bins general manager, Jamie Bertelsen. Locally made cabinetry is unique in

its dimensions compared to standard European cabinets. Our cabinets are generally deeper, so solutions designed for European markets are typically shallower and aren't the ideal solution for maximising space in Australasian kitchens."

"By using the greater depth of the cabinet, we are able to make our bin systems narrower, with many options in the Hideaway Compact range fitting 300mm or 350mm wide cabinets", Bertelsen says. "This offers a significant space saving, which is critical when designing for smaller spaces. For example using this design approach, the Hideaway Compact single 40 litre bin is able to fit into a 300mm wide cabinet, which is unique, and a great recycling solution."

The other important factor to consider is ergonomics. The ideal position to locate a bin is at bench height, so that waste can be easily removed from the bench and into the bin. In settings such as retirement villages or apartments owned by older people, consumers want solutions that limit bending or reaching below sink spaces or into lower cupboards.

The upgraded Hideaway Compact range is being specified in these settings because it is designed to be top-mounted under the bench, and pulls out easily towards the user. The bin system is on soft-close ball bearing runners providing a smooth, light movement. These runners also over extend, so that the bin has plenty of clearance beyond the bench top when it is fully open. This means that the rear buckets can be removed and emptied, without the fuss of having to remove the front bucket, which is essential for twin bin systems.

Hideaway Bins is at the forefront of bin design, designing and manufacturing storage solutions in New Zealand, designed for Australasian homes. These ergonomic, space saving waste systems are available through distribution partners Nover, Hafele, and Galvin Hardware.

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Homag edgebander: 100% speed, quality and reliability

Companies with an ever increasing workload require a high-performing and reliable edgebanding machine. Furthermore, with the introduction of process sensitive edges for gloss boards, a suitable machine becomes crucial for any business.

Homag has developed a high-performing machine that is carefully specified to meet the Australian market demand for high volume machines to process high-gloss material. The Ambition 2470 enables the user to process a wide selection of material with optimum edge quality. Users can alternate between neutral or darker glues. 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 can tailor their productivity to changing demands.

Two companies from the Wollongong area, about 100 kilometres south of Sydney, have both decided to invest in a Homag Ambition 2470 edgebander. Two companies, two similar stories: Both owned an edgebanding machine from a different supplier that could not meet their standards. Therefore, Beny's Joinery from Wollongong and UTJ Interiors from Unanderra teamed up with Homag.

high performance to process high-gloss material

BENY'S JOINERY:

"We needed a machine that can run all day"

The two decision makers at the family-owned business Beny's Joinery, founder Beny Forte and son Raffaele Forte, finally found the right machine for their requirements. "We needed a machine that can run all day and seamlessly process gloss edging such as glossboards, acrylic and ultragloss", Raffaele summarises.

When Beny founded the business in 1971, he already saw the importance of owning European machinery – and so does his son Raffaele, who joined the company about 10 years later. "It's about quality and price", Raffaele says. "If you make decisions simply based on price, you need to be prepared to replace the equipment fairly soon."

He continues, "We are very happy with our German edgebander. The machine has given us the possibility of customisation in volume. Considering the shortage of skills in Wollongong, the investment has saved the company manual labour. "Previously, we employed 6 joiners and now we only need 2 for the same amount of work."

In order to increase their output and reduce manual workers, Beny and Raffaele invested in the Homag return system TFU 140. This patented panel return conveyor 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.

Raffaele says about the investment process: "It took us three months to make the decision. We looked at the most prominent brands on the market and asked around and went to Homag in Sydney to look at the size of the motors of the machine. Other brands look like toys compared to Homag", he says, very impressed by the size of the Homag edgebander.



"The machine has given us the possibility of customisation in volume", says Raffaele Forte, director of Beny's Joinery.

Beny's Joinery is now well-equipped to keep all the work in-house which gives them a lot more control which results in better customer service. They specialise in kitchens and detail joinery and mainly distribute their products to retail customers.

Beny started in a small backyard of 15 square metres and used to put the kitchens on a trailer. That goes back to the seventies when Beny emigrated from Italy. The entrepreneur is now 78 years of age, still very passionate and has no thoughts of retiring. He grew the company to 45 staff and continuously extended the work space to 4,000 square metres.

UTJ INTERIORS:

"It's a lifetime investment"

Established in 1950 as Unanderra Timber and Joinery, UTJ Interiors has grown to become a premier manufacturer of custom joinery and detailed veneering. Over the years, they have grown to employ 65 staff and own a wide range of machinery. At the end of last year, it was about time to get the right edgebanding machine.

"We previously owned a Brandt edgebander and it didn't let us down. Now we required a reliable next level up machine and we found the Homag Ambition has all that we need", says owner Paul van de Haar, who runs the family business together with his father Hans, and their dedicated team.

"It's the quality of Homag that convinced us. We were talking to people in the industry and got the same feedback again and again. It's a much quicker machine with a better finish and perfect for achieving more capacity. It's a lifetime investment with a good service backup in Australia."

The highlights of the Ambition 2470 include a finish processing unit that comprises a glue joint scraping unit for disposal of glue residues at both the top and bottom of PVC edges. As a result, UTJ Interior's operations are far more efficient.

The Homag Ambition 2470 can be used for gluing edges, precise snipping and finish processing, including corner rounding ends. PU can also be used if required. Even veneer edges are rounded using the four-motor profile trimming tool without splintering. "We don't get edge chips anymore", factory floor manager John Jessup says, "That saves us a huge amount of time." He continues with a smile, "It had taken us longer to clean the edges than to build the actual product."

UTJ Interiors is a fourth generation family business and shop fitter of choice for many specifiers from the coast to the city. Paul's grandfather emigrated from Holland in 1951 and started as a small joinery shop where he built prefabricated homes on the same premises. Regrettably, in 1989 a big fire burnt down the whole factory. Rebuilt and expanded, UTJ emerged from it even stronger. With the continuing focus on technology, they



have built up long-standing relationships with their clients, which include T1 builders and high-end private clients.

Top: "We required a reliable next level up machine and we found the Homag Ambition has all that we need", says owner Paul van de Haar (left; with Factory floor manager John Jessup).

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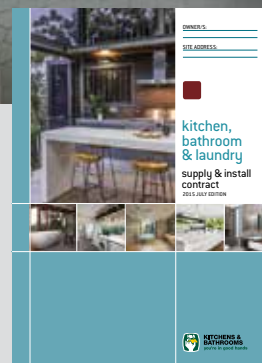
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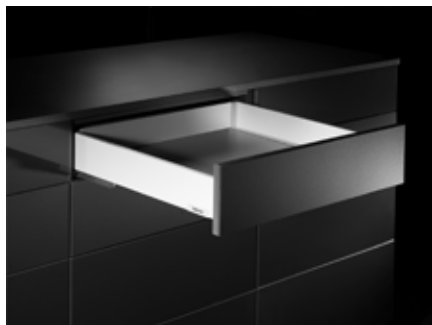
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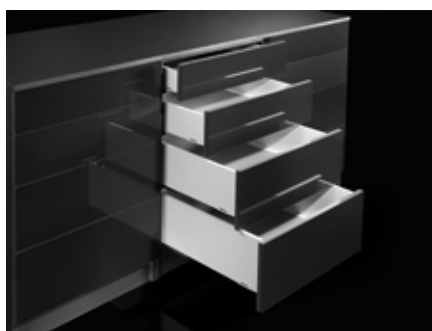


Slimline simplicity



The Titus Tekform family of drawers, characterised by smooth and reliable performance, has expanded its range to now include a slimline double-wall drawer. This new addition is designed to optimise storage space while providing a sleek aesthetic to kitchen drawers. The world-leading Titus damper is integrated into the drawer runners, which

allows for reliable and consistent soft-closing, known as the Titus "Confident Close". These drawers come in seven widths, to suit most cabinet styles and sizes. The drawers' thin side walls give the appearance of a clean, simple box drawer, while their ability to extend fully offers easy access to the contents of the drawers. The drawers have a 40kg load capacity and can be customised with ease, in regard to size, height, rails and organisational inserts. Best of all, these drawers allow for intuitive and simple dismantling and remounting.



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The new generation T-type Glissando hinge

T-type Glissando, the new generation Titus hinge, is characterised by a highly tolerant design, which assures a reliable door closing and a lifetime performance even in case of accidental misalignment and inaccurate drillings. The '3Way' 'snap-on' mounting plate allows for an intuitive hinge-to-plate mounting in three directions, which enhances and simplifies the mounting experience. The '3Way' feature widens the scope of 'snap-on' hinges, which can now be confidently applied also to tall cabinets where several hinges per door are required. Low hinge cup drilling depth enables the wide range of applications on door thickness from 15mm on. The T-type Glissando soft closing action is tuned to Titus 'ConfidentClose'. The door closes fast; the deceleration action begins at a late point of door closing and is especially slow and soft in the last stage when the door leans against the cabinet side.

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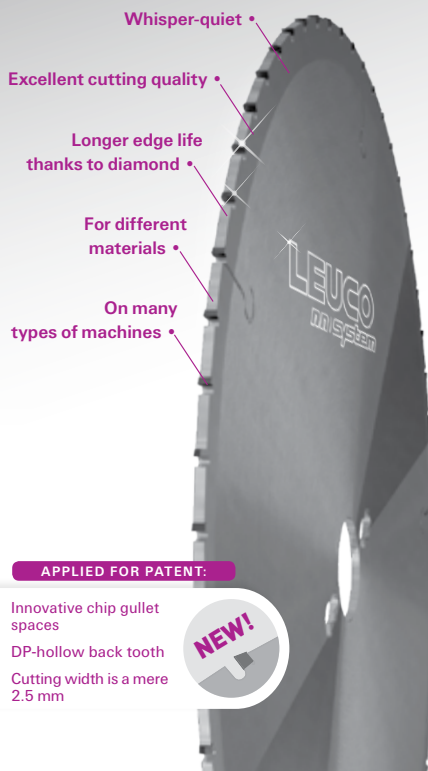
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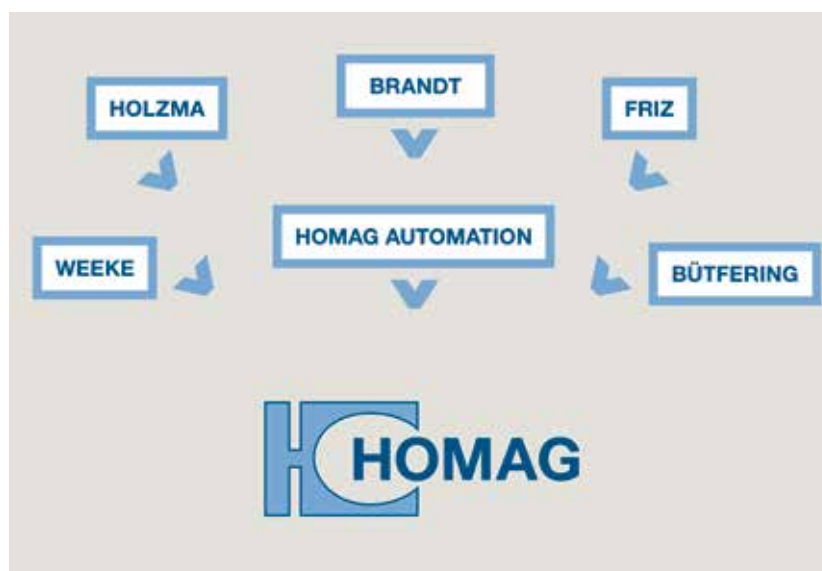
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Homag: one company, one brand



Since the 1960s, the Homag Group has been driving the wood processing industry forward with innovations and technologies while also shaping the market with help from its customers. Thanks to its clear strategy, the Homag Group has developed into a company that covers the entire process chain for the field of wood processing - with 6,000 employees who work hand-in-hand for customers all over the world.

In recent years, the world has been changing at an increasing pace. Globalisation, individualisation, networking and digitalisation are just some of the keywords that illustrate this change.

The Homag Group sees today's changes as an opportunity, and is now taking the next step: Merging the existing brands into one brand. With the decision to focus on Homag as a single strong brand in the future, the company is placing even greater emphasis

on the requirements of its customers, suppliers and business partners.

In future, every machine made by the Homag Group will bear the Homag logo. Customers around the world may continue to rely on the standard of quality they are used to, even if, for example, their Holzma panel dividing saw, Brandt edge banding machine, Weeke CNC machine or Butfering grinding machine bears the Homag logo in future.

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Australian Woodworking Industry Suppliers Association Limited

AWISA The Association



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

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

AWISA The Exhibition



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

The next AWISA exhibition will take place in Sydney from 4 - 7 July 2018 at ICC Sydney, Darling Harbour, Sydney. For more information visit www.awisa.com or phone Geoff Holland on 0412 361 580.

AWISA The Magazine



AWISA's magazine is published quarterly and is distributed free to 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.

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