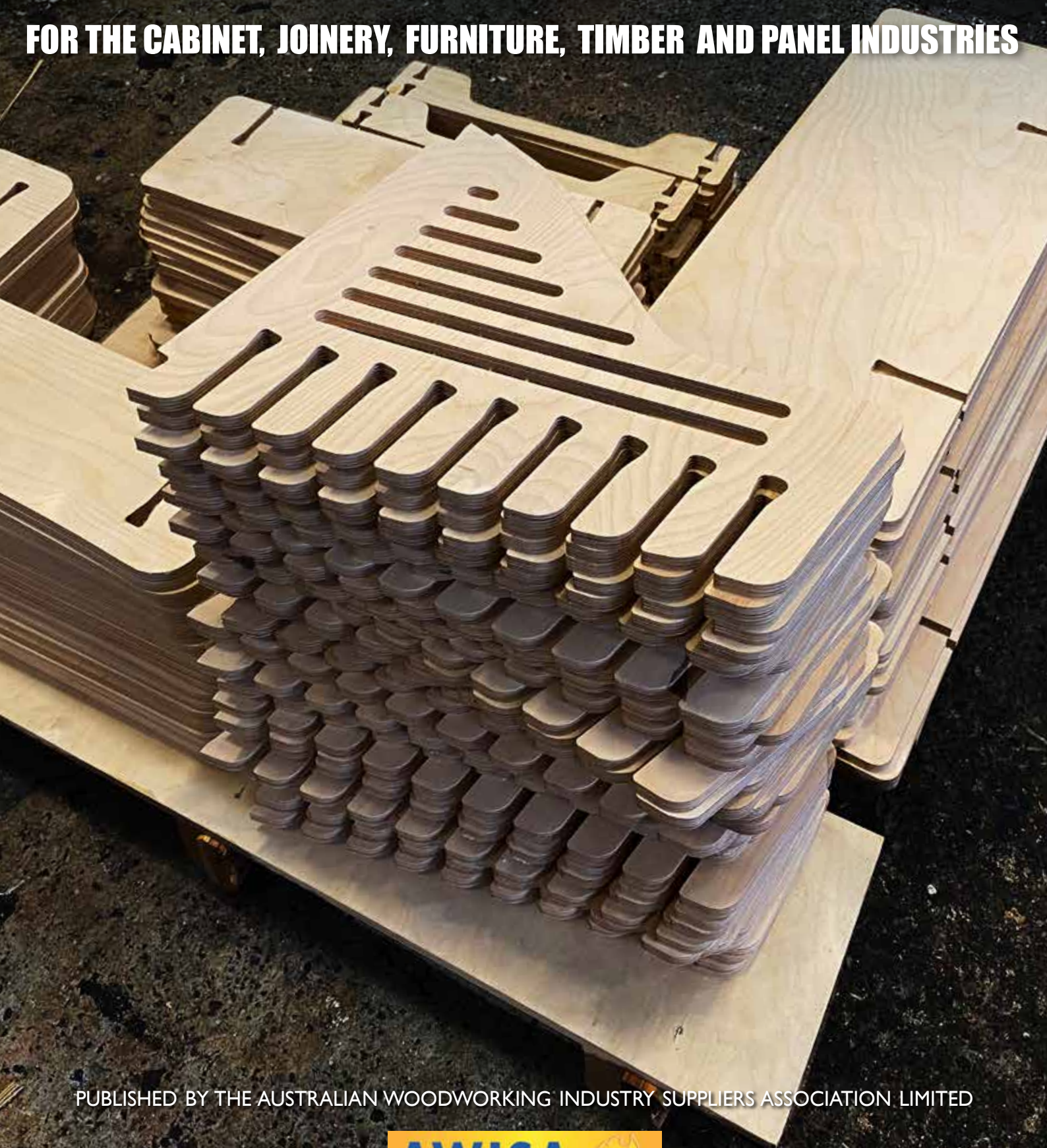


AWISA **THE MAGAZINE**

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



PUBLISHED BY THE AUSTRALIAN WOODWORKING INDUSTRY SUPPLIERS ASSOCIATION LIMITED

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processing industries. Members include
suppliers of machinery, materials, fittings,
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DEAR READER,

The previous issue of this magazine brought you the disappointing news of this association's decision to postpone the AWISA 2020 exhibition. On page 15 you will read of the various reasons that lead to our announcement that the next AWISA exhibition will take place at ICC Sydney from 6-9 July 2022.

The bushfires of early this year seem a long time ago, unless you are one of those people who have been directly affected. COVID-19 now dominates our thinking and our personal and business decision making. It is no surprise that it dominates much of the content in this magazine. From the way many suppliers are changing how they do business, and how that it has changed the way their customers do business.

An article from the Housing Industry Association provides a good overview of the type of economic shock that has been created by COVID-19. The federal government has done many worthwhile things to help alleviate the effects of the virus on business. One of the most relevant to sellers and buyers of capital equipment is the instant capital write off. What this really means for business is explained in detail on page 36.

But it is not all doom and gloom. With winter upon us, our lead article will help you get into hot water in the nicest possible way – read above two successful smaller woodworking operations, one making hot tubs and the other wooden baths. And if that's not enough relaxation, read about the high-quality work that one Sydney fit-out contractor does to create many of Sydney's greatest bars. Maybe an unusually timed article but all will be explained when you read it.

Geoff Holland
General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER:

A story of our times. Read how a stage and set builder morphed into a furniture maker for the work-from-home market. Page 18.

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Getting into hot water

"IT'S ALL ABOUT the look and the feel of the warmth of timber, the grace of its finish. It feels great, and smells amazing when the hot tubs are filled with heated water. And it just gives the client the feeling of value for money," says David Watkins when he is asked about what attracts people to buying his wooden hot tubs. "There's no soul in plastic," he quips. David's firm, Sunlander, manufactures hot tubs, amongst a range of domestic outdoor gates and furniture. Everything is custom made, he explains, adding that some components, such as legs and brackets, are made in a small production fashion but all the final products are made to a client's specific requirements.

There's no soul in plastic

His entry into the wood industry eventuated later in life. He was a boot-maker by trade whose career took him into the procurement and supply chain, where he worked for some 30 years in a variety of industries. When the opportunity arose David and his wife Meredith decided to take control of their destiny and they bought the business, in October 2018. Being a hands-on person who has always made furniture and restored homes, cars and the like, David was just right for the Adelaide based operation. He goes out and does all on-site visits and quoting, all final installations, and has a day to day involvement in the factory. One of his recent and interesting jobs was for a client who was setting up a natural therapies

business at home. For a dedicated section of the client's house, David designed, built and installed a hot tub that was in style sympathetic to the nature of the business, and in structure fitted into in a specially built room.

Manny Oppliger's journey began with the idea of making hot tubs but turned instead to making wooden bath tubs, and sometimes wooden bathroom furniture and accessories. He set up his workshop, Wood and Water, in 2009. He crafts each artefact individually, and by hand. While he was born and today lives and works in Coffs Harbour (NSW), Manny completed his studies in woodwork as a joiner and cabinet maker training in Switzerland. "Exams were pretty hard. We had to build some furniture in a certain amount of time and to a very high level of quality. It's very competitive there because there are a lot of traditional joineries. Many villages and towns have a joinery that has come down through generations. The level there is pretty high regarding trade skills and what they expect from you. I think that was an important part of my journey." Manny is an Australian Olympian. In the 2006 Winter



Olympics, he raced in the men's parallel giant slalom, and he has applied the Olympian's attitude of always striving to be the best to his business.

He echoes David's sentiments that the feel of timber is wonderful. Manny enthused in his local paper, the Coffs Harbour Focus, soon after starting up his business, that a wooden bath tub is luxurious and enhances a bathroom. Wood has a soft touch and holds heat longer than other materials, and as well, bathing in a wooden bath tub is a regenerative experience.

David uses western red cedar for his hot tubs because of its durability in the environment and for its aromatic qualities. The cedar wood can be hard to work with, he says, depending on the way the grain runs. It can feather when planed and sanded. Its ability to grey over time in the elements is an advantage because you do not have to touch the outside surface with any oils or finishes. It is costly but good value for the money, he suggests. He has commercial arrangements with Modinex and Mr. Kwila, who provide the bulk of his timber requirements. For speciality timbers to suit a client's needs he will use other outside sources.

All the components that David uses are machined in-house, apart from the external staves which are brought in pre-machined on a four axis finish. David says proudly, "We don't CNC. We use a spindle to profile, different blade setups to trench and profile, fixed saws to cut to length, fixed pedestal drills for holes, and a variety of hand tools for the final finish. All tubs are hand fitted to final assembly without the use of glues or adhesives. It is not difficult to work to this tolerance, and it's all about the feel of the individual product as the team is machining it. We do not use glue because with glue you have to make it seal right from day one, and we have no long term issues with breakdown and leaks."

Everything is designed for easy installation. David continues, "We can deliver a hot tub as a finished product or even better we can kit form it and build in a tight space onsite. I just installed a 2100 diameter tub in a commercial operation in Melbourne last week. The build time was four hours on site. We have changed our designs in recent times to allow us to supply tubs as a flat pack for easy site access or to be built in-house. We also provide an installation service. We have partnered with a few excellent transport providers to ensure the safe delivery of our tubs and a complete door to door service for our clients."

Inquiries about very different shapes and sizes come in regularly through the website. "We try to say 'no' to no one," says David.

The Sunlander workshop is located in an old building, measuring about a thousand metres squared. When you walk into it, it is like entering a time warp. "That's just the way we like it", says David. He explains that management and processes belong to the 21st century but that the skills and craftsmen are from a time gone by. A radio is playing in the background, while people are chatting to one another about the work they are producing. It is just as a small business should be, with a neat little office with hand crafted desks and a showroom with products on display.

Most of the tools are old, he says, but well maintained, and practical. He quips that the newest is the forklift. David carries ►





► on with delight, "We are fortunate enough to have a great team of craftspeople to manage the day to day production, from our production manager through to our individual craftsmen who put everything together. Having an automotive background, and with a bias towards continuous improvement at the forefront for both Meredith and myself, we have seen the implementation of new practises that streamline and improve daily operations. In the short time we have owned Sunlander, we have seen it grow and become the business we had hoped for."

In Switzerland, Manny had built an outdoor hot tub for a friend. That project gave him the idea when he settled back in Australia, to do something in the same direction. At first he experimented with a baby's bathtub for his eldest daughter, and then built a large one. "It happened from there. The first three years it was word of mouth, and then I was lucky to know the Voss brothers who appeared on The Block TV show in 2014. They asked if they could use one of my bathtubs in their bathroom, and they ended up winning the bathroom challenge and winning the whole show. I had instantly four

hundred enquires after the show, not orders, but a year later I was building tubs full time." Manny was able to cope with the sudden changed circumstances because after his apprenticeship he completed a Master of Joinery, a one and a half year course that taught him all about the business and administrative side of the trade.

Clients seldom want a design or shape that is exceptionally complex. Only a handful of clients have made enquires about extraordinary shapes but they went no further. "I once had an inquiry for a tub with one narrow end and a larger end big enough to fit the client and his wife, something like an avocado shape. Generally it's the pretty standard shape that people see on my website that they want. They might want to change the dimensions to fit a site or to choose another timber to fit their style. So my tubs are to order. Each one is unique, and the 'avocado' tub was a huge success," Manny says.

The biggest challenge, says Manny, is the mathematics to work out all the cuts and angles. In his Master's degree he studied the different ways of calculating the angles, depending on factors such as the radius and the shape of the slope. "There are a lot of curves and angles that you need to work out to get the right cut so that when you join the parts, they end up being what and where you want them to be. I wrote myself an Excel program where I can enter the radius of the bathtub, of the curve, and the angle of the section of the radius. When I enter that angle and radius, and how many pieces I want in that section, it works out the angle of the cut plus the width of that panel I'm cutting at the top and bottom. It can be hard to explain" he says modestly.

Without using CAD or CNC, Manny shapes his sections. "I've got a cheap panel saw. I paid \$1,500 for it. I can adjust the angle, and that's probably one of the most expensive pieces of machinery in my shed. I've got an inexpensive thicknesser and jointer. That's my philosophy. I don't want to spend thousands of dollars on equipment to achieve pretty much not much more than I can achieve with what I've got now. With a five axis CNC router you can probably get a nicer finish on the inside of the tub and which needs a bit less hand sanding. At the end of the day, it may take an hour to hand sand it, instead of maybe 20 minutes. It would take me years and years to pay off the machine. I can do it with a simple \$90 sander. I don't know how much time the CNC machine would actually





save me. You've got to fix the piece of timber for the CNC machine. You've got to clamp it down. I've got to do that on the panel saw. If I manually push it over the blade or if some automatic arm does it, I don't think you'd see any difference. I think maybe I'm outside the box in that way."

He has been described as a perfectionist, and so is scrupulous about changing blades often, and having sharp tools. "It makes the machines work less hard. You get a cleaner finish. That's what I'm pretty particular about. Other than that I don't oil them or service them often, to be honest."

Manny uses raw solid timber, and some plywood for the base of the tubs. "That's more technical. I take 30 millimetre plywood and glue six or eight millimetre hardwood veneer on it. I don't want any movement in the base, so it doesn't push out the sides. Other than that I stick to solid timber for all my work." The most common timber he uses is Black Butt and American Oak. Oak is very forgiving and easy to work with. It does not chip out easily when you plane it. In Black Butt there is a wavy grain, and there is a lot more sanding involved because it is hard work with a planer. Victorian Ash, and Tasmanian Oak are also on his list. Tasmanian Blackwood is a beautiful timber. He likes the variety of the light and dark colours. The darker sections are usually a lot harder than the lighter ones and if you hit it with your hand sander it chews off the soft parts, and the hard sections stay as they are. This presents a big challenge. To get a clean new finish on Blackwood and other timbers where it is hard to use a machine, he uses a spoke shave. Yes, he says, he has good hand and eye, and motor co-ordination.

In sourcing local timber, Manny says he is lucky to have built connections over the past years, and for interstate or imported timber he uses Britton Timbers. "I don't shop around for the cheapest prices. I call my contact, and he supplies me with all I need. It's a trust thing about the price."

To join the staves in the sections, Manny uses Titebond 3 glue. For the base join, he uses West System G/Flex, because it is an epoxy that has good flexible properties. "I use that glue for that join and I mix in a bit of saw dust from the timber for colour. It looks like a little silicon bead at the bottom join, base side. It works well. If you use silicon you'll never find the right colour."

Originally, to finish off his first tubs, Manny used fibreglass.

He says that because of the movement of the timber, the moisture, and matting showing through, he went away from that process, and now he just applies epoxy resin onto the timber in four coats to seal it off, and then finishes it off with a polyurethane two pack. "It's been a challenge to match the requirements that a few architects and clients have wanted regarding the colour finish on the bath tub. I've just finished a tub I'm really happy with. It looks just like what the client wanted, the beauty of the raw timber like there's no coating on it, but it's got my full coating system. I pretty much matched what they wanted."

Apart from the bath tubs, Manny makes vanities, hand basins, and occasionally, furniture. "I've just made an outdoor bench for a residence in Kirribilli. I made a flight of curved stairs last year. It was a challenge, but I enjoyed doing it, and it came out well." ■



The bars of Sydney

CONFERENCE VENUES and entertainment centres stand empty, bars and restaurants closed. In the evening, Sydney's CBD has that eerie feel of a post-apocalyptic world, a sci-fi dystopia of abandoned shops and businesses, deserted backstreets and carparks. Fortunately, the desolate city is slowly emerging from the gloom and things are looking up at last. We're flattening the curve, they tell us, and some semblance of normality will soon creep back into daily life. It's hard to imagine that our life can have so suddenly turned on its head with such devastating consequences, three short months of complete upheaval, and yet we are already talking about a return to order. It's a good time to reflect on what this harbour city has to offer for those who have been denied.

It was intended for this article to run in what would have been the pre-exhibition issue of this magazine, giving visitors to the show an insight into some of the wonderful bars and venues where one might rest the feet and relax after a hard day walking the aisles of AWISA 2020. Sadly, the postponement of the exhibition has meant a re-think. Nevertheless, with relief on the horizon and the easing of restrictions, it seemed appropriate to run the piece as planned.

Sydney has always boasted an abundance of options when it comes to dining out and enjoying a quiet drink within the city centre, but there are some bars that have a particular interest for those within the woodworking industry. When life returns to normal and the bars and restaurants finally open their doors, it will be time to savour the good things we've been denied. Going out for a drink in the city will seem just that bit more special. We'll be eager to pick out the very best on offer, in particular, hidden gems like the J & M Bar, situated above the

Angel Hotel in Angel Place. For those who know the CBD, this classy retreat seems a world away from the busy city. After shuffling up the narrow stairs, you'll be shown to your seat and guided through the wide ranging menu. Exclusive whiskies are the bar's claim to fame, but there's much more to J & M than the warming amber liqueur on offer. Skilled bartenders produce a dazzling array of cocktails, expertly executed with every attention to the finer points of the art. And it's not just the menu that attracts visitors to this secluded hideaway, it's the ambience created by the carefully designed interior and the craftsmanship of its construction.

Mathew Watson, along with his team at Winchester Interiors, is the man behind the transformation of the old building, once home to an iconic clothing and men's wear factory. Winchester was appointed to build all joinery, antique mirrors etc. and work within the restraints of a heritage building. The result is a classically crafted homage to the origins of the building, evident in the displayed artefacts of clothing, fixtures and threads associated with the old fashion house.

There's a feeling of decadent privilege in this bar that harks back in time. I asked Mathew Watson about the challenges he faced in creating an authentic looking heritage work, wherein patrons are invited to unwind and experience the kind of warm glow one might get from sitting with a dram on a winter night when the frosts are on the ground and the nights are long and cold. "We worked closely with the architects to create an atmosphere like that. It's all about the detail and finding ways to age new materials so that they look authentic and warm and real. There are so many challenges and the work is extremely labour



intensive. While we use our hi-tech equipment for creating forms and patterns etc. the work itself is mostly achieved by hand." Mathew says that blackbutt timbers had to be aged as per design criteria. He achieved this by dressing timber and burnishing, wire brushing by hand so that textures were exposed. Timbers were finished in traditional ways to capture grains and figuring. He went on to say that his early training as a shop-fitter lent itself to the varied work he encountered. "As a shop-fitter you gain experience with many trades, gaining an all-round knowledge that allows you to work with many materials. Like working with the many brass fixtures involved in the design, aging them and creating new pieces. We work with soft furnishings too and need to be flexible in everything we do."

If you prefer a little more refinement in your drinking establishments, the 1920s Parisian style bar, Little Felix, has a vibe as elegant and seductive as the finish on Mathew Watson's cabinetry. He brings the classic French style to life in the painstaking detail of his work. All joinery had to be solid formed timber and brass fittings had to be aged to suit the era. Mathew says there were several new challenges in the brief. "We had to build a 4-metre-high shopfront from New Guinea rosewood. We were concerned about movement in the timber due to the height and exposure to the elements, so we devised a concealed steel structure housed inside the timber to guarantee rigidity over time. The joinery, inside and out, required every piece to be radiused to suit the design era." These design details presented the need for innovative solutions. "We were able to achieve tight radiuses on timber by laminating timber on forms, spindle cutting and CNC profiling. We used real mix of super traditional to super modern technology to achieve the brief."

There are other Sydney bars that showcase the talents of Winchester Interiors. The Hyde Park Hotel is a more down to earth place to wet your whistle, yet still manages to look refined due to the fine standard of joinery displayed in the large curved bar and adjacent cabinetry. Similarly, the Newport Hotel sports the bespoke work of Mathew and his team with a look that blends perfectly with the free-and-easy lifestyle associated with the northern beaches. You can also check out Mathew's work at the Lord Dudley, Surry House and the Buzo among others.

Though Winchester is diverse in its portfolio of work, taking on anything that requires fine joinery, I asked Mathew how he came to specialise in bar fitouts. "It just kind of evolved that way. We did the first and learned so much that taking on a second just seemed logical. We got better and better at solving the particular problems associated with bars and restaurants. Due to the nature of the venues, the work is compliant intensive. There are very specific regulations to follow. We are also sometimes working with heritage listed buildings. Then there are the usual things to consider such as wear and tear. Work has to stand up to heavy use and still look good over time."

Mathew says you need to love the work to do it. "It's quite stressful meeting deadlines and meeting budgets because of the bespoke nature of the work. We do a lot of sampling and test work which is extremely hard to cost in to the finished job. But we love what we do and it's satisfying to sit in an award winning bar like J & M and know it's your own work."

Winchester Interiors is a regular entrant and winner in the Australian Cabinet & Furniture Association (previously the FIAA) annual awards. ■





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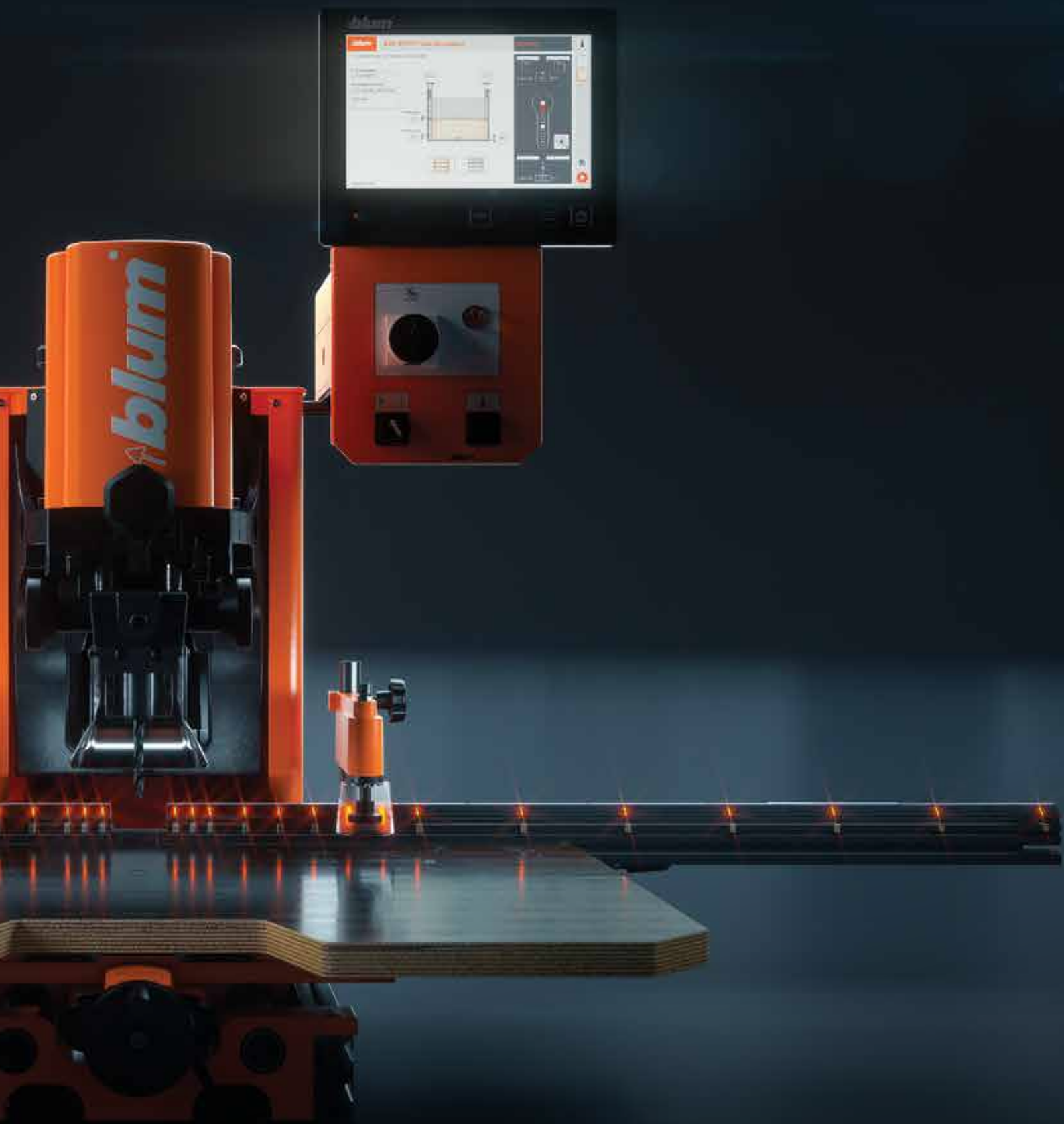
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AWISA Chairman
Brett Ambrose

AWISA exhibition to take place in July 2022



IN THE PREVIOUS edition of this magazine the Australian Woodworking Industry Suppliers Association announced that the AWISA 2020 exhibition that was to take place in July 2020 was being postponed. This was for all the now very obvious reasons. At the time of making this decision AWISA was considering moving the dates to early 2021.

AWISA is one of the largest bookings at ICC Sydney, occupying all the exhibition halls, most of them for 15 days. It has proved difficult to find a vacant space of this size early in 2021 that did not clash with other woodworking exhibitions around the world. Indeed, some of these events were also being postponed and it was clear that AWISA could have made a decision on dates to then find that a northern hemisphere show was promoting dates that

clashed. Mid 2021 was also impossible with the two major German trade shows, Ligna and Interzum taking place in May 2021.

The AWISA board has therefore decided to delay the next AWISA exhibition until the dates that were already booked at ICC Sydney for AWISA 2022.

"We are pleased to announce that AWISA 2022 will take place at ICC Sydney from 6-9 July 2022," said AWISA chairman, Brett Ambrose. "Obviously we all continue to be bitterly disappointed not to be running an exhibition in 2020. Some people were a little surprised when we made our postponement decision as early as the beginning of March. However, it was the right decision at the time, and regrettably it has proved over the last two months to have definitely been the correct decision."

"We now look forward to presenting another world class trade show in 2022. The four years between AWISA 2018 and AWISA 2022 will make the show an even more important event to visit with four years of technology change on display by machinery exhibitors, and four years of new products being on display by hardware, fittings and decorative product manufacturers.

"Also, it is sure to be time for the industry to get together and entertain clients in the style for which AWISA exhibitions are well known," he said. ■

SYDNEY



Timber Veneer Association of Australia

Timber Design Award

Towards the end of 2019, the Timber Veneer Association of Australia (TVAA) again sponsored a special category in the Australian Timber Design Awards for Best Use of Timber Veneer. TVAA has been involved in the Timber Design Awards for some years, since the Awards help to highlight excellence in the use of veneers and show by example the stunning effects that can be created.

The 2019 winner in the Timber Veneer category, announced in October, was Luther College's Imagination Hub. Luther College is a co-educational independent secondary school located in the outer-eastern suburb of Croydon Hills in Melbourne.

Designed by Cox Architecture and built by Ireland Brown Construction, the Imagination Hub features panels of crown

cut and quarter cut blackbutt veneer, curved in places to soften the visual effect of the building's straight lines. The veneer was supplied by Ventech Australia.

This extraordinary structure is not only a testament to the striking use of timber veneers, but shows the warmth of timber products in general, including a wide expanse of flooring and a feature staircase. Aptly named the Imagination Hub.

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by Rob Ditessa

Stagekings reimagines its business

WITHIN DAYS of the Australian Government's imposition of restrictions in the wake of the COVID-19 pandemic, the team at Stagekings reimagined their business, and made the transition from business victims to business victors, with the potential of breaking into the international market on the horizon.

As a leading designer and maker of stages and sets for big events, Stagekings has been involved in major commercial and entertainment spectacles in Australia. Jeremy Fleming, Managing Director, and his wife Tabitha, Chief Financial Officer, own the enterprise. Jeremy remembers the moment in mid March 2020 when the bad news began to roll in. "We were in Melbourne where we'd built the set for the Grand Prix stage for Miley Cyrus and Robbie Williams, when the Prime Minister announced a ban on public gatherings of over 500 people. What followed was phone call after phone call of cancellations. Within about 48 hours almost every single job for the rest of the year was cancelled, which was a huge amount of work."

But soon enough, within the week, Stagekings began manufacturing and selling home office and domestic furniture to cater to the sudden needs of people working from home. New products, named the "IsoKing" range, include office and student desks, laptop and computer stands, storage units, and retail counter guard screens. Reflecting on how quickly the business changed from project-based work to a manufacturing and online retail, Jeremy explains they re-

engineered processes from scratch, and fine-tuned them, especially during the first four weeks. By studying how each desk moved through the workshop, they relocated machinery and work stations, to minimise the amount of movement between each area. It is now quite the production line, he says, starting from the Multicam router, all the way to the final area, where Shonna Mulley, the Delivery and Dispatch Manager, oversees packaging and despatch.

Agility is the reason they were able to reimagine the business and its operations, says Jeremy. Stagekings has always been a business "of creativity and thinking outside the box". They have done that every day in meeting the challenge of designing and building unique structures and stages, he continues, with a team that is extremely adaptable, quick to learn, and solution-driven.

Nick Martin, the Business Development Manager, adds leadership into the mix. He points out that Jeremy, as the managing director, is fair and positive, but that above all his mind is always racing to solve the next problem. You can put an incredible team in place, he says, but that will achieve nothing without a leader who can invoke a clear vision and direction, and garner respect from the workforce. "You need to work hard, to get your hands dirty, and care about your staff, which Jeremy does, as does his wife Tabitha, who has sat alongside him for the whole ride since they started the company just over five years ago."

Tabitha Fleming, Jeremy Fleming and Mick Jessop of Stagekings with their new products, photographed in front of stock from the company's 'normal' world.





The designs of the IsoKing range that allow for flat-pack despatch and easy assembly were conceived by Mick Jessop, Head of Production, and now putatively, Design, as well. He says that customers sometimes do not believe that the products can be assembled so quickly, in 30 seconds. Now, he quips, customers are commenting and posting that it took longer to unwrap the product from the packaging than it did to put together. The range was primarily designed for easy assembly over easy manufacturing, Mick continues, because he knew that this new work-from-home market wanted something that was quick to assemble, but also to disassemble and pack away quickly, particularly in homes where space is limited. He adds, that at the same time it was simpler to produce and despatch flat pieces of wood than more complex products that would need detailed instructions, and tools, screws, etcetera.

In the workshop, Mick says, "Using our Multicam router made it very easy for us to switch to furniture making from set building. We were already experienced with the EnRoute software, so it was really only a matter of getting the designs right. After the first two weeks we decided we could increase productivity, and improve quality control by introducing some additional machinery, so we invested in multiple belt sanders, and a drum sander to improve that process."

Jeremy continues by explaining they use 12 millimetre B/BB grade birch plywood, which is a standard and proven wood. "When the cut shapes come off the CNC router, we spend around 20 minutes per desk hand-sanding them down to 240

grit to give them a smooth finish. We aren't treating them, but for customers asking about a stronger level of production, we normally recommend a clear coat water-based polyurethane. We are also offering a white or a black laminated top if they want that style and protection. We are gluing onto the 12mm birch and cutting this ourselves in-house to ensure quality control."

this new work-from-home market wanted something that was quick to assemble, but also to disassemble and pack away quickly

He sources ply from multiple wholesalers across Australia, and reckons he pretty much bought all the 12 millimetre birch ply in the country in the first two weeks of production. Most of his birch ply originates from the Syktyvkar Plywood Mill, on the River Vychegda in the Republic of Komi, in Russia. They are one of the biggest, most ethical and most consistent producers of birch ply in Northern Europe, he says.

Apart from minimising wastage on the cuts, they use the off-cuts to make the monitor and laptop stands and other smaller products. A local recycling company, Borg, collects any leftovers to turn into mulch, Jeremy adds.

Turning to the marketing, Nick explains that as the website was not set up to manage sales or delivery, they worked within its boundaries by adding some functionalities to it, and while he is not sure how it will go as they scale up, he knows they will sort out any problems. He continues that at first they did not want to go too hard but they found they were getting traction on social media. "We joined lots of 'buy-swap-sell' sites in the first instance to push the word to the Facebook marketplace, always asking admin for permission first, I might add, and pushed it on Instagram too."

As part of the marketing strategy, they 'like' and personally thank every single person who makes a positive comment, encourage customer reviews, and invite them to 'follow'. ►





► Currently, they have nearly 200 5-star reviews, and almost 6,500 followers, which, Nick says, makes future promotion easier because you know you have all your niche market in one place ready to listen.

"We acknowledge openly that we are not perfect, we might make occasional mistakes, but our customers seem to be okay as long as you react very quickly to resolve issues properly, and there are not too many mistakes. It's about giving amazing customer service. It's not rocket science," Nick sums up.

With their success, Jeremy not only has retained all his staff, but has actually increased the number. When the pandemic news hit, he had 23 staff, and now he has 52 people working across six states, mostly full time and in some capacity on IsoKing products and delivery. Other than the core carpenters, pretty much everyone in the team has had to quickly change and adapt to new roles and responsibilities, keep up with the orders, and most importantly, manage the social distancing requirements. The core team talks literally every day, seven days a week, about changes and improvements in design, production, despatch, delivery or customer service, "so that we can stay ahead of the curve and ride this wave."

On a broader social scale, Jeremy reflects that the circumstances that saw his business reimagine itself, is an opportunity for Australian manufacturing to come back into the limelight. It has been interesting, he says, to hear how the public recognises that now is the time to reinvest in locally made products. The cost might increase due to the difference in labour costs. At least in the short term, he suggests, people think that is a completely acceptable and understandable change in the market, and they are more than prepared to take that on the nose for the long term benefit of all.

The team looks to supporting the events industry community through raising funds for Support Act, which assists people such as the casual staff and labourers who are hardest hit at this time. Stagekings has already raised close to \$30,000 for the charity in only the first month of sales by donating \$10 from each order.

Looking to the future, Nick says they are keen to expand and regularly put out new products. They receive dozens of suggestions, which they appreciate because it pushes them creatively to develop concepts, monitors the market and encourages a deeper level of personal engagement with the



audience, which is important for future business. The event industry was really the first industry to fall over, and they think it will be the last to recover. He says, "We will still go all in and try to stay ahead of the curve with events, staging and structures in the future, but this is not the time to have all your eggs in one basket."

When they first decided to make the desks, Jeremy says, he hoped to sell 150 in the first month. However, he took 3,200 orders, and made 4,400 individual pieces. Most of it comes out of the warehouse in Kurnell, Sydney. There is a sub-warehouse in Melbourne, operated by his friend Aaron Humber. He has sent stock to friends in South East Queensland, and Adelaide, so they will be able to deliver more quickly. He adds that he is working out how to service enquiries from New Zealand, Singapore, and the USA. ■

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by Dean Brakell
CEO, Australian Cabinet and Furniture Association



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Time to take stock

THE COVID-19 pandemic has had a devastating effect on the Australian economy. The ACFA has seen a flood of calls from members concerned with cash flow, staffing, and the future. The federal government has implemented some good measures so to assist businesses through this difficult time. A list of government initiatives can be found on the ACFA website: <https://www.acfa.net.au/news-categories/covid-19>.

So, how long has it been since you have invested some time into your business?

Financial performance

When was the last time you analysed your profit and loss statement? Have you completed a cash-flow statement? Is your costing/pricing template current, or at least in need of a review? Have you analysed and followed up all of your debtors? This is a source of cash, and it is better in your bank account than in theirs. Do you monitor your leave liabilities regularly? When was the last time you read your business plan? When was the last time you looked at your market plan or marketing strategy? Is your website current and have up to date information? Customer testimonials? Social media plan? Have you followed up every lead over the past few weeks? Have you spoken to your accountant recently? It is time to re-establish those daily/weekly/monthly habits and monitor your business.

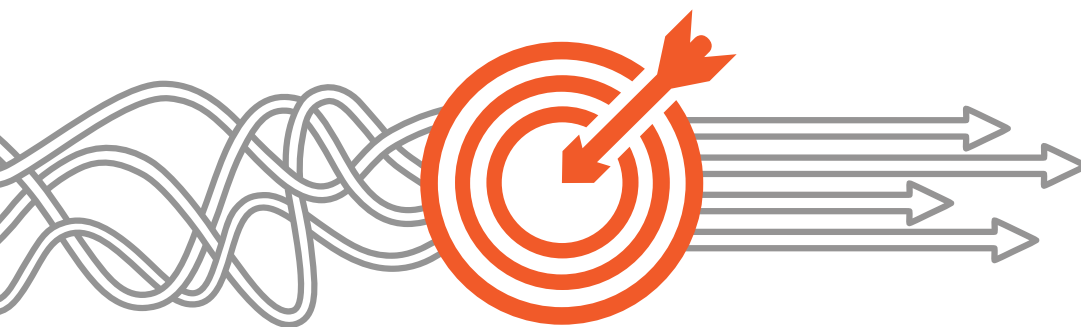
Process management

Are your safety systems up to date and in place? Do you hold a regular work health and safety toolbox talks? Have you thought to create a skills matrix so as to identify current and future skills needs for your business? Is your showroom in need of an upgrade, clean up or finishing? I have walked

through (pre-COVID-19) many cutting edge showrooms, and sadly, I walk into many half-done showrooms as well. What message does this send to your customers? When was the last time you walked through your factory with the rose-coloured glasses off? By that I mean we get used to what we see day in and day out. What stock is lying around? When was the last time your factory was cleaned up? Instead of a spring clean, how about daily clean? Are your machine maintenance plans in place? Do you have a capital plant upgrade plan in place? Have you asked your team what needs to be improved? Your team are a valuable source of information and advice. You would agree that many of the points raised here are business processes and systems that can be easily implemented. Draft a simple one-page action plan listing all the actions, by whom and by when. Communicate the plan to the staff. Do not forget to reward yourself and your team when these actions are successfully completed or implemented. And finally, your staff are looking to you lead them through this crisis: so, do so.

The Australian Cabinet & Furniture Association is a membership organisation for the cabinetmaking, kitchen, furnishing and joinery sector.

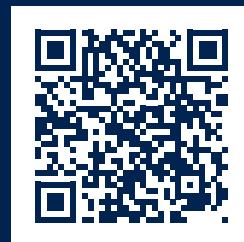
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YOUR SOLUTION

What kind of economic shock is COVID-19?



Demand shock? *Supply shock?*

THERE ARE TWO TYPES

of economic shocks to which economists frequently refer: demand shocks, where there is a significant reduction in the

amount of goods and services that households, businesses and governments are buying; and supply shocks, where there is a significant reduction in the amount of goods and services that the economy is able to produce.

COVID-19 has characteristics of both, but the demand shock is likely to dominate - and this has significant implications for how Australia needs to respond, and how our economy is likely to perform over the medium term.

DEMAND SHOCK

The demand shock imposed by COVID-19 on the global economy has been two-fold, significant and synchronised across the world.

First, governments have engineered a deliberate shut down of 'non-essential' sectors of their economies, including retail and hospitality services like restaurants, bars, shopping centres, entertainment and recreation, as well as international travel services. In Australia, this accounts for around 20 per cent of the economy. This means spending in these sectors simply cannot occur - they're closed. This shock first hit Australia in February when China - our number one buyer of education services and tourism experiences - quarantined hundreds of millions of their own people and drastically curtailed immigration.

Second, millions of people have been made unemployed - even with various government efforts to keep workers attached to their places of employment (even if they're just isolated at home and not actually working). And they are not just workers in the industries that have been shut down - unemployment has the potential to spread far into the rest of the economy, given the interconnectedness of all our lives. This means it's not just the mandated shutdowns that have prevented spending from happening. Newly unemployed

workers with no regular income or significant savings wouldn't be able to spend like normal even if these sectors were still open, and not just in the closed sectors, but

everywhere else they are able to pinch a few more pennies during this difficult time.

SUPPLY SHOCK

The supply shock to the global economy, while occurring first, has turned out to be less significant.

The first phase of this shock occurred in February when China shut down around two-thirds of its economy. China is the world's 'great assembler' and this first shock is still rippling through manufacturing supply chains across the world. Even China's production and supply chains for its domestic market weren't guaranteed to remain fully operational.

Product shortages around the world nonetheless seem to have been relatively short lived or at least contained to individual products and sectors. Various countries may also take this pandemic as a reason to reinvest in their own domestic supply chains (or at least diversify their international supply chains), including in manufacturing, so as to become more resilient to such supply shocks in the future.

This supply shock from COVID-19 is likely to be less significant to the Australian economy and its residential building sector than the demand side shock. The latter will have a major impact initially (and primarily) through the restriction on migration. Australia relies heavily on students, tourists and migrants, especially from China, not just for demand for our tourism experiences and university services, but also for demand for our housing.

In the absence of these students and potential new migrants, demand for housing in Australia will decline. This will be initially felt in the multi-unit segment of capital city markets and areas around universities. The effects will spread into the wider economy, especially if the immigration restrictions

that have now spread across the world remain in place for a prolonged period.

In addition to these demand and supply shocks, the world economy is also experiencing a related oil price shock. There has been a significant reduction in demand for oil as national economies shut down, people stopped commuting and the airline industry all but ground to a halt. At the same time the OPEC alliance has fractured. Dialogue between Saudi Arabia and Russia broke down this year when Russia refused to reduce oil production in order to sustain higher prices. This combination of COVID-19 and geopolitical conflict caused oil prices to plunge.

This oil price fall has already started to affect Australia. We have seen a significant fall in coal prices down to 2015 levels. This is likely only a short-term shock until manufacturing capacity increases across the globe. In the longer-term, this oil price shock could cause the delay of investment in future LNG projects in Australia - over \$80 billion in Australian LNG investment decisions have already been delayed.

LNG has been a major source of export income growth. Over the past 19 months, the export of 'other mineral fuels' (which includes LNG) has averaged over \$5.1 billion per month, compared to less than \$1.9 billion just two years earlier. Combined with 'metal ores and minerals', 'coal, coke and briquettes' and to a lesser extent 'travel services', these exports have driven record trade surpluses in Australia in the last two years. Bad news in any one of these sectors is bad news for Australia.

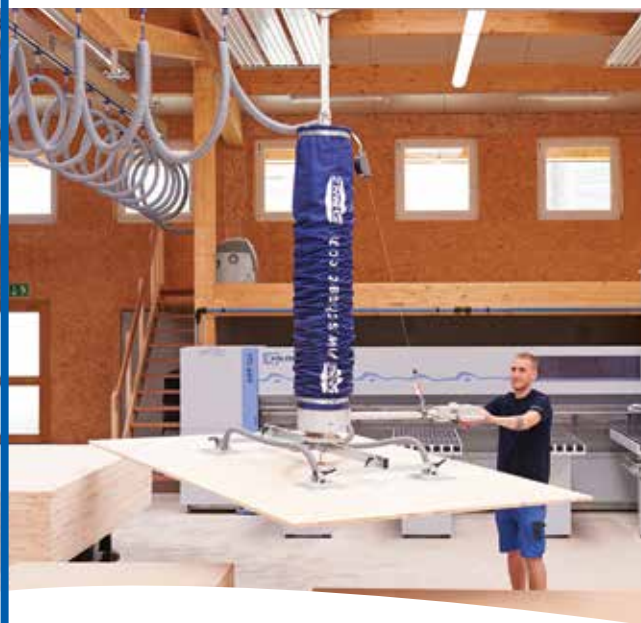
OUTLOOK

It is important to understand these demand, supply and oil shocks - and to know how to respond - because these shocks (and our response) will shape the outlook for Australia's economy.

Given the scale of the demand and oil shocks relative to the supply shock, Australia and the world is at much greater risk of a deflationary rather than an inflationary outcome. Add to this the fact that interest rates around the world were already low before being dropped in response to COVID-19, and the job for policy makers to get the economy whirring again is even harder.

This is a peculiar situation where governments spending more will not only help their economies, but also generate more taxation revenue and improve their budget situations, compared to if they engage in spending cuts. It is a rare reality where vice is virtue and virtue is vice - being 'austere' can worsen the situation and being 'profligate' can help. It means that of all concerns facing government right now, short term debt should not be at the top of the list.

This need for government action is reinforced by the fact that Australia's medium term future depends not just on our own circumstances but also the rest of the world. Even if we are able to effectively 'manage' the pandemic and open up our industries again in the short term, international travel is likely to remain restricted for a prolonged period. In the meantime, this will require significant support from policy makers. Given the fact that this was largely an engineered shutdown of national economies, the solution must be engineered too. ■

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With ComfortSpin, everyone gets a turn

Practical turntable for refrigerator, bathroom cabinet and pantry units

Out of sight, out of mind: the problem is familiar to everyone. Items standing or lying at the back of the cupboard quickly get forgotten. Prime example: food in the refrigerator. Often, yogurts and the like only go bad because they disappear into the depths of the refrigerator. Or the funny mess in the bathroom cabinet cluttered with makeup equipment, tubes and creams. Whatever's being looked for, it is always hiding somewhere at the back. Rescue is close at hand: ComfortSpin lets everyone turn chaos into order. The movable platform not only turns contents through 360 degrees but also moves them out slightly, making everything easy to reach. The back is at the front and vice versa. At last there's an end to forgotten food or rummaging about in the disarray at the back of the cupboard.

Measuring 28.5 x 42.5 cm, the turntable fits into almost any refrigerator, bathroom cabinet or larder unit and is ready for use in just a few simple steps: screw the holder in place or attach it to the glass or furniture shelf with Tesa Powerstrips® or suction pads, clip in ComfortSpin - and turning convenience can begin. It is simply taken out again for cleaning. The practical invention has already won the iF gold award 2019 and was voted Kitchen Innovation of the Year® by the independent "LifeCare" initiative for particularly consumer friendly products. ComfortSpin can be ordered online from Organise @ The Storage Shop. For further information visit comfortspin.hettich.com.

Behind the idea is East Westphalian based Hettich, one of the world's largest manufacturers of furniture fittings. Hettich developed the design solution in close cooperation with an innovation network at Chemnitz University of Technology which is made up of innovators and users. It was in 2016 that the clever technology was designed for a revolving platform that makes optimum use of space in the refrigerator or larder unit: rounded corners and a ball bearing running in special grooves permit its full 360-degree rotation. The MDR television show "Einfach genial" (Simply Ingenious) reported on the project. The response to this TV coverage was so great that Hettich decided to launch the product.

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ComfortSpin is brilliant for refrigerators: with just one turn, the back is moved to the front. Everything is in easy reach and no food gets forgotten.

The ComfortSpin turntable is extremely easy to install: by means of suction pad, screws or Tesa Powerstrips®.



The ComfortSpin turntable is the ideal solution wherever items are quickly forgotten at the back.

Photos: Hettich

If opportunity doesn't knock, build a door with CabinetVision

In business, history has shown us that success does not come to those that remain static. In a successful business, the same organisational processes, strategies or business systems, are not maintained over a long period or executed throughout a long lifespan. A successful business will recognise opportunities for growth and take them, or better still, create them.

A business that lasts the long haul and survives through the challenges to eventually plant some firm roots in its industry, is ever evolving. Such a business will constantly seek opportunity for areas to improve, and often that will require changes or additions in systems and processes, to meet current demands and increase profitability. In short, a business must evolve to grow.

This could be considered obvious, however, this basic yet important statement is often easily forgotten, as we all tend to find ourselves in the daily grind of only meeting the short term goals we have set out for ourselves.

So, stop and think....

When did you last take a moment and dedicate some time to setting some real long-term goals for your business?

When did you last sit back and reconsider the direction your business is headed and whether it has all the tools it needs to get there?

Our industry is ever changing, and we need to adapt and evolve if we are to find long term success within it. The technology we once feared due to being unknown, misunderstood and intimidating, is now the backbone of most businesses in the woodworking industry, and the increased efficiency that software and technology brings is undeniably responsible for the growth seen by many.

It is almost unheard of to design or manufacture joinery these days, without the use of software.

In business we face many challenges and we must continually



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look for ways and areas to improve. Perhaps in staffing, managerial strategies, or business procedures. Or just as important, we need to constantly review our product offering and market placement, which relies strongly on the software systems and tools we have at hand.

Great reward can come from expanding and using multiple tools, systems and softwares to do so. Just as in a factory you can have multiple machines running side by side to efficiently manufacture a variety of parts, front end office systems can work parallel to complement a business and the variety of product or service it offers. Such diversification involving the implementation of new, different software, can offer reward beyond that of what an existing current system can bring.

From the challenge to improve, can come an opportunity to diversify.

For business growth it is essential to take opportunities and to invest in yourself. Advancing with the addition of a reputable, reliable software system, rather than looking to replace an existing one, will allow your business to expand with a different user base, bringing other skillsets, and a different product offering, therefore it will return a different result.

Such businesses who have taken the step to diversify and use multiple systems, now enjoy a quality of work-life balance that previous generations would be envious of, and many will never be so fortunate to experience due to their fear of change. Only those with the passion and commitment for



improvement, will truly understand the need to evolve and see the importance of investing in the right tools to enable their business to expand through diversification.

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Weinig stalwart retires

One of the industry's most distinguished company leaders, managing director of Weinig Australia Neil Forbes retired at the end of April 2020. Most unfortunately the coronavirus prevented the planned industry get-together to acknowledge, celebrate and farewell Neil after his decades of contribution to the wood processing industry.

Neil's first association with Weinig was in 1994 when the Weinig brand was still being managed by Allwood Machinery. That changes in 1995 when Weinig Australia was established and assumed responsibility for its German manufactured range of solid wood working machines.

Then, after a short period broadening his knowledge base, Neil re-joined Weinig in 1995 and has been managing director since July 2002.

However, Neil's Australasian role was interrupted from 2008 until the end of 2011 when he was despatched to the United Kingdom to the role of managing director of Weinig UK to confront the challenging times during and following the Global Financial Crisis.

Neil was able to return to Australia and resume his role as managing director until his retirement.

"It has been a privilege and honour to lead the Weinig effort in Australasia over the years," said Neil.

"No doubt Weinig is seen internationally and here in Australia as the leader in solid wood processing with German engineering excellence as a cornerstone of the performance of our wide machinery range and our customer appeal."



Among the many highlights of his career Neil mentioned incorporating the popular Holzher range of wood working machines into the Weinig stable. He also cites the challenging, but enjoyable time he spent at the helm of the company in the UK navigating through the turbulence of the Global Financial Crisis.

Neil has also been responsible for staging successful inhouse 'mini expos', the most recent in 2019. "They have been amazingly successful events with visitors from across Australia. I think the extensive Weinig machinery range on display and German sausages and beer set the right, practical, no nonsense business tone. I am confident such events on the Weinig calendar in the future."

Being able to take his foot off the Weinig pedal means Neil will be able to spend more family time - especially with his grandkids at home in Newcastle.

We look forward to seeing Neil at industry gatherings in the future. Neil has been replaced as managing director of Weinig Australia by Markus Ostermaier. ■

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As individual as you: AvanTech YOU

Hettich makes customisation the standard

Increasingly, the customisation megatrend is placing an even greater focus on the individual user with their very own personal preferences. Hettich, world leading cabinet hardware and fittings producer introduces the new AvanTech YOU drawer system coming soon to the Australian market in 2020. Hettich not only takes drawer customisation to the next level but also furniture design. With its latest AvanTech YOU platform system, Hettich is now forging ahead once again. As a pioneer, Hettich presented the world's first "platform" solution for drawer systems with InnoTech, back in 1996. The latest AvanTech YOU platform now offers even more options for customising in terms of colour, shape and material.

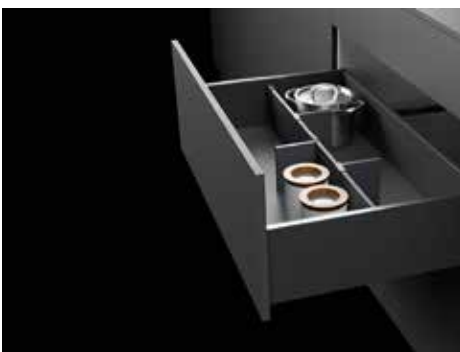
AvanTech YOU is designed to impress with a sleek linear design, slender drawer side profile at an impressive 13 mm thickness, the style is uncompromisingly sleek. The purist design keeps all working components hidden into the slender drawer side. There are no cover caps or holes to spoil the look of flawless beauty. The fitting deliberately recedes into the background and blends in with furniture as a design element.

Quickly transformed: AvanTech YOU designer profiles in wood, stainless steel, aluminium or chrome look add an individualised look to the top of the drawer side profile and are simply clipped into place.

This permits handleless design in uncompromising perfection both inside and out. Given the ease with which a drawer can be customised in terms of colour, shape and material, manufacturers can both stand out from the crowd. AvanTech YOU comes in three colours and five heights with aluminium or wooden rear panels. The product range offers designer profiles in stainless steel, chrome, aluminium look or walnut and oak look, "DesignCapes" in anodised aluminium and stainless-steel look as well as the AvanTech YOU Inlay drawer side profile all create a wide variety of eye catchers. The clever part is being able to use any chosen materials as well. This opens the potential for kitchen and furniture manufacturers to set themselves apart from the competition: with their own furniture design in different price segments, targeted response to customer wishes and the system's tremendous cost effectiveness.

AvanTech YOU provide the optimum solution for anyone wanting to design generously proportioned, handleless furniture with exclusive materials. The previous limits to creating handleless design as a result of extremely large front panel weights or formats are eliminated by Push to open Silent with multi synchronisation. Two drawers behind one front panel reliably open parallel with each other and close gently. Three-dimensional drawer adjustment – in height, from side to side and in tilt – guarantees perfect reveal alignment.

What is remarkable is the ease in which the platform concept can be adapted to suit manufacturing or buyers requirements: the drawer can be used on two different runner systems with the same cabinet body hole pattern, creating a flexible and cost-effective basis for addressing different market segments and fields of application. The components within the platform can be



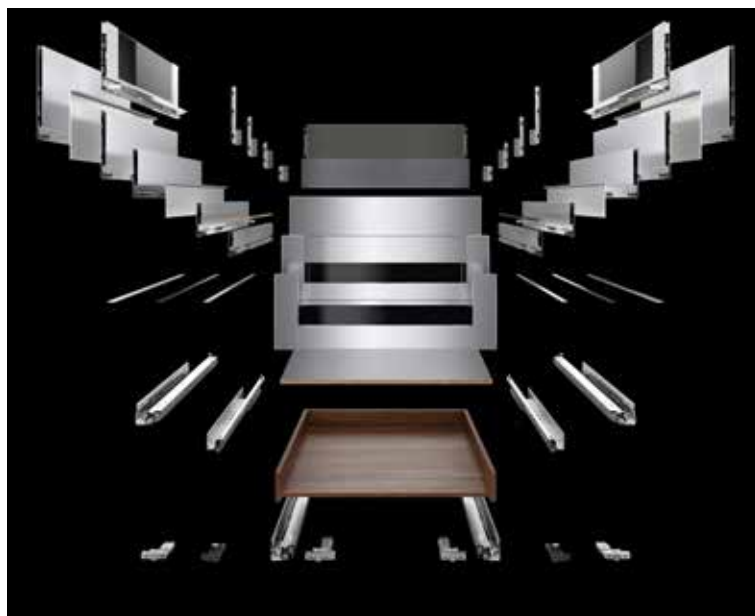
Purist perfection: AvanTech YOU can be used to create exceptionally slimline drawers without cover caps or visible screw heads, even in XXL format without sacrificing convenience.

Freedom in choosing materials: the AvanTech YOU system features inlays to meet personal design preferences. Whether in glass or other materials – almost anything is possible.

easily combined with each other. At the assembly stage, there are no requirements to rout drawer bases and install catches, nor is it necessary to use rear panel corner connectors for wooden rear panels. As the rear panels come in the same width as the drawer base, this additionally saves time and money. Wooden drawers can also be used on identical runners, for example without any facing panel as a statement in a kitchen's otherwise closed front panel look.

AvanTech YOU is a product concept with a broad ranging lineup that makes it possible to reduce the otherwise usual variety of stock items and permit individuality on all levels in a cost effective and easy manner – from customer wish to finished item of furniture.

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Photos: Hettich

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**** BREAKING NEWS ****

**Instant tax write off increased to \$150,000.00
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Your \$150K Instant Asset Write Off

- Applies to any asset that can be used for business purposes with a purchase price of \$150K or less (excluding GST).
- **Assets must be acquired and installed from March 12th to June 30th 2020.**
- Assets can be New or Second Hand.

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by Michael Ryan

Senior Partner Equipment Finance
Finlease (Aust) Pty Ltd

The instant capital write off - what does it really mean to business owners

If you are one those businesses owners that need to invest in capital equipment to improve efficiencies, increase production capacity without increasing labor costs or simply, and dare I say "replace or upgrade plant and equipment" but COVID 19 has made you think twice - this editorial is for you.

If you were planning on buying machinery at AWISA in July 2020 and now have to wait until 2022 thanks to COVID 19 - this editorial is for you.

Better still, this editorial might reveal the best deal ever, thanks to the Federal Government Stimulus Package around capital purchases.

This incentive can save you some serious dollars in tax for 2020 and 2021 with an added bonus that interest rates are at an all-time low.

There are two parts to this stimulus package briefly outlined as follows:

Part 1: Instant write off for assets under \$150,000 excluding GST and goods only until 30 June 2020

- 1) Any eligible asset (vehicles, machinery etc) with a purchase price of \$150,000 or less (excluding GST) acquired from 12 March to 30 June 2020
- 2) Asset can be new or used (including private sales)
- 3) The \$150,000 limit is available for each individual asset and therefore multiple assets can be claimed under this arrangement
- 4) There is no limit to the number of assets acquired under this initiative
- 5) Assets can be purchased outright or financed on chattel mortgage or CHP (Finance lease will not work for this initiative)
- 6) This initiative is for businesses with a turnover of under \$500m.

EXAMPLE 1

- ABC Joinery acquires a new edgebander or delivery truck for \$97,200 (ex GST)
- Normal depreciation rules do not apply now, so no need to depreciate 15% in first year and then 30% each year thereafter - 100% write off.

Assume ABC Joinery has a net profit of \$135,000 prior to this purchase

- The tax on \$135,000 @ 27.5%* = \$37,125 (a) payable to ATO

As the asset is a 100% tax write off the adjusted net profit will now look like this:

- Previous Net Profit \$135,000
- 100% Write off \$ 97,200
- Adjusted Net Profit \$ 37,800
- Tax on \$37,800 @ 27.5%* = \$10,395 (b) to pay ATO
- Tax benefit under the stimulus package = (a) - (b)
\$37,125 - \$10,395 = \$26,730 tax saving in year 1

Note: excludes any interest deductions which will also increase the tax savings



Part 2: Instant 50% write off for assets over \$150,000 excluding GST now and up until 30 June 2021

- 1) Any eligible asset (vehicles, machinery etc) with a purchase price greater than \$150,000 (excluding GST) acquired from 12 March to 30 June 2021
- 2) Also applicable to assets of \$150,000 or less for an extra year once the \$150,000 Instant Asset Write Off has expired on 30 June 2020.
- 3) Assets must be new (not used)
- 4) There is no limit to the number of assets acquired under this initiative
- 5) Assets can be purchased outright or financed on chattel mortgage or CHP
(Finance lease will not work for this initiative)
- 6) This initiative is for businesses with a turnover less than \$500m.

EXAMPLE 2

- ABC Joinery purchases a new CNC for \$227,000 (ex GST)
- As the asset cost is greater than \$150,000 - immediate write off 50% plus a further 15% on the written down balance in the first year.

From a tax perspective the accounting entries would look something like this:

- | | |
|--|---------------|
| • Cost price as at 1 June 2020 | \$227,000 |
| • Instant write off @ 50% | \$113,500 (a) |
| • Written down value | \$113,500 |
| • Less normal 15% depreciation | \$ 17,025 (b) |
| • Written value as at 30 June 2020 | \$ 96,475 |
| • Total deduction (a)+(b) @ 30 June 2020 | \$130,525 (c) |

The \$130,525 is the important figure here as it is the immediate write off amount.

Assume ABC Joinery has a net profit of \$135,000 prior to this purchase

- Tax on \$135,000 @ 27.5%* = \$37,125 (d) payable to the ATO

As the asset is a 50% tax write off, the adjusted net profit will now look like this

- | | |
|--|-----------|
| • Previous Net Profit | \$135,000 |
| • 50% Write off - (c) above | \$130,525 |
| • Adjusted net profit | \$ 4,475 |
| • Tax on \$4,475 @ 27.5%* = \$1,230.63 (e) to pay ATO v's \$37,125 (d) | |
| • Tax benefit under the stimulus package = (d) – (e) | |
| • \$37,125 (d) - \$1,230.63 (e) = \$35,895.37 tax saving in year 1 | |

Note: excludes any interest deductions which will also increase the tax savings

(* Company tax rate)

It might be so that the deduction benefit is greater than the profit creating a loss. That's ok as it creates two benefits:

- 1) No tax to pay
- 2) The loss can be carried forward to offset against future year profits thus reducing future tax obligations. Losses can be carried for up to 7 years for companies (check with your accountant for different structures and individual circumstances).

Introducing **SERVO-DRIVE** for AVENTOS HK top



Blum's electrical motion support system

AVENTOS HK top, the latest lift system from Blum can now be combined with SERVO-DRIVE – Blum's electrical opening and closing support system. Available with its new design and updated technology, Blum has made the installation of SERVO-DRIVE for AVENTOS HK top easier than ever.

Easy tool free assembly and synchronisation

The newest overhead technology has many innovative features that make installation of the SERVO-DRIVE unit and start-up easy. The drive unit can simply be clipped on using the CLIP mechanism, and removed without the requirement of tools. Start-up is also made easy with the LED colour signals, now located on the SERVO-DRIVE unit prompting users through a step by step guide between the unit and the wireless switches allowing for simple and quick synchronisation.

Optimised electrical motion support system

Blum has optimised the motion technology especially for AVENTOS HK top. Smaller in size, the SERVO-DRIVE unit and

lift mechanism harmonise beautifully with cabinet interiors. With its linear design and a multitude of useful features, the electrical motion support system allows for wall cabinets to glide open at a single touch and close again softly and effortlessly at the press of a button.

Beautifully functional

Installed close to the cabinet top panel to optimise cabinet space, the cover cap with its new sleek and modern design fits discreetly into any overhead cabinet. The minimalist cover caps are available in silk white, light and dark grey providing plenty of design freedom. What is more, the lift system still impresses with its small installation size despite the addition of a drive with its clean-cut smooth surfaces. This solution is particularly effective for setting the scene for furniture design.

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Tool-free installation of drive unit using CLIP mechanism

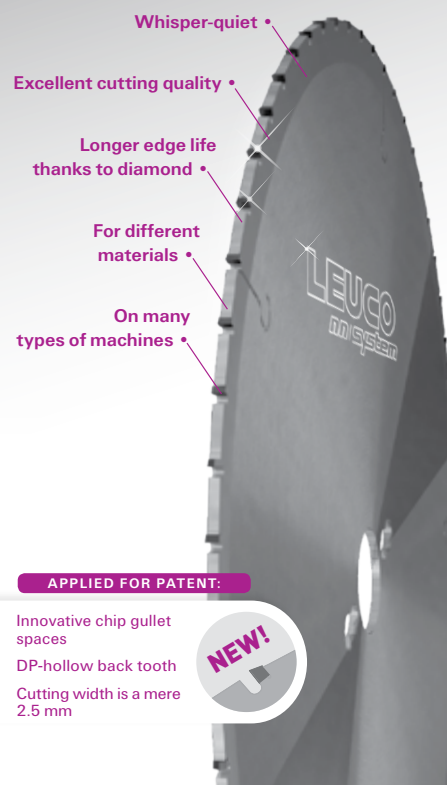


The positioning of the SERVO-DRIVE is located closer to the cabinet top panel optimising cabinet space.

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The new reality is virtually here

It's an inescapable consequence of the pandemic raging across the world, COVID-19 is going to change the way that business is done forever. It has turned a laser-like focus on the need to re-think the way that business is done and has quickened the pace of the twenty-first-century digital revolution. Unfortunately for some, expectations have outstripped reality and many businesses have come up short when it comes to providing quality online service and communications. The unprepared have resorted to messages posted on websites, apologising for the unavoidable inconvenience caused by the virus and promising to be back in action as soon as conditions

assistance is set to be the game-changer when it comes to surviving those changes." Ross says that there is a holistic approach to business within HOMAG that encompasses both client and service provider. It's a partnership that starts with an understanding of the client's needs and the selection of equipment, but it extends to getting the most from machinery and hardware and supporting its use on an ongoing basis.

"People have been scrambling to find ways to work efficiently from home, and many have struggled because of a lack of solutions, or have simply been overwhelmed as they grapple with new ways to work. At HOMAG, we've been developing and using remote assistance for years and it's now paying dividends in helping our customers deal with current conditions."

HOMAG digital assistant apps are cloud-based digital tools, now in use worldwide and provide a range of services for all companies regardless of size or age of machinery. Where once it was necessary to make significant investments in software and extensive training, now, for only a very small monthly fee, clients can access cloud-based support using digital apps, tailored to suit their business model. So what is digitalisation and how do digital assistant apps work?

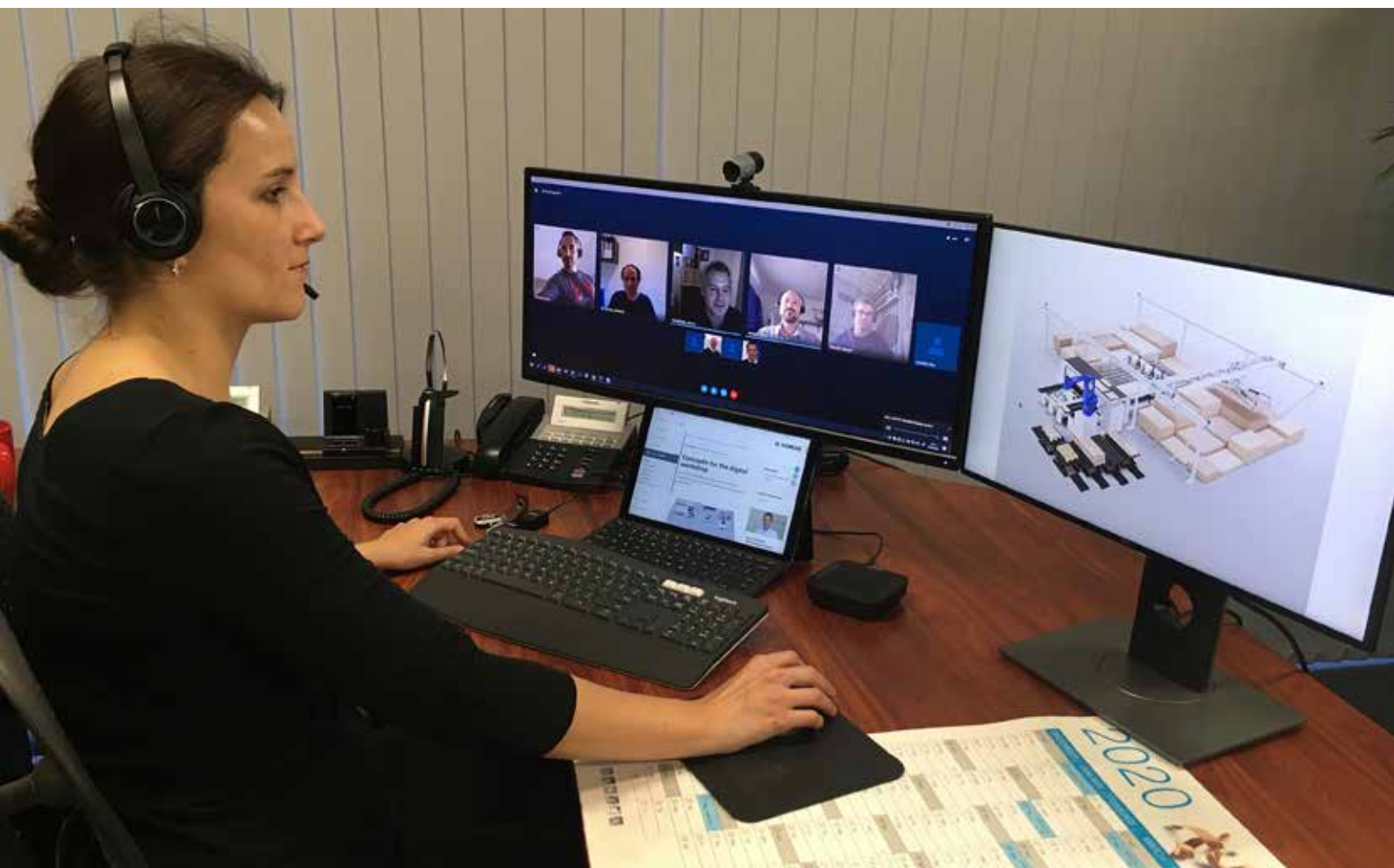
Digitalisation is hardly a new concept; it's been in use since the advent of computers. Physical information is turned into digital data and stored on a computer, then transmitted in a way that it can be used to advantage, like transforming a hand-drawn design into data using CAD software and sending it to a CNC router for production on the shop floor. The use of digital assistants, however, takes the concept to a new level of efficiency. Digital assistants essentially harness the power of communications, accessing data and converting it to real-time information that can be transmitted and shared between users, regardless of where they are located. Drawings aren't handed down to the shop floors on clipboards, but they're being sent over the airwaves to laptops, smartphones or tablets built specifically for that purpose. Instructions and inventory levels are updated instantly without the need for a trip to the office. It means that manufacturing can move a lot faster and react to change much quicker. Changes to designs can be made rapidly from design to shop-floor and back as the need arises.

It might seem obvious that digitalisation goes hand-in-hand with automation; the more automated the production floor,

It's no surprise to hear that for HOMAG it's been business as usual.

allow. But long before COVID-19, when Corona came in a bottle with a slice of lemon, HOMAG has been pioneering digitalisation and equipping both its facilities and its clients with the means to operate under the current conditions. This has meant a head-start when it comes to its preparedness and the provision of ongoing customer care. It's no surprise then to hear that for HOMAG it's been business as usual. There has been no shut-down, no empty service desks or unmanned phones. Indeed, except for a warm handshake, every department of the company has functioned as though these times were a natural extension of the HOMAG philosophy: supporting clients by simplifying processes through digitalisation and digital assistants, and by embracing the necessary technology to achieve those aims.

Managing Director of HOMAG Australia, Ross Campbell, says it's been heart-warming to see the company's hard work of the last few years come to fruition in time for the pandemic to highlight its effectiveness. "We have been working on the premise that modern communications technology can and will have an integrated role in manufacturing as we move into an increasingly time-sensitive future. Things may never return to the way they were before the virus and remote



the more digitalisation can be optimised to greatest effect. Nevertheless, placing the emphasis on communication means that even the smallest workshops can benefit greatly from using HOMAG's digital assistants. All the information needed to carry out each process is transmitted directly to the workstation via productionManager, a digital job folder which summarises all production-related data and replaces the individual paper job-sheets in the workshop. Using the vast experience of manufacturing accumulated and perfected by HOMAG, these cloud-based tools are designed to streamline the processes by communicating all the information needed at each stage of production. Apps can be used individually or as part of a package and include: cabinetCreator, productionManager, intelliDivide, productionAssist Cutting, and productionAssist Sorting.

"Our investment in time spent with clients does not end after installation," says Ross. "We believe in working together to achieve maximum efficiency and productivity in our work and

the client's. This means working together to realise those outcomes to the benefit of all the stakeholders. We view ourselves as partners with a vested interest in success."

The world at large might be facing a new reality, where working remotely will be the new norm and face-to-face meetings will mean 'let's Zoom', but in HOMAG world, it's already a foregone conclusion; life has already changed. Perhaps that's why, for HOMAG and its clients, it's truly business as usual.

Video conferencing is the new norm. HOMAG Australia's National Service Manager Elisabeth Kattenborn keeping in touch with HOMAG's Australasian-wide team.

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N0101 #BEGINWORKPIECE [];  
N0102 #LOCK;  
N0103 #V.G.VAR[10]=1;  
N0104 #START [CNC, Channel=1, CndID=0, Cnd="INIT=1,PRG=.SIMULSCENE_START"];
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by Simon Hodgson

Stronger foundations make better buildings

THERE ARE THREE parts to our industry - the supply chain, the manufacturing operations and the design sector. All of them serve as vital cogs in one huge wheel and, while the personalities, the size and their day to day activities vary enormously, their contribution to the industry cannot be underestimated.

Our homes and offices stand tall and strong through a variety of climactic changes, mainly due to the foundations they are built on. Our industry has seen some amazing contributions through the years from a variety of individuals and companies, with each of them having their own story to tell of the journeys they have undertaken. While every sector of our industry (and, in fact, the whole country) struggles to come to terms with the COVID-19 situation and reinvents itself (which isn't necessarily a bad thing), it's worth looking at the journeys some of our younger individuals have taken and how they have arrived at where they are today.



Jenefer Gordon is the Director and Principal Designer at Melbourne's Eat Bathe Live. Jenefer's journey in design began after she finished her VCE. She attended Holmsglen Institute studying Interior Design which she completed in 2006. She told me that during her time at school she knew she wanted to

have a creative focus in her career. She loved colour, excelled at spatial planning and the technical side appealed to her greatly. Jen felt the industry was an exciting and interesting business with many facets and was convinced it was an area in which she could excel.

Her work career commenced at Seidler Homes where documentation and selection was her role. Seidler is a design and construct firm and the benefits of working in a business that covered every aspect of the industry - from design through the build to completion - has provided a solid base for her career. She describes her first real challenges as realising that, when you put pen to paper, the design must be really well-thought-out and detailed prior to construction. The understanding of the detail is paramount; how something works and is constructed has to be in her mind during design.

Jenefer has always worked in small businesses and she credits this, in part, as a great way to quickly learn many skills within the design and construct industry. Her time with the architect at Seidler Homes was a terrific platform for her design development and shaped her career in many ways. She then had a shared role between Hebden Kitchens and PTJ Cabinets, where her personal emphasis was on developing design and technical skills and coming to grips with the challenges of customer service as the Senior Designer at both locations.

In 2010 she started eat.bathe.live (a name I liked from the moment I saw it!) while continuing to work in design and sales at Urban Edge Ceramics and Vestal Kitchens and it was just after this that the opportunity arose to experience design on the world stage, not just Victoria. Three trips to iSalone in Milan and a tour of Blum in Austria has left Jenefer with nothing but - "Wow".

"Milan Design Week is just amazing. The scale and style of the week is such an eye opener and really gets the creative juices flowing. It is the best way to experience upcoming trends, new materials and when you're with others you get their interpretation of what you have seen. Blum is also amazing but in a very different way - precision manufacturing coupled with a great culture - loved it!" She has continued to network and finds it very beneficial; her association with industry body KBDi continues to this day, having served previously as the Victorian Chapter Chair.

Right A Jenefer Gordon
designed kitchen

But life in the design industry isn't all about the next plan. It involves study, ongoing training and continual professional development. Technical requirements change as much as trends, so Jenefer believes in all three, not only for the sake of her business, but also because she enjoys it. She also recognises that clients appreciate a designer with wide-ranging skills who are able to apply their expertise throughout the home.

With an active one year old on the go and a flourishing business, life for Jenefer Gordon is a challenge, but one she relishes.

Ultimately, she'd like to see eat.bathe.live continue to grow and be able to expand her team members; even one day having her own studio. I first met Jenefer on an overseas tour to Blum and, while her choice of socks (or lack thereof in the snow) left you wondering what they feed them in Victoria, she struck me way back then as someone who has known for a long time where she was going.

She's young and driven, and has journeyed through the industry on a very smart and calculated path - she'll get that studio!

The life of a cabinet maker can take you in many directions. Two of Queensland's most awarded designers started life as cabinetmakers, however the transition from cabinetmaker to designers isn't always the right path for everybody. One young

such individual is Brandon Darmanin from Exclusive Cabinetry in Sydney's northwest. After leaving school at 16, he went straight into an apprenticeship in the Western Suburbs, having been inspired by two-week's work experience at his uncle's joinery shop.

Heading into his first real working experience, he quickly discovered his days would be long and filled with often arduous tasks (as in many apprenticeships). Hungry for opportunities, he recognised his initial employer had limited scope for further personal development so he sought out a business with a much wider range of manufacturing and learning opportunities. The final year of Brandon's apprenticeship was spent at Commodore Architectural Joinery, a business of more than 30 years standing and which had expanded from just kitchens to a much wider range of product, including dental and medical office fit outs.

Brandon says, "Craig Exley hired me in 2013 and by the end of 2014, I had completed my fourth and final year of my apprenticeship. In 2015, at the age of 21, I was offered the opportunity to run the business under my own control. I started Exclusive Cabinetry with an agreement with Commodore to supply all the cabinetry for their work sites. ►



► That agreement is still in place today. In addition, I joined KBDi and started to participate and actively engage with the design community with a couple of objectives in mind. The first was to learn more about the design side of our industry. I felt that having a broad-based understanding of the way they worked would help me in being better placed to offer my services as a supplier to both them and their clients. Secondly, I have always been taught that good connections (personal or professional) are a part of life and that healthy and open relationships with suppliers was going to be critical to the success of Exclusive Cabinetry”.

This was another key component of the development of Exclusive Cabinetry and Brandon. He has attended four different overseas trade shows in the last five years - iSalone (Milan), Interzum (Cologne), Ligna (Hanover), and ISH (Frankfurt). In addition, he has been to the international head offices of Blum, Vauth Sagal, Gollinucci, Hansgrohe, Duravit, Kohler, SCM Group, Smeg, and Miele. Tours aren't just about

having fun; they represent the ideal environment to learn. “Apart from my love of travel, I really enjoyed discussing the day's activities with a range of like-minded individuals. Everyone looks at things in a different way and having a late afternoon (or late night) chat about what we'd seen that day teaches you something each and every time,” he adds.

Ongoing training and development are very important to Brandon, as is networking - he has learnt a lot from others while overseas and considers his travels as an education in so many ways. Importantly, Brandon's father - a huge influence in Brandon's life - taught him that you are never too old to learn and this is put into practice with regular supplier education and training sessions.

Life isn't without its challenges - and Brandon's is no different. He says that material supply will always be an issue. As an island nation located so far away from the major manufacturing hubs in Europe, the supply of hardware and paper products is

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always front of mind. "It's just something you have to manage and be prepared to think outside the square when needed," he admits.

A love of travel is one thing, but what about here in Australia? He says, "I will always go to AWISA. I think the separation of Design and Manufacturing was a great move, so there is a mandatory two days minimum whenever AWISA is on. It's a great place to reconnect with suppliers, see new products and trends and meet like-minded manufacturers".

And what about your clients, having built the business from virtually nothing as a 21-year-old, who are your clients? "My customers can be split into two different categories. First, there is the design community, particularly 'fee for service' designers, who need to stay in touch with new products and changes in styles. It's an ever-changing landscape and the designers I work with are at the top of their game - and therefore, I have to be. The second group is the end consumer. We work hard through social media channels to drive business to our designers, but it would be fair to say that consumers have also become more educated and knowledgeable about the types of products available and are more fastidious when it comes to the quality of the final product - which is fine, so long as expectation doesn't outstrip reality!"

Finally, to the future and I'm keen to know how Brandon's business has responded to the whole COVID-19 situation. "Well, I'm getting married next year, so that's a major step forward! In relation to COVID-19, we took steps late last year

to expand our product offering and that has put us in a really positive position during this crisis. I registered 'Exclusive Solid Surfaces' because we saw this could have positive advantages for our clients. In 80-90% of our work, the benchtops can be manufactured prior to installation and be delivered with the cabinetry. This not only saves time for the end consumer, but saves both the retailer and the consumer money as we don't need to do a final site measure. We have great relationships with the suppliers of Staron and Corian. Funnily enough, the key people we work with in both organisations, I have had dealings with at overseas trade shows!"

Brandon says his focus for the future is to continue to maintain the professionalism for which he's become known and to meet the increasing standards of clients for quality and service. But, more than anything else, he continues to derive a true sense of achievement when the final product is installed and knowing the workmanship and quality is what was expected.

Our industry is awash with talented individuals; those who continually strive to better themselves, their businesses and their work colleagues. These two certainly fit this category and my sincere hope is that their hard work and dedication will continue to reap rewards for them individually and for their businesses in the future.

Stay safe everyone. ■

Editor's Note: Simon Hodgson is an independent contractor to the kitchen and bathroom sector in Australia. From time to time, articles may appear in this magazine where he may be contracted to the company featured in the article.

Visit the Hettich virtual showroom

On a journey of discovery through the creative digital world

Hettich is proud to launch its first virtual showroom, a revolutionary new way to experience and view the company's extensive range of cabinetry hardware, now from the comfort of home or workplace. With the exclusive Virtual Showroom Experience viewers can immerse themselves in the latest innovations and discover new products, all from their favourite digital device.

Hettich is virtually opening the showroom to everyone who is just as curious about the exciting cabinetry hardware world: everyone can start their personal discovery tour of the Hettich Showroom - <https://discover.hettich.com/vtour/tour.html>

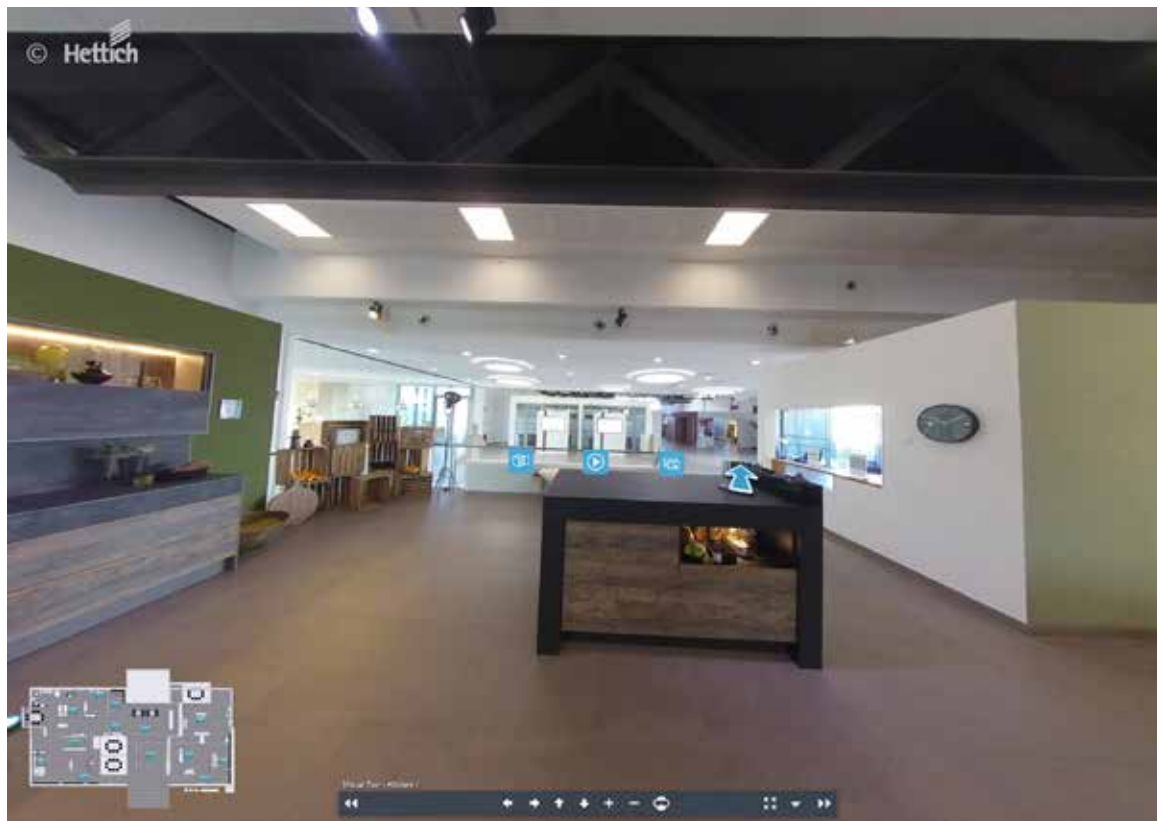
"Welcome to the Hettich Showroom!" - with one click viewers are right in the middle of the action: the inviting showroom opens with a 360-degree all-round view, and off they go on an inspiring journey through various living and working environments: via the hallway, kitchen, bathroom, laundry, living room and bedroom to the modern office or the small storage space wonder "Tiny Home", all solutions can be experienced up close interactively via PC, tablet or

smartphone. The experience becomes even more intense for users with VR glasses. The large trend displays in the Hettich Showroom provides many ideas for implementing in projects through to complete room concepts with creative solutions from Hettich.

From the starting point the viewer can either follow the virtual route through the display areas or jump directly from the overview map to the desired position. Icons can be used to select additional functions for each object: for example, viewers can virtually open the exhibits, watch explanatory videos or switch directly to the Hettich "Design Gallery": detailed planning details such as wooden and hardware parts lists and drawings are available free of charge for each exhibit download ready. In this way, online visitors can combine the beautiful with the useful on their digital tour: They can immerse themselves in the creative world of ideas at any time and also get everything they need to know to plan and implement real furniture concepts with the hardware technology from Hettich.

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In the virtual tour of the Hettich Showroom, viewers can browse through the current displays and be inspired.



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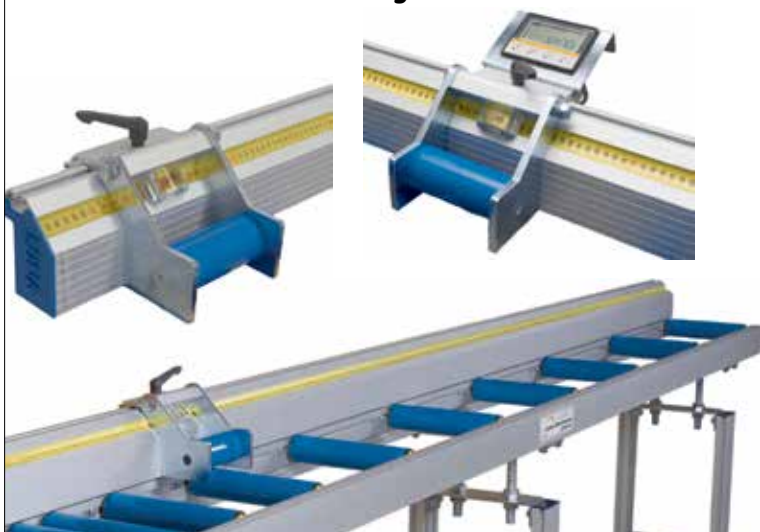
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Site measure and set out fixing points with ease

Previous issues of the AWISA magazine have featured how Flexijet 3D will take site measuring capabilities to an advanced level. It is so versatile that it accomplishes site measuring tasks with a speed and accuracy not previously thought possible. It not only handles simple tasks like measuring walls, pipe penetrations, bulkheads, windows and many other elements with ease, but will handle the most demanding measuring assignments.

Manufactured in Germany, Flexijet 3D measures and creates 3D (or 2D) CAD drawings on site in real time. The drawings created are compatible with most CAD software used in the joinery industry thus providing a seamless workflow from site to CAD software. Flexijet 3D is not only a feature

The initial site measure with Flexijet 3D.

rich measuring tool but has capabilities that will make site installations a breeze.

The following example highlights a significant project undertaken at a major Melbourne sports venue. The task was to do an initial site measure, design a free-flowing double skinned powder coated aluminium 'ribbon' around the venue and then suspend it from the ceiling. Sounds simple enough? Well, consider the ceiling had a 'S' curve profile and contained recessed 'coffers' at various locations. The ribbon also had to be designed with a variable width and bend around a series of constructed elements around the site. The ribbon then had to be engineered to accurately determine the variable loads which determined the optimum location of suspension cables.

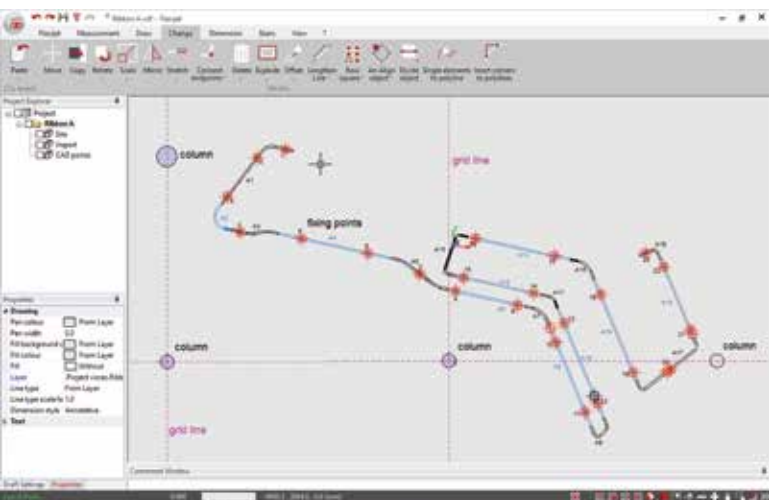
After all this, the task was to then accurately set out on site, all fixing points on the undulating ceiling from the engineered CAD model. Flexijet 3D accomplished this task with ease and precision that would be extremely difficult to replicate with manual methods. The process simply involved importing the final CAD drawing with the fixing positions (as CAD points) into the Flexijet software. Using the laptop mouse simply click on each CAD point and Flexijet 3D will rotate and aim the laser on the ceiling in the correct position. As this is done using the software's 'plumb CAD point' function, it is performed with speed and precision irrespective of the ceiling profile or slope. With around 50 fixing points to set out, the task was completed in less than half a day. A process that would seemingly be assessed as high risk using traditional methods, was reduced to a highly efficient and accurate process with Flexijet 3D.

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Top: The Flexijet software showing the imported CAD file.

The successfully completed project with all fixing points placed in the correct position.



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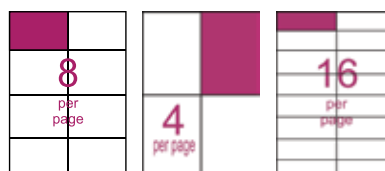


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Another milestone For Eurofit



Eurofit's distinct difference has always been about delivering high standards of service and products. With hard work and dedication, the family owned business has expanded from an 18 square metre garage in 2004 to a brand new 6000 square metre warehouse located in Truganina, Victoria, that can house over 4500 standard pallets of product.

Originally starting with only 2 products, T bar handles and standard ball bearing slides, Eurofit has been listening to its customers and expanding its ranges to more than 1400 different products sourced from Germany, Italy, Japan, Taiwan, China and products made in Australia.

Continuous improvement of product quality and knowledge by the company's passionate staff allows them to provide an exceptional service to their loyal customers over the past 16 years.

Eurofit's 165 square metre newly designed showroom now sees a wide range of products on display.



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Innovative extension slide systems



OMGE extension table solutions are the latest addition to the Wilson & Bradley extensive range of quality products.

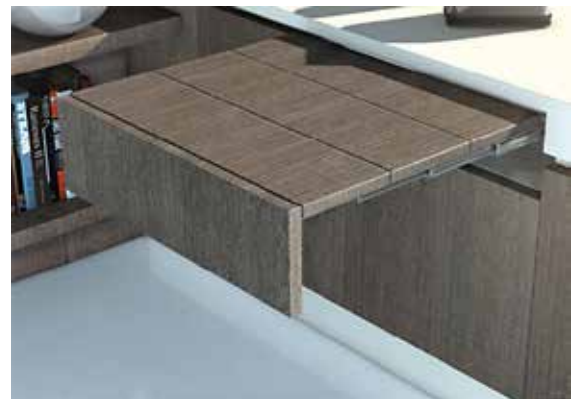
Founded in 1946 in Italy, OMGE products are a result of many years of experience, research and refinement. This research results in a wide range of products that guarantee high quality and ease of use. Since the beginning, great attention to functionality and design has been the main priority for OMGE.

The 'Alutech Modula 9345' unidirectional extension slide system allows users to have convenient functionalities even within confined spaces. Alutech is an ideal instrument to develop new innovative ideas and concepts. Pulling out an extension table, an ironing board or a working surface are just some of the versatile applications. The pull-out table can be used as a dining table in a small kitchen or as an additional working surface in a bigger kitchen. It is also a practical and convenient solution when used as a desk.

The 'Alutech Modula 9347' self-supporting aluminium ball bearing slide is a perfect designer solution for confined spaces. With the ability to be self-supporting, it is one of the best ways to utilising space throughout the home or office.

The 'Peko 4300' is the latest concept by OMGE. It features simple assembling, customisation and a variety of unique uses. The mechanism consists of a pair of special runners to allow movement in multiple directions, sliding off surfaces or kitchen tops. It is highly durable and equipped with hold-in and hold-out device. The system features a reduced 3mm gap between the sliding top and the bearing surface, with a maximum carrying capacity of 120kg. This makes it possible to use special heavy materials such as marble, granite, ceramic, glass or Corian®.

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Holz Her Lumina secures MACU's future

MACU Kitchens is one of the biggest kitchen manufacturers in rural Mildura, about a seven-hour drive from Melbourne and five hours from Adelaide. Their remoteness from the major cities means the manufacturing processes need to be reliable. Add to this their focus on providing a quality product at a realistic price and their choice of machinery takes on a whole new dimension. To meet these demands, Justine and Simon McCarthy chose Holz Her as their ideal edge banding solution.

In the manufacture of kitchens and other products using manufactured boards, the edge is the most visible feature when it comes to quality. The holes and other machining's for the hardware are largely hidden but the edge, when applied to a cleanly-machined board is what determines the quality as decided by the customer. After feeling the surfaces, it's the edge that next takes their attention. MACU know this and have invested wisely with Holz Her to ensure this critical feature of their product stands up to the tests of quality and time.

Justine and Simon
McCarthy of MACU
Kitchens in Mildura,
with the new Lumina
1596 Industry.



MACU has been in business since 2003 so they know a lot about what makes a manufacturing business work. The company began with a simple belief in uncompromising quality and a close working relationship with their clients, and their machinery partners. They manufacture a wider range of products than found in a similar business in Melbourne or Sydney due to their location, and client's needs from a service area of 300km radius of Mildura including Broken Hill. MACU produce everything from kitchens; bathrooms and laundries;

alfresco dining; vanities and robes to display cabinets and entertainment units.

So, their equipment must be reliable. It must be fast and produce consistent quality over a range of materials. It must be easy to use, quick to set up and able to handle large and small batch sizes in quick time. Justine and Simon have owned other brands of edge banders but switched to Holz Her at the AWISA show in Brisbane and it has performed exactly the way they were told it would. Simon said, "If you know you're getting a quality product, and the backup and service is spot-on, why would you go anywhere else?" And so, last Easter they installed their second Holz Her, a Lumina 1596 Industry.

The new Lumina does much more than Justine and Simon need right now, but they're not just buying for the present; they're investing in their future. Justine and Simon are both heavily involved in all aspects of their business and this includes both researching and selecting their equipment. They did look at other brands, but the Holz Her edge bander is one of Australia's biggest most widely installed machine brands for a reason, and those reasons could not be ignored. With low housing prices and accessible by air, Mildura attracts a steady flow of new residents from the major cities and Justine and Simon are ready for their business.

The new Lumina Industry machine allows MACU to completely process all panel and edging materials with invisible joints using PUR glue. The machine is equipped with adaptive glue application and guillotine pressure so that no matter what material or glue is used, the machine will be automatically set to optimal conditions for whatever job is being processed.

Not only that, but with the capacity to use 2kg cartridges, the savings in glue bought as a bulk purchase are significant. Further significant savings come from the short heat up times the Holz Her needs, saving an estimated \$2,000 every year for a machine working four hours a day. Add that up and their investment was a very smart move that looks to their future success.

The machine is very easy to use, in fact it can be set up without even opening the hood. Justine says, "The machine was delivered when Weinig/Holz Her said it would be; the training took only a day or so and we were up and running very quickly. It was good." Simon adds, "We looked at other brands as a matter of interest but nothing we saw changed our minds

“If you know you’re getting quality product, backup and service, why go anywhere else?”

about the Holz Her Lumina, and that it was the right machine for us. Our experience with our previous machine was excellent, the service has always been reliable even here in Mildura, so there was no reason for us to go anywhere else.”

MACU have the option of using either EVA or PUR glues on their products. They looked at the ‘laser’ system provided by Holz Her but their experience with PUR is so positive they have decided that for the moment, they will stick with what they know works for them. With such a large geographical area to cover, callouts to repair poor edges is not an option. MACU is widely known in the region for their quality product through local TV advertising and this image needs to be backed up with products that meet their high standards, and the high standards their customers expect.

To achieve this, Justine and Simon rely on the Holz Her Lumina to produce a banded edge of consistent high quality on every piece that goes through the machine. “We use the machine a lot so the 2kg cartridges are really convenient,” says Simon. “At the end of the week if the machine is telling us we need a new cartridge in, let’s say a hundred metres; we can put in a smaller cartridge to see out the

day. When we finish, the cleaning is a genuine one-button process. The cleaning agent is already in the machine, it’s a fantastically easy, clean

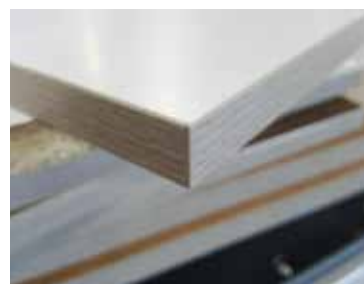
and convenient operation.”

Justine and Simon run a progressive company. Their focus is on quality at a good price and to achieve this, their equipment must deliver not only the quality they are known for, but the output and reliability that’s essential to keep their costs down; costs that they can pass onto their customers as savings; their ‘good price.’ Breakdowns are costly and every machine from every supplier will need parts occasionally. To think otherwise is illogical, but Simon assures us that parts are readily available and are always shipped to Mildura immediately. Simon can replace most parts himself but even if the machine needs a technician, Simon says, “The tech’s get here pretty quickly. Yes, we’re sold on the Holz Her Lumina, it’s exactly the machine we need to secure our future.”

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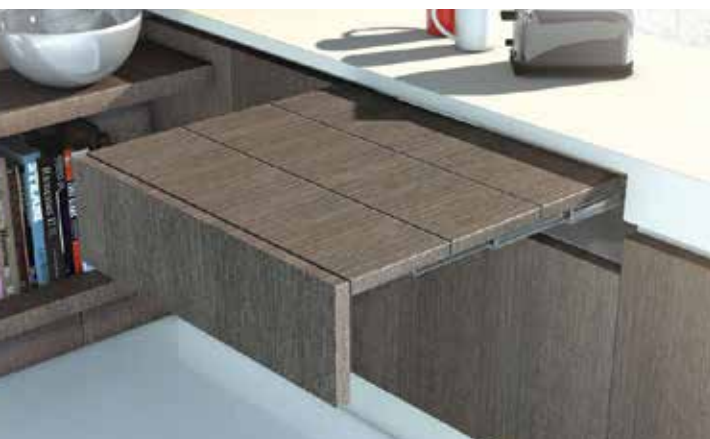
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Endurance and longevity with SCM

Aaron Lynch Joinery



When Aaron Lynch started his cabinetmaking apprenticeship on a 50-year old SCM machine, he didn't realise that he would follow the same machining path when he ventured out on his own. Now the owner and director of Aaron Lynch Joinery, Aaron has built his workshop around the reliability and quality that SCM machines deliver.

As a small business, Aaron prides himself on being able to offer specially customised projects with a strong focus on quality to his customers. "We're proud of every job we do," said Aaron.

"Most of my work is for customised private renovations or builds," said Aaron. "Ranging from basic kitchen renovations right through to shop fit outs and high end architectural work, I needed machines that would be able to service every type of project."

Installing an SCM K230 edgebander and an SCM Si400 Nova 3.2m panel saw with the help of SCM Group Australia has given Aaron the reliable and quality machining he was looking for. "My next step will be to add a CNC machine in a year or two," said Aaron.

"The SCM machines have really helped to simplify our manufacturing process," said Aaron. "Once we win a job, I send the cut list to the staff on the floor, who then cut

everything from scratch, by hand. Now that we can cut each piece so easily, we're able to move through our projects at a much quicker pace"

"The SCM edgebander and panel saw have definitely helped us to increase productivity," said Aaron. "The machines have certainly given us plenty of opportunity to grow our business."

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More innovative component solutions

from Titus Tekform

New designer AURA cabinet handles

Create an impact with the new European-inspired Aura handle range from Titus Tekform. The Aura range represents a premium offering specifically sourced and produced for the Australian and New Zealand markets.

With of-the-minute finishes including matt black, champagne gold and pearl anthracite, there are designer-friendly cabinet handles and knobs to suit the most luxurious kitchens and bathrooms, some of which have already been featured in the apartments in Channel 7's home renovation show, House Rules.

From industrial-style square handles in antique iron and titanium grey, modern profile handles in a complete selection of sizes and finishes, to elegant bow handles ideal for provincial or Hampton aesthetics, there's an Aura handle to suit every home.

Simple and consistent overhead lifters

Make the most of available cabinet space with the Air Flap Mini and Air Flap Maxi overhead lifters. With built-in soft close damping and easy adjustment, these are a great addition to any kitchen or storage cupboard. The power factor adjusts to different weights and enhanced stabilisation allows the doors to remain open in any position, for a consumer-friendly product sure to impress, time after time. The two Air Flap variations cover door weights from 5-12kg and sizes up to 1800mm.

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A waste bin lid that stays in the cabinet

The Concelo Active Lid does just that and is now even easier to install

Homeowners like their waste bins to have a lid that controls odours. What they don't like is having to touch the lid every time they open their bin unit. Not only is it inconvenient, it can be unhygienic. That is why many homeowners resort to throwing the bin lid away in frustration, but they're then left to deal with visible waste and odours.

The cleverly designed Concelo Active Lid resolves both issues for the homeowner: the Active Lid is hidden from sight at the top of the bin inside the cabinet, and drops down to close over the buckets when the unit is closed, sealing in odours. The motion of the lid is synchronised with the opening and closing action of the unit, allowing hands to be kept free free to simply drop waste into the bin.

The provided Lid Tool assists both the trade and the homeowner to remove the Active Lid by simply pushing the actuator button on the Concelo unit inwards and pulling the lid forward out of the cabinet. The lid can then be cleaned in hot soapy water, dried and is ready for re-installation.

The re-installation is even easier. Simply place the Lid Tool between the door front and the buckets with the lid rested on top of the buckets and push the drawer closed. The lid will reinstall itself. This design makes the cabinetmakers life easier too.

All that is left to do is remove the Lid Tool and hang it back on a hook inside the cabinet for safe keeping.



Concelo redefines what to expect from the most used appliance in the kitchen. An award-winning design that boasts not just a clean design aesthetic, but its Active Lid system keeps the bin hygienic while looking smart and smelling clean.

Concelo waste bins are available nationwide through Hideaway's distribution partners: Nover, Häfele and Galvin Hardware.

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The ActiveLid has been designed to be removed for cleaning and to be reinstalled with very little effort using the Lid Tool.



Far left: Active Lid hidden in cabinet.
Left: Lid closed over buckets trapping any smells.

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Innovync leading local manufacturing into a new future

When it comes to efficient technology, advanced manufacturing is the clear road ahead. The recent global aftershocks caused by the coronavirus crisis have highlighted now, more than ever, the advantages of producing on your own turf.

Pierre Sullivan, the Managing Director of Innovync, knows of independent production first-hand. His company sells premium CNC machines and top-class after-sales services, from the high-performance European manufacturer CMS, whose name is an acronym for Customised Machine Solutions.

The technology stocked by Innovync, encompasses both CMS's standard off-the-shelf models and specially designed, customisable machines for clients.

Those in the cabinetry, kitchen and bathroom, construction, and architectural spaces across Australia are already familiar with the capabilities of both kinds of machines. Everything from stone benchtops, to statues come off Innovync's CNC machining centres and bridgesaws, powered by technical systems that push the boundaries of innovation.

Standard machines might have a fixed size table and layout, a certain size electrospindle or only 26 tools available on them. "Some of our customers tend to want the flexibility and customisation of a CNC machine, and not a machine that is simply standard and off-the-shelf. They prefer a machine solution that is tailored to their specific application, factory size or production needs. We can provide this solution", says Pierre.

Part of the reason why such a broad range of clients are drawn to work with Pierre is purely from the smart business practices he has founded. Rebranding to Innovync from the previously co-owned Unimac Machinery, Pierre transferred his electrical engineering-charged in-depth knowledge in the CNC space to becoming a service powerhouse that allows businesses to excel in their own sphere.

The move has paid off, even fueling Innovync to expand within record time. Recently the company partnered with sub-agents Stone and Glass Automation Group for sales and service in Victoria and cemented its already strong relationship with Brewer Machinery to distribute Innovync's machines further into Western Australia.

"We're looking to work with people who have a similar mindset to us, who are all about quality and excellent service," he says.

In the case of both partners, they're fully on board with the philosophy. Moreover, each has their own particular facet of Innovync to shine a light on.

"The machines are reliable, premium products that come from Italy. Innovync has plenty of spare parts, and I've got customers that will only buy from me because they know the service is there to look after the machines long after the sale has gone through" says Malcolm Brewer from Brewer Machinery. His customer base is predominantly in the kitchen and bathroom space, some also producing stone benchtops themselves - all of which require superior machines and tooling to bring forth the best quality in their respective markets.

Similarly, Stone and Glass Automation Group also finds its customers occupying these spaces. Director Tyson Findlay sees an even greater spectrum of potential in store by leveraging the unique customisation features of CMS stock to further increase ROI.

"We're looking into automating the production process with robotics. Innovync's machines have far more capacity than most standard models, which have limited capabilities. That's one of the reasons why we're using them - and frankly, Pierre's ethics and business model were also really attractive to me as a service-centred business owner."

The blend of innovation and incorporation make Innovync a company with machine solutions made for the future. With keen business sense, ingenuity and a service-centric approach, Pierre is set to take Innovync, its customers and partners, into a prosperous new era.

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Solu's new L-shape Shadowline profile

In line with European trends, and in response to requests by designers, Solu presents a leaner version of its signature Shadowline profile. Still available in both 42mm and 52mm, with a patented clip system and matching end caps, the L-profile has a definitive square internal corner. The Shadowline L also suits a vertical application for tall cabinet doors.

The new profile is available in six finishes: clear anodised, silver brushed, nickel brushed, white powdercoat, black powdercoat and black brushed - and provides the same level of quality that Shadowline has always delivered. Developed by Solu as a handle free solution with a dual purpose, the design intention of the original profile was to also create a support rail for cabinets and benchtops. The patented Shadowline profile and clips are designed by Australian cabinetmakers, for the local market.

All Shadowline profiles are supplied in an economical 3600mm length and cut to size by the cabinetmaker to attach to the front of the cabinet carcass with the clips as required. The 42mm profile can be fitted under the benchtop and will easily fit in the space above a freestanding dishwasher with little (or no adjustment) to cabinets, and depending on model used, will work with an integrated dishwasher.

It is also compact enough to maximise storage space in the cabinet and drawers. The 52mm profile can be installed between drawers and is designed to enable adequate

space for a comfortable finger grip behind the drawer front. Shadowline can also be used for internal and external corner applications with Solu's purpose - designed clips. The new Shadowline L profile is in stock now.

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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 6-9 July 2022 at ICC Sydney, Darling Harbour. For more information visit www.awisa.com/exhibition or phone Geoff Holland on 0412 361 580.

AWISA The Magazine



AWISA's magazine is published quarterly and is distributed free to a database of over 13,000 end users in the industry. AWISA's editorial policy is to produce quality editorial about business and technical issues that affect the woodworking industry, and to provide members with a means of disseminating information about their products. The association welcomes input from both members and end users about subjects that should be written about in the magazine.

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