

AWISA THE MAGAZINE

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



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

DEAR READER,

Welcome to the 50th edition of AWISA - The Magazine.
We hope you enjoy reading our mix of technology,
business, new products, company profiles, case studies,
and the occasional wood related article that we hope is
simply interesting to read.

This issue is very much an awards issue with both the
Australian Cabinet & Furniture Association (ACFA)
Awards and the Australian Timber Design Awards
being featured. The ACFA awards we feature are the
association's 2021 awards which were delayed because
of COVID-19. The next seven pages feature the winning
designs and projects.

Some readers may wonder why we feature another
association's awards. It is simply because ACFA's
membership profile closely matches the profile of
the majority of companies that receive this magazine.
AWISA's membership is comparatively small and is
made up only of suppliers to the woodworking industry
- principally machinery, hardware, panel and software
companies.

Because ACFA was formed by the merger of associations
in four south eastern states, it is strong in NSW, Victoria,
South Australia and Tasmania. However, Queensland
has never had an association that concentrated on
the interests of both cabinetmakers and furniture
manufacturers. That is changing with ACFA now inviting
Queensland companies to join and take advantage of
the many services that ACFA has to offer. Queensland
readers will find an ACFA membership leaflet inserted
in this issue of the magazine. We also feature Cabinets
Online, a Queensland company that is already an active
member of ACFA.

Geoff Holland
General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER: The Best Kitchen Design
award at the ACFA Industry Awards was won
by Paiano Design in conjunction with Jenna
Karrer Design. The feature on all winners
starts on page 6.

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Plus other industry and product news.

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The 2021 ACFA Industry Awards

AFTER a long wait, the 2021 Australian Cabinet and Furniture Association National Industry Awards function finally proceeded on Friday night, 11 February 2022 - a magic night filled with anticipation and celebration. Almost 300 industry members gathered at Dockside, Sydney with hope of hearing their company's name being called to accept an award.

The high calibre of entries made the judges work hard, with winners announced across 25 awards. ACFA's President, Fred White and CEO, Dean Brakell, extended thanks to all entrants and to the association voluntary board, who work tirelessly behind the scenes for the betterment of the industry as a whole.

ACFA Hettich Best Kitchen Design

Paiano Design in conjunction with Jenna Karrer Design

This charismatic kitchen nestled in the leafy suburb of Alford Point boasts in creativity and flair. Relishing in an open plan and eastern aspect, this space basks in dappled light from the soaring gumtrees, forming the designers' direct inspiration. The selection of colour and finishes all revolved around the

notion of dappled light and the celebration of nature's tactility. A fusion of retro and contemporary aesthetics, the focal point is a one of a kind curved perforated metal island. (Below)

ACFA Hafele Best Kitchen - New Build - Up to \$35k

Seaview Cabinets in conjunction with Shaynna Blaze

A sleek and innovative use of cabinetry and furniture that turns 'tiny house' sized space into a fully functional open plan home. With a linear footprint of only 4m this timber grained wall morphs into an area that houses a kitchenette, hidden access to the powder room and a dining table for four that integrates within the compact lounge room it sits within. (Top left)

ACFA Hafele Best Kitchen - New Build - \$35,001-60,000

Northern Kitchens and Joinery in conjunction with Georgina Wilson Architect

Bathed in natural light this coastal sanctuary is built with light colours featuring oak veneer shelves that complement the exposed timber beams. The mix of reconstituted stone and





natural super white marble makes a beautiful feature of the floating island bench. Relaxed oasis, great layout and design. Judges embraced the feeling of coastal sanctuary. (Top Right)

ACFA Hafele Best Kitchen - New Build - \$60,001-80,000

de Wacht Cabinet & Design in conjunction with Vibe Design Group

The designer of this project wanted to pay homage to the original farmhouse construction but have all the luxuries and modern finishes that go with modern living.

A crisp minimalist neutral white colour scheme was chosen for its longevity and enduring elegant timeless quality. The enormous island bench was crafted to double as a dining table to comfortably host family and friends, with an open walk-in scullery for preparation, cooking and storage. (Above)

ACFA Hafele Best Kitchen - New Build-- Over \$80,000 and ACFA AWISA Cabinetmaker of the Year

Best Kitchen - New Build - Over \$80,000

Winchester Interiors in conjunction with Steve Cordony

Amazing is an understatement for the location of this classic kitchen that Winchester Interiors was fortunate to build for well-known stylist and Belle magazine editor Steve Cordony. The property is located in Orange, NSW, on the famous site of Rosedale Farm. Steve approached Winchester Interiors with a base plan and a unique vision with the need to refine the detailing through prototyping and planning which is where Winchester stepped up to the mark and assisted in the final moulding of the detail. See page 80 for further details about this project. (Above right)



► **ACFA Lincoln Sentry Best Kitchen - Renovation - Up to \$35k**

Cobbitty Grove Kitchens NSW

Bringing the outer natural landscape indoors. The judges commented that the kitchen was gorgeous. Lovely use of colours meeting all clients brief, budget and expectations. (Top left)

ACFA Lincoln Sentry Best Kitchen - Renovation - \$35,001-60,000

Evolve Interiors

Elegant, simple and beautiful. Very much on trend with colours and finishes. An interplay of whites and greys are elevated through the use of natural stones and their intricate veining. Luxe, refined and elegant. (Left)

ACFA Lincoln Sentry Best Kitchen – Renovation - \$60,001-80,000

COS Interiors

This kitchen design radiates a contemporary feel with an emphasis on a flexible shared kitchen and dining space. A pared-back elegance with a welcoming feel, this kitchen renovation designed by Tom Robertson subtly transitions between the elements of old and new. With a concealed butler's pantry, the use of resilient materials and copious amounts of storage for entertaining growing family. (Top right)

ACFA Lincoln Sentry Best Kitchen - Renovation - Over \$80,000

COS Interiors

St Hubert's is a large-scale renovation in St Kilda by Robson Rak architects with a plan to create a majestic family home while retaining and celebrating its 1881 heritage elements. An exceptional kitchen, pantry and bar have been designed to be the heart of the home using a number of different materials to create grace and style. (Left)

ACFA The Kitchen & Bathroom Blog Best Alfresco Design

Carrera By Design

Lovely, resort style, clever use of ventilation, very inviting space. Feeling of instant relaxation. Using louvre style doors to give it the light airy feeling but also trying to stay within the scheme of this home. Creating a space that has all elements outdoors,





from sink to cooktop, to fridge, Caesarstone benchtop. Incorporating a gas place and charcoal BBQ to have the ultimate in outdoor entertaining. (Left)

ACFA The Blue Space Best Bathroom Design

Archertec Interiors in conjunction with Impact Joinery Pty Ltd and R.E.P Building Pty Ltd

Elegant. Light and bright. Space well laid out and proportioned. A feel of tranquility.

Part of the brief was to review and further develop the interiors of what was already an architecturally dynamic home. Freedom was given to play with the space and make changes to create a new master suite, but it was important to match the style and design language of the building. The client wanted the master suite to be comfortable and spacious, with facilities to cater for the couple when they were using the bathroom together. (Below left)



ACFA DECO Splash Best New Bathroom Project

Northern Kitchens and Joinery in conjunction with Isabelle Harris Design and Jonathan Spicer Design

Opulent, right on trend design, very suave and chic, sophisticated, stunning. Judges very impressed with layout ▶



► and use of materials. When it comes to injecting a bathroom with multi-million-dollar magic. It is hard to beat a timeless concoction of aesthetics, curves, luxurious materials and lighting. This bathroom promises respite and relaxation in equal measure. The beautiful detailing of the curved surfaces allows the eyes to gently travel across the space. (Above left)

ACFA DECO Splash Best Renovation Bathroom Project

Mint Kitchen Group

Judges unanimous decision said 'yes' together in awe of design and use of materials. Works so well with federation window, meeting clients brief to keep stained glass window, keeping the heritage feel. The clients wanted the bathroom to be modern, with a moody feeling and luxury hotel and the wardrobe needed to have lots of hanging room. The new master ensuite and robe moved to the bedroom downstairs because the clients were running out of storage space in their existing robe and ensuite upstairs. (Left)



ACFA New Age Veneers Best Commercial Project and ACFA Furnware Group New Best Entrant of the Year

VOS Construction & Joinery

Outstanding workmanship, with the use of recycled timber, sustainability perspective used to minimise the acoustic diffusion and sound wave reverberation while still maintaining a beautiful aesthetic feel. The Hedberg project is a \$110 million culturally significant development that is a unique collaboration between the University of Tasmania, the Australian and Tasmanian Governments and the Theatre Royal. The building is the state-of-the-art Conservatory of Music for UTAS incorporating performance spaces for the Theatre Royal. (Below left)



ACFA Best Free Standing Furniture Award and ACFA Finlease Design of the Year

Indetail Pty Ltd

Judges were very impressed with the workmanship and mobility of the seating. This project demonstrated, innovation, functionality and creativity, all the meeting the clients brief providing opportunity for multifunctional event space incorporating a biophilic design. Nestled into the dunes fronting Ocean Grove surf beach, The Dunes opened late 2019 and is a premier destination for a lazy brunch or the perfect oceanside location for a big occasion. (Above right)



ACFA New Age Veneers Best In-Built Furniture

Seaview Cabinets in conjunction with Shaynna Blaze

A unique wine cellar at ground level installed in a two-car garage giving a dual use to normally a one-dimensional service space. The cabinetry is integrated into the walls and reveals itself on opening to be a fully serviceable wet bar, wine storage and wine tasting bar with feature splashback and cabinetry. This category had very high-quality entries so a difficult decision for judges who are all wondering when they get their invitation. (Right)

ACFA The Blue Space Best Laundry Design

Northern Kitchens and Joinery in conjunction with Hugh Jones Mackintosh

This laundry brings together high functionality with contemporary design. With two tone painted American oak veneer and black granite benchtops and splashback upturn. It has v grooves to the doors and a deep butlers sink attracting some traditional design into the room, the soft colours making it warm and welcoming addition to an already renovated home. (Below left)

ACFA The Kitchen & Bathroom Blog Best Soft Furnishings/ Interior Design Award

Lynne Bradley Interiors

Straddling an angled hillside overlooking Copacabana Beach, this residence with jarring angular planes was radically transformed into a nurturing sanctuary whilst avoiding extensive structural changes. Celebrating its newly integrated curves and geometric features, this weekend refuge evokes the emotive sentiment of a warm embrace, with the living room as the core to the home. (Right)





► **ACFA Leda Outstanding Achievement of the Year and ACFA Training Workplace Champion of the Year**

Megan Kenny - VerdeLife Pty Ltd

Judges were so impressed with Megan who demonstrated meticulous business management, communication skills, initiative, attention to details, and so much more. Her broad range of skills and contribution to the business, goes above and beyond

Valuable is an understatement. Megan joined the small VerdeLife team in 2017 as the Bookkeeper/ Business Development Administrator. Megan, aka 'Miss VerdeLife', is responsible for the day-to-day running of the business, looking after customers and stockists. However, she excels in her flexibility and willingness to work beyond the scope of a pure administrator. She is vital, meticulous and deeply valued for her work in administering finance operations and assisting with the management of business development strategies from several disciplines such as finance administration, customer service, sales, marketing and product development. (Left)

ACFA First Super Apprentice of the Year - Cabinetmaker

Kyle Mathews - Highline Joinery

Kyle is a 3rd year Apprentice in Cabinetmaking and is a valued employee of Highline Joinery. Kyle has shown further flexibility in his capacity to transfer his skill set from the factory environment to onsite installation capacity. After attending a number of sites with Kyle he is growing in self confidence

in his ability to interact with clients. His understanding of the technical requirements of different hardware and confidence in his own ability to work out solutions and effective outcomes is continually growing. The judges commented that Kyle has impressive cabinetmaking skills and is very creative. Kyle fulfils the cabinetmaking awards entry category requirements by demonstrating exceptional skills in creative cabinet making, pride in his work and inspiration. (Centre)

ACFA First Super Apprentice of the Year - Furniture

Matthew Smith - Thylacine Exhibition Design

Matt's personal projects show his flair for design and demonstrate his attention to detail. His genuine talent for working with timber and creating beautiful pieces with his hobbyist woodworking resulted in Matt's decision to start his apprenticeship as a mature age applicant. His diligence and hard work has seen him complete his apprenticeship and he deserved to be considered for this award. The judges were very impressed with Matthew's demonstration of skill, teamwork and problem solving and outstanding workmanship. (Right) ■



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SCAN ME

Grow with Cabinets Online

CABINETS ONLINE is a family-based business with impressive big-picture plans and a steadfast commitment to the industry that has served them for close to two decades.

The manufacturing company partners with builders, developers, trades and designers to supply the highest quality cabinets in the most efficient way. Whether they're bolstering your existing manufacturing capacity by taking overflow contracts, or extending your design consultancy by supplying wholesale cabinetry, the team at Cabinets Online offer a supportive service designed to help you profit and grow.

Three fundamental values – innovation, integrity and quality - combined with a passion for people, are central to each stage of the Cabinets Online process and key to the company's ongoing success.

Innovation

Technology and training are integral components in the Cabinets Online innovation strategies. The company embraced CAD and CNC long before they were industry standards and

have had full-time programmers on their books since way back in 2006. They've continued to innovate their manufacturing and costing processes with considered machinery purchases and intelligent technology investments. Their training plans allow an easy transition from practical trade skills to technical proficiency, allowing great opportunities for tech-savvy trainees and - importantly - a seamless production flow. And from a management point-of-view, Cabinets Online have developed their very own Enterprise Resource Planning (ERP) system to keep all wheels turning smoothly.

Integrity

The efficiency and integrity of the Cabinets Online process are most apparent in a factory tour. The premises are meticulously organised around highly streamlined procedures, and a failsafe delivery from CAD-to-CAM-to-site is the result.

Of course, the value of integrity comes into play well before a board is cut and long after the final install. The company's conscientious qualities are evident in all internal and external



policies and procedures. Clients have access to a fully transparent system - they can determine precisely what stage their project is in from beginning to end, ensuring a complete 'peace-of-mind' process. And if a site installation presents hiccups, the company will open up on-site communications to get the project over the line. From fixed-cost quotes to locked-in lead times and production quality guarantees, businesses partnering with Cabinets Online can be assured of the company's integrity.

Quality

From the products to the process, Cabinets Online is committed to delivering the highest quality results. They've built lasting relationships with the industry's most trusted brand suppliers and always work with clients to ensure the best fit-for-purpose products are used. If you're working with Cabinets Online, you'll know your customers are only getting the best.

People

The team at Cabinets Online have a commitment to maintaining long-term 'partnerships' over a high-turnover client base. This is evident in their fully supported process, in which businesses working with Cabinets Online essentially have their own backup team at every stage of the game. These 'external' relationships are of equal value to the internal fellowship of the organisation. The family-operated business is dedicated to supporting the growth of their broader work family, offering excellent opportunities for personal and professional development. And with a leader like Karen Cavanagh, the company's social and industry service goals are a story in themselves.

Introducing Karen Cavanagh

Karen is the Director of Business Development at Cabinets Online and the well-deserved winner of the 2021 HIA Outstanding Achievement in Manufacturing and Supply Award.

Karen has a long and impressive history in corporate and not-for-profit sectors. She's brought decades of client services, lending, personnel and management skills to the family business of Cabinets Online and added an impressive big-picture element to the trade-based business.

Karen's passion lies in helping people realise their true potential regardless of their current station in life. Her carefully crafted Cabinets Online HR processes create space for staff to have fulfilling and productive roles, and transition from trade to

technical, leadership or management positions. Karen extends this passion beyond her capacities in the family business, however, and often works with volunteer and other external organisations to seek and enhance growth opportunities.

Karen is involved with a range of social enterprises, serves on various Industry Reference Committees, and regularly contributes to the Offices of Economic Development and Manufacturing as they seek to understand and improve upon the advanced technological changes and opportunities in our industry.

Australian Cabinet & Furniture Association

It is this broader vision that drew Karen to the Australian Cabinet and Furniture Association (ACFA). As the Association grows, particularly in Queensland, Karen looks forward to further developing and promoting industry advocacy and community service opportunities.

And of course, the Cabinets Online team will be keen to meet potential partners at ACFA gatherings. As indicated above, the company is committed to the industry's development, and this includes the individual growth of designers and manufacturers across the country. A partnership with Cabinets Online could boost your business's productivity and profit, allowing you to do what you do best as they take care of the rest. Visit their website to learn how. ■



Karen Cavanagh, Director of Business Development at Cabinets Online.



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by Angela Lillicrap, HIA Economist



Outlook for home building remains strong in 2022

HOW WILL THIS BOOM END?

Demand for new detached and multi-unit construction has remained strong. The shift was towards lower density housing during the pandemic and this trend does not appear to show signs of slowing. Strong employment conditions, rising house prices and consumer confidence are also aiding this increase in demand. These factors are driving a 'super cycle' of housing demand across Australia, even in the absence of the stimulus.

As a result, even the outlook for multi-unit construction has also improved as approvals in NSW, Victoria and Queensland returned to pre-COVID levels late in 2021. Investors are looking through the haze of the pandemic to a brighter outlook on the other side. Affordability constraints are also pushing households, particularly first home buyers, back to townhouses and apartments. A return of overseas students, nightlife and office attendance will drive this demand further in 2022.

With this booming market come a different set of challenges. The sudden increase in demand for residential land saw prices increase by 12.6 per cent over the year to September 2021. The majority of land sales that occurred over this period would have been for work commencing construction in 2021 and 2022. What is more concerning is that the supply of land has not yet responded to the increase in demand with the number of sales occurring continuing to fall. If this continues, the number of commencements from 2023 will be severely constrained by the lack of land available.

Materials and labour are also experiencing rapid price increases, and these will add to the cost of home construction and make the dream of home ownership increasingly difficult.

But the key feature that will mark the turning point in this cycle will be a rise in interest rates. When interest rates inevitably increase, it will reduce households borrowing power. This typically slows down house price growth and can have a negative effect on consumer confidence. Even talk of rising interest rates can have the same impact as an increase in

interest rates. Reduced borrowing power and lower consumer confidence makes households more hesitant to pursue large investments such as building a house.

The slowing in established house prices, while the cost of new homes continues to rise, also make banks increasingly reluctant to lend for the construction of a new home.

Inflationary pressures emerged with the strengthening economy, but the RBA has stated that they are waiting for wage growth to also grow before raising interest rates. They are also discounting much of the increases in the CPI from 2021 as they are due to short term events. The sudden rise in transport fuel costs is expected to ease quickly. As a result, an increase in interest rates in 2022 is possible, but if further COVID restrictions or global financial constraints emerge, this possibility will decline rapidly.

The adverse impact of the loss of population for two years will start to emerge as weaker demand for housing from 2023. When migrants first arrive in Australia, they typically rent an apartment in a capital city for several years before deciding where they want to live and purchasing a house. This means there is a lag between migrants arriving and demand for detached housing increasing.

Despite this slowing in demand for new homes over the coming years, if the national economy remains strong and unemployment low, the bottom of this next cycle will not be deep or sustained. ■



by Michael Smith

Lloyd Anderson: a woodworking journey

FORMER SINGER and musician Lloyd Anderson left New Zealand in 2008 for Melbourne, returning home in 2020 as a full-time furniture maker. He talked to AWISA about the key moments that kickstarted his woodworking journey.

"We moved to Australia with a rock and roll band, played one gig and promptly broke up. I continued to pursue music for a number of years as a songwriter - performing original music with my choir/band ensemble, and teaching as well. Melbourne is a great place to play gigs and experience the arts, and I worked with some fantastic musicians."

"I love reading and for a time was a member of a local book club. Each week we would be assigned a book and on one occasion we happened to be reading *News from Nowhere* by William Morris. I had never heard of Morris, or his ideas, which played an inspirational role in the development of the Arts and Crafts movement."

Lloyd dutifully read the book – a utopian novel describing an imaginary alternative society. "It sparked something deep inside of me ... a world where craft and the integrity of the made object reigned supreme over economy and expediency. I was still a struggling musician, but a seed was beginning to grow."

"Then came my first dovetail joint. It took me six hours to complete and looked more like a goat's foot than a dove's tail. Awful as it was, I was nevertheless hooked."

Lloyd describes himself as mostly self-taught, although he was tutored regularly by his woodworking mentor, Evan Dunstone.

"Evan heads Dunstone Design in Canberra, alongside his phenomenal team. He's a master craftsman and has been working wood for about as long as I've been alive. His influence has been profound and I'm so grateful for it."

Lloyd began making and selling furniture from his home workshop in Preston. "Working from home is how I've always preferred to operate. My first workshop was a single-car garage, with everything crammed in and nowhere to move. Despite its limitations, I remember building a three-metre dining table in the confined space."

"Inevitably, it soon came time to look for a larger workspace, so we moved out to Emerald in the Dandenong Ranges. We now had room for the kids to grow and a much larger and practical workshop. It was a wonderful place to hone my skills and start developing my own way of thinking and producing furniture to sell."

Now located in Kerikeri, Northland, New Zealand, to be closer to family, Lloyd eventually built a workshop on the family property and feels very settled. "I have quite a few local customers who I often see on the street when I'm out and about. At the same time, it's nice to know my furniture (tables, beds, bench seats and cabinets) reaches further afield – to the South Island and all parts of the North."

He is keen to emphasise the freedom of expression that hand tools bring to his work. "I have all the usual machines – from a jointer and thicknesser, to a table saw and router – but nothing out of the ordinary. They're set up to do a simple job, which they do well."



Finn coffee table (blackwood): splayed, tapered legs are the basis of a well-proportioned design.

Elodie side tables: formed from carefully considered shapes, angles and textures.

Photo: Bri Hammond

Photo: Bri Hammond



"But hand tools are what drew me to the craft and I'll never lose touch with them. I use them where they can display authenticity via random, but accurate, variation. There is a visible and felt difference between a hand-cut dovetail and one cut with a jig – a texture you can carve into a piece of wood that cannot be replicated by a router."

"Hand tools are also very efficient. I'll use my cabinet scraper to quickly remove planer marks, which is faster than sanding ... with the exception of a very expensive wide belt sander. And I use my scrub plane or a hand plane to quickly chamfer an edge or experiment with a profile, which saves valuable time spent fussing about with router bit changes or jig development."

Lloyd says his favourite timber is locally sourced blackwood. "I became familiar with the species whilst in Melbourne and was amazed to find numerous blackwood trees in New Zealand as well."

"It's deep and rich with a lot of variation in tone – far more than most other timbers. These variations make it a challenge to work with, but if you're lucky you can use them to your advantage. For instance, highlighting a door panel or other details with a darker or more prominent splash of colour. At

times blackwood can be difficult to plane and machine, so I'm always studying the grain."

He sources the timber from Brian Simms, an environmental-award-winning farmer from Kaitaia. "His blackwood trees are pruned annually to ensure they grow straight, and free from knots and voids. All the harvested timber is air-dried on the property in a solar kiln."

"Brian has also planted silky oak, which gives a radiant shimmer when quarter sawn. I'm looking forward to discovering more about this timber and learning how to incorporate the new element into my craft."

"And I've started dipping my toes into native timbers, which require a milling certificate if you intend to use them for building purposes. At the end of last year I completed my first pieces in rimu and totara. Both varieties were a dream to work with ... soft but very forgiving. Although the totara wasn't the sought-after dark heartwood, this timber captured my interest as a beautiful, light-coloured alternative to American oak."

Lloyd believes that truly sustainable bespoke furniture should be easily repairable. "Unfortunately, PVA - the most common

"Hand tools are what drew me to the craft and I'll never lose touch with them."

Photo: Bri Hammond



Lloyd Anderson began his woodworking journey in Victoria ... honing his skills and eventually producing furniture to sell.

glue used in furniture making - cannot be manipulated easily once set. It does, however, have its place in the workshop when I need a quick glue bond or for lamination work."

"But, more often, I use liquid hide glue, which is hydrolysed collagen and urea. It's organic, non-toxic and reversible - and has been used by humankind for thousands of years. A byproduct of the meat industry, it's made of complex proteins found in animal hide and bone."

As the glue of choice for all furniture makers until the start of the 20th century, it used to get a bad rap because of the smell. But that's only if it's left as a gel in a warm place (once dried it has no odour).

"The bond created by hide glue is stronger than the wood fibres, so it is more than adequate for furniture making. I use a small water heater to bring the glue up to 60 degrees, and

then apply it with a brush. It dries overnight, which can be an issue - but with proper planning that's easily accommodated."

"To reverse the bond, both heat and moisture need to be applied - often with an iron and damp cloth. The glue then reverts to its liquid state and the joint slides open. Unlike PVA glue, where the surface must be stripped back to bare wood, hide glue can be reglued and activated without compromising the timber surface."

Lloyd says he always appreciates the opportunity to work with a variety of clients. "Often I have customers who've liked a piece on my website, and then asked me to make one to fit their surroundings. This is usually the case with dining tables. Sometimes they'll have a timber in mind - but if they don't, I will typically send them some samples after outlining the merits of each timber."

"Occasionally a customer will invite me to their home and say, 'I have this space available and it needs something spectacular.' It's a wonderful, open-ended opportunity that often leads to a real collaboration in design. We'll talk through art works in the house, other timbers present, designs that resonate, etc. ... which become signposts for my sketches/proposals. All going well, the customer will receive a piece of furniture unique to their home."

"These items will typically end up on the website as opportunities for other customers to buy as fully formed designs. At the moment I have a six-month waiting list, although it does fluctuate seasonally. Luckily, most of my clients are patient and in it for the long game."

For more on Lloyd's creations, go to:
www.lloydbrookefurniture.co.nz ■



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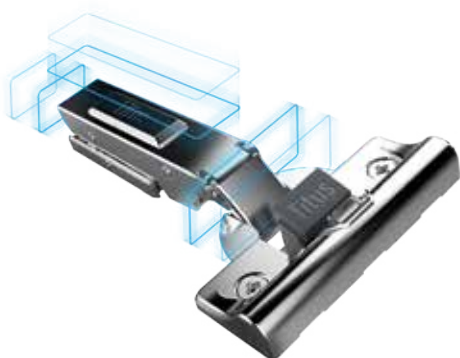


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by Simon Hodgson

Designed to be different

TAKE YOUR MIND BACK to February 2020 - mid summer, great beach weather and corona only came out of a Mexican bottle. Move forward six months and 71% of Americans were already working from home, banned by businesses and Government. The abrupt closure of many offices and workplaces ushered in a new era of remote work for millions of Americans and has possibly signalled a significant shift in the way a large segment of the workforce operates in the future. Most workers who say their job responsibilities can mainly be done from home say that, before the pandemic, they rarely or never teleworked. Only one-in-five say they worked from home all or most of the time. Now, all these workers are doing their job from home all or most of the time. Most importantly, 60% say given a choice, they would want to keep working from home even after the pandemic, according to a new Pew Research Centre survey.

The same is true in Australia - more and more workers are resisting the urge to return to the office for good reasons, travel costs, travel time, the ability to spend more time with family, a reduced chance of catching the virus etc. However, whilst remote working has its appeal can any part of our industry successfully achieve the same results as pre-pandemic times? Workers' ability to do their job from home varies considerably by industry. For example, majorities in the information and technology sector (84%); banking, finance, accounting, real estate or insurance (84%); education (59%); and professional, scientific and technical services (59%) say their job can mostly be done from home. Among those in government, public administration or the military, 46% say their job can be done from home and 54% say it cannot. However, whilst remote

Chadear Tadors



working has its appeal, can any part of our industry successfully achieve the same results as pre-pandemic times?

There are certain parts of the joinery industry that can and does operate quite successfully from the home office - accounting, materials ordering, and certainly in the short term during the height of the pandemic, supply chain representatives were glued to their mobiles making countless calls to their customers, many of them unseen for months on end.

But what of the design sector? The role of a designer is not limited to excellence in design. It's about building an unbreakable rapport with your client to a point where the only option is for them to buy your product. People buy from people, I don't care how good or unique your design is, if they don't like you - they won't buy from you. So how do you build that rapport during a lockdown where for many weeks (and in some states,) months, designers weren't allowed past the front gate?

There's the obvious one - Zoom! But as many will attest to, video conferencing has its ups and downs. Zoom is a terrific platform that offers a lot of features that businesses find useful. It is one of the best video conference platforms available that suit businesses of any size. However, it is not without its flaws. These are quite minor when compared to the benefits but still something to consider. Eye contact and the ability to read someone's body posture don't appear as often as face to face, a 40-minute meeting time limit is restrictive, especially if you're trying to design a kitchen. Interestingly on researching this article a face to face meeting generates on average 13.36 ideas whereas a virtual meeting will generate only 10.43 ideas - and it's because we communicate better with each other when we are face to face*. On the plus side, it's free and accessible from a laptop or the mobile and after a few goes, is relatively easy to use.

In a time where consumer demand is at what appears an all-time high, many businesses and consumers were left to design and negotiate via electronic means. However, some businesses got quite creative and adapted to the circumstances brilliantly, leading to a period where they experienced a rise in sales, and from a management perspective the motivational aspect was outstanding. I was fortunate last week, to host a luncheon at the Fisher and Paykel Experience Centre in Sydney. F&P has a business belief in collaboration with the design community and the opportunity to discuss a variety of issues whilst enjoying a superbly cooked meal and a glass (or two) of some of the South

Island's best Sauvignon Blanc was a refreshing change after a lengthy period without industry interaction.

One of the businesses well represented at the lunch was Kellyville Kitchens. Operating for over 25 years, Ghadear Tadros took over the business nearly 10 years ago and has continually improved all aspects of the company, to a point where her six designers create beautiful projects rivalled by many. And therein lies the problem – six designers need to work, they live to design and earn. A four-month lockdown heralded a time where those living in “areas of concern” weren’t allowed out of those suburbs and those that lived elsewhere had restrictions on what they could or couldn’t do. As Ghadear explains: “We love to create, so we had to overcome the obstacles and remain creative. The two designers who weren’t locked down would make the initial appointment with the client and perform an initial on-site consultation. The brief was then handed to one of the other designers who continued the process with the client, including video conferencing and 3D presentations. In addition, organising samples for clients and creating digital mood boards provided the clients with an online shopping experience like no other.”

What this practice produced was extremely clever – and it worked. To begin with a client needs to feel comfortable with the individual (or in this case, individuals) and truly believe they can work with the organisation. The process as outlined demonstrated harmony between the design team in circumstances where often ego overrides everything. It also shared the workload and meant that 100% of the design team were constantly working in a time where potentially only a third of them might have been. And it delivered a constant stream of work to the business in time where it may not have been the case.

And now that there’s a sense of something close to normality will any of the techniques used during lockdown continue to be engaged in the design sector - I think so. I spoke to one designer at the lunch who said that she is now regularly having mini video sessions (10 to 15 minutes maximum) with her clients between the initial consultation and the final presentation as a way of assessing how the client is feeling about the process and at the same time keeping a professional level of engagement happening.

Sonya McAuliffe started Archertec Interiors in Canberra in 1999 and over the years has worked on a diverse range of projects gaining a wealth of experience from projects as large as casinos

and hotels to multi-unit developments, shopping centres and workplace design, right through to small scale retail fit outs, domestic renovations and boutique office design. Her passion for residential architecture, with a Finnish Norwegian heritage, and growing up with European family influences, Sonya often draws inspiration from her overseas connections and regularly sources ideas and beautiful design options from international suppliers.

Currently in her own lockdown with the virus, I asked Sonya how the business model had to change at the height of the pandemic and what changes would remain as part of Archertec into the future. “When COVID first caused us to lockdown here in Canberra, it was a huge learning curve for all of us. I love meeting my clients face to face but with that window shut, there was an enormous change to be had - and we did it! Video sessions with clients became the norm and we got through the technical challenges as well as the realisation that things weren’t the same at either end of the camera. However, since things have opened back up, it has become apparent that access to such technology continues to assist us in our dealings with clients. For example, it’s now much easier and more efficient to do a quick catch up with a client over a sample or a design aspect just by zooming. I can have a 20 minute video with a client (they love that!) after they get home from work or even on the weekend if need be. No driving across town (not too bad in the ACT admittedly but for someone in Sydney or Melbourne it has to help) loaded up with samples and paperwork. There’s no question that Zoom is here to stay - but we will be using it in different ways than what we initially thought.”

If COVID has taught us anything, it’s that creativity comes in many forms, our ability to think and adapt has been tested - and I reckon we did ok. Well done! ■

*Source - <https://www.greatbusinessschools.org/networking/>

Sonya McAuliffe



by Jim Bowden

Alastair Woodard... building community
looking at the embodied greenhouse gas
emissions of different materials.



CEFC recognises timber can cut construction emissions

THE CLEAN Energy Finance Corporation (CEFC) is seeking to transform Australia's approach to medium and large-scale building construction with a new \$300 million program to encourage mass timber construction across the property sector.

The funding, announced by PM Scott Morrison in a move to bolster the government's environmental credentials ahead of the federal election, recognises the low emissions of timber.

The Timber Building Program by CEFC - which invests on behalf of the federal government - has the potential to substantially cut construction-related emissions using engineered wood products at scale to provide a greener alternative to conventional construction materials.

Property developers and commercial landlords who use mass timber in construction of commercial, public or multi-residential buildings throughout Australia may be able to access finance from the program to further promote development of the mass timber building industry and supply chain. Under the program, eligible projects will be able to access commonwealth funded debt-finance of between \$20 million and \$75 million.

The clear recognition by the CEFC to assist in cutting construction-related emissions by encouraging the use of engineered wood products at scale to provide a greener alternative to conventional construction materials, is a major endorsement for the whole wood products sector.

"There is a major focus at present within the building community on the embodied greenhouse gas emissions of different materials," says Dr Alastair Woodard, General Manager, Wood Products Victoria. "New initiatives within the Green Building Council of Australia and the recently formed MECLA - Materials

& Embodied Carbon Leaders Alliance - have all concentrated the current focus on the embodied CO₂ impacts of building products."

In the commercial arena, Mr Woodard said concrete, steel and aluminium were all widely used, and all were major CO₂ emitters in manufacture.

"Dramatic changes are going to be needed in their production to reduce these impacts," he said.

CEFC CEO Ian Learmonth said that while timber had been used in construction for generations, new innovations in engineered wood products had created new opportunities for mass timber construction to be used in larger projects.

"The CEFC has a strong track record in financing new market developments, from large-scale solar to cleantech start-ups. We are excited to bring this expertise to sustainable construction," Mr Learmonth said.

CEFC director of property investment Ryan Rathborne agrees. "The time is right for the development of more timber buildings across the property sector," he said. "By locking in mass timber construction in new projects, we can also help develop local skills and experience, supply chains and delivery capabilities, all of which can catalyse more timber-based building activity into the future." ■



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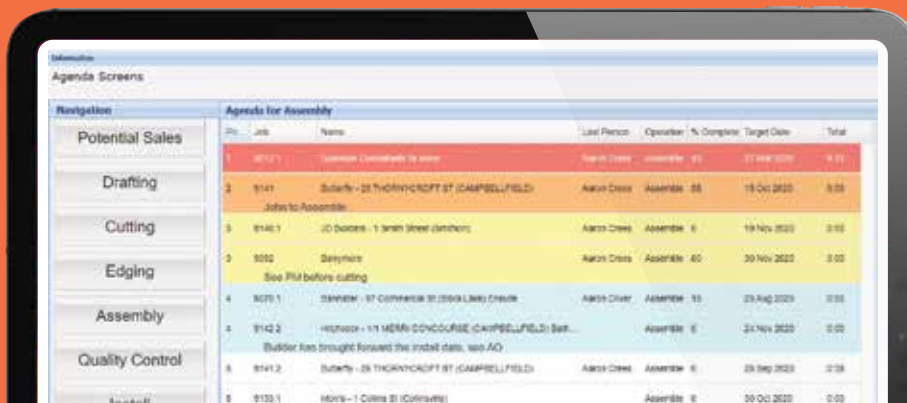
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by Rob Ditessa

Putting recycling into the picture

THE BEST picture frame for a painting or a photograph is not necessarily well squared-up with ninety-degree angles.

Simon Marlow, an artisan maker of bespoke picture frames explains, "This year, a lady wanted a picture frame in the shape of a turtle with some small multi photo openings. She had a sketch of what she wanted. It is the most unusual frame I have ever made. I enjoyed making it. I could not have made it 25 years ago when I first started. It was more like art, a sculpture."

Gerard Melder, another artisan frame maker, reflects, "When a customer brings in a piece of art that is not square and they don't want to lose any part of the image, that becomes a challenge to handcraft a frame to fit. We take on all those challenges as that's how we improve and gain further knowledge."

Both use recycled timber, and Gerard adds that preserving the techniques of fine recycled timber joinery can help us from the "onslaught of mediocrity", and that "if we work from our passion and not for financial gain, then the finance will automatically appear." He says that in 1994 he developed his successful Mulbury Frames business, in Highett, Victoria, after deciding to make good use of timber being dumped into landfill from projects he was working on as a builder. On his website, he notes he has saved 'approximately 218,000 kgs (273,000 lineal metres) of timber from landfill'.

Simon remembers that he started up his business, Wombat Frames, when he figured that as he enjoyed woodworking and that if he never got rich and had to work until retirement, woodworking would be better than jumping from job to job, as a research assistant. "My wife Gabrielle, had self-employment experience and this helped me to think about starting a business for myself. I had no formal training, just an aptitude, and an interest. Even more important was my stubborn desire."

Neither frame maker got into the business to make a quick buck, but both have found in the course of their lives that passion is primary, and profit can follow passion.

"At present", Gerard tells AWISA Magazine, "we have around 25 different styles and finishes of recycled timber picture frames, custom handcrafted into any size required by our customers."

Speaking from his workshop in the Balmoral Village (Southern Highlands, NSW), Simon tells AWISA Magazine, "I make recycled timber multi photo opening picture frames. I guess I am a pioneer of this style." The largest that he can ship has 48 openings, measures 1.8m x 1m, and weighs approximately 16kg. It is made from recycled Oregon, which he offers in natural, medium Baltic, or Japan Blac hues.

He continues, "Recycled timber is an art form, not an exact science. I now prefer the patina of old hardwoods. Paint on old timber will blunt the tools quickly. But, paint on old timber can be sanded for a shabby chic look. It just depends on what the customer wants. It's all about trial and error. I had a large storage of four shipping containers filled with all sorts of timbers. We lost it all in the December 2019 bushfires."

His customers like the idea of reused timbers, though, he admits, some care only about the price, but there are other considerations, "I made a dress mirror out of old chunky 4x2 hardwood in my first year. A young couple burst out laughing when they tried to lift it, and they walked away. I never ended up selling it. Lesson learned."

To collect timber he wanted, Simon has driven up to 200 kilometres, and even collected driftwood on holidays at the beach. The local rubbish tip was a go-to destination before occupational health and safety issues emerged, and he muses

Simon de-nailing
timber

"After 25 years of
recycling timber, the
humble hammer is
still my favourite tool.
Every frame starts with
it pulling out the
old nails."

Photos supplied by Simon Marlow.





Photos supplied by Gerard Melder.

over memories from his childhood when his father would bring home more from the local country tip than he took there. For years, builders who appreciated his vision, would provide him with top quality timber from their building jobs, helping him accumulate his 20 tons of timber. Occasionally, customers bring in their own timber for Simon to work with. He says, "Once I explain that it will be no cheaper, most don't continue. But when the timber has a history or meaning, and they are so happy with the results, it is very rewarding."

Gerard as well will work with customers who want to use their own timber that has a sentimental value. The timber he mostly works with is Victorian Ash. He says he looks for top quality recycled hardwood timbers that can be milled and shaped. Being well known in the industry, he says his business is blessed that his partners have reached out to him to supply him with quality Australian recycled hardwood timber. Partners include builders, home renovators, fencers, and demolition contractors. He expands, "Instead of a long battle with nature, to dominate her, we walk in step with her trees and admire her, realising the potential this timber has in store for us all. Each piece of timber not only has a different size and shape, but also colour and character. Each piece of timber from a tree has a distinctly different personality."

In making the frames, Gerard explains, "We use glues, nails, oils, waxes, and a lot of experience to handcraft them. We machine all our timbers into the holding sizes we use to handcraft our picture frames."

The workshop where he makes his picture frames, Gerard describes as the best in the world, warm in winter, and cool in the hot summer. The list of equipment includes some old vintage machinery that works well, from an Italian 1940s shaper, a German 1930s bandsaw, Italian double mitre saws, underpinners, routers, sanders, and jigs.

Working with recycled timber requires a new set of skills compared to working with new timber, Gerard says. "We only work with recycled Australian hardwood timber. A lot of trial and error was involved, until we perfected our style."

In making frames, Simon explains, the professional picture frame joining machines put metal wedges into the mitre joints.

These are only meant to stabilise and hold the joint while the glue dries. It is not possible to put nails by hand into old hardwoods. Pre-drilling is required, and then he will use biscuits or the new Festool Domino joiner, staples, and screws in chunky 4x2 timbers.

In the 2019 summer fires, Simon lost his entire joinery workshop including all the equipment, but he is now rebuilding on what he calls "a beginner scale". All you really need to begin is a drop saw and a tape measure or ruler, he says. A picture frame guillotine will give the best joints. An air compressor is useful to begin with but will eventually be necessary. Next, include some kind of sander, a table saw, and thicknesser, jointer, and some hand tools. Include a picture frame joining machine. These are called underpinners. These can be small hand held, hit with a hammer-type tool, costing up to \$10,000. Add a few nails, staples, and brad nail guns. He continues, then you need a clean area, and a glass cutter. Learning to cut glass is the most unknown skill for many people. Search for tutorials on the web, and practise, practise, practise. The glass suppliers will give tips and tricks once you start buying glass. He adds, "I got up to a four head milling machine. An overhead router and power feed unit was as close to CNC as I ever got."

Simon is very hands on. When he was much younger, and keener, he worked 100 hours a week for a couple of weeks. Never again, he says. A 40-hour week and set pay is not the way of the self-employed. Now, he gets family to help where they can, and he is always looking for casual helpers when he gets busy.

That decision to set up his venture has brought Simon satisfaction and success. "Working crazy hours and never getting on top of the work was a low point. Being able to work for yourself and make a wage from your own endeavours, making a beautiful product and really putting care and effort into it, is very rewarding."

Gerard echoes Simon's sentiments, "In a world where most manual skills are shunned, we still believe in them, not only in the act of producing a better product, but the sheer joy of doing. We feel the pride in craftsmanship, of producing something of beauty, out of the timbers that are being discarded or bound for waste or landfill." ■

Gerard's favourite tool is a shaper from the 1940s which acts as a router for picture frame rebates.



Endlessly creative furniture ideas: **Cadro frame system**

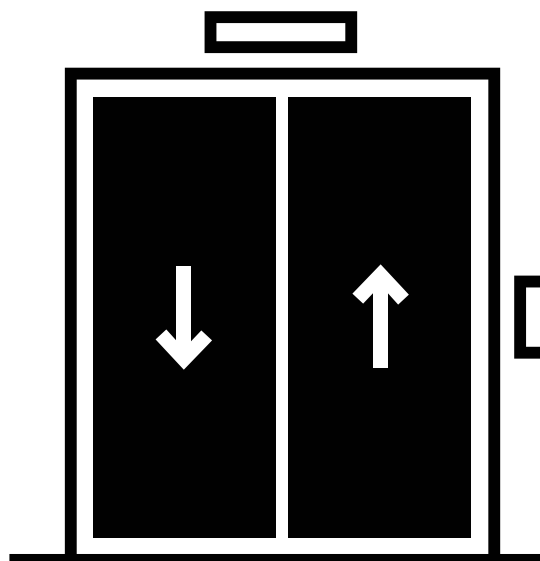
Got furniture concepts of your own? Time you meet Cadro.

The long, long lunch

MY FIRST introduction to business-to-business sales, back in the early eighties, left me, a previously naïve tradesman, quite stunned. From my first day at work, it was as though a veil of secrecy had been lifted; I'd gained access to a world I had no idea existed. Surely this couldn't be legitimate, I thought, was this really how the other half lived? "Yes," my new boss told me, "and you better get used to it." I was gobsmacked. This was what real work looked like, not all those hours of graft and toil, up to my elbows in dust and dirt, this was proper work and I'd been missing out on it. "What the hell am I talking about?", I hear you ask. Well, I'm talking about the days of the long lunch; tax funded and company expensed, long, long lunch. I have to admit, I was a kid in a candy shop in those days. A woodworker and boatbuilder, I'd spent my working life like most others I knew, working hard with my hands and eating my lunch of pies, chips and sandwiches while sitting on my tool chest amongst workmates in a corner of the shop. My new boss explained. "Selling is all about relationships. You have to treat your customers like friends so that they won't even think about going anywhere else to buy." And, lunches, he told me, were essential for maintaining the bond. I dived into the practice with gusto. Fine dining, free beer and wine, who wouldn't be a sales rep, right?

It's hard to imagine now, that an employer would not only tolerate, but would encourage expense account lunches and drinks with clients as a daily routine. Evening entertainment was less prevalent but still expected of the sales team in order to keep customers happy. My expense account was maxed out as instructed and my working world seemed like one big long lunch. Since those early days of my sales career, governments have put a stop to fringe-benefit lunches by taxing them heavily and ensuring the practice declined. I have no doubt it still happens, but the frequency is minimal compared to the old days. Furthermore, the idea of employees drinking during the work day at the behest of the company has given way to commonsense, and rightly so.

The idea of schmoozing clients by plying them with food and drink seems ridiculous at first glance. Surely clients weren't stupid, they'd know they were being bribed, wouldn't they? The answer is a little less clear cut. Of course, customers weren't naïve, they knew who was trying to buy their loyalty, but the principles behind my first boss's explanation remains relevant to any successful relationship with clients. By building personal relationships it is possible to get a head start on the



competition. The best salespeople have unbreakable bonds with their core clients and though loyalty can never be taken for granted, it's key to business success. Without a personal connection, there can be no building of trust, and trust is probably the most important factor in winning sales.

I soon learnt that it wasn't the long lunches that brought me sales, but the time spent with those same clients getting to the core of their concerns. It was approaching sales from a consultative angle that won their trust. What one-on-one time gave me was time to understand their problems so that I could come up with solutions. Finding time to spend with busy customers is never easy; it never really was. But, without it, there can be no bond established. In my experience, clients will give their valuable time gladly if they are confident in our expertise and can be sure we have something to offer in return. On the other hand, they will quickly cut us off for good if we can't justify their sacrifice with real solutions. It can seem like catch twenty-two; how do we get the time if the customer doesn't know us? That's the dilemma sales representatives face until they break through and a bond is established. Practicing a concise elevator pitch is essential to getting a client's attention. As they learn we have something valuable to offer, more time will be allocated and the slow build of trust will happen naturally. I've coached many salespeople on this point and am staggered by some who continue to shoot the breeze with busy customers instead of getting straight to the point with well-constructed presentations.

The long-lunch may be well gone, consigned to the past where perhaps it belongs, but any successful sales representative will tell you that the principle remains the same. If you want to have strong and lasting relationships with clients, you need to get personal, spend time with them and build a bond. Maybe take your lunchbox along next time they sit down to lunch and join them. ■

SCM and Randek AB together

to build the future of timber construction

SCM and Randek AB join forces in a new global cooperation, where the aim is to be a one-stop supplier for the complete timber construction process offering the widest range of solutions for beams, walls, timber frame, X-lam/CLT panels machining.



The Italian Group SCM and the Swedish company Randek AB have sealed a strategic global agreement for the worldwide supply of all-round, integrated solutions for timber construction. The new partnership aims to further expand and strengthen the range of technological solutions already provided by both players across the globe and complementary to one another: SCM, that continues innovating to offer advanced numeric control machining centres capable of processing all kinds of different construction elements requested by today's market, and Randek AB, well-known worldwide for its high-performance innovative technologies in the prefabricated house sector.

The partnership will also allow each company to be able to offer the other party's products, making it possible an offering of integrated solutions, which otherwise would not have been feasible, except in the long term.

"Our global partnership with Randek AB significantly and strategically expands our offer of products and services for timber construction, guaranteeing our customers access to a wide range of specific technological solutions dedicated to machining prefabricated walls with increased production efficiency and a better return on investment," confirms Tommaso Martini, SCM Manager for timber construction business.

"An agreement with a global leading group like SCM, with sound industrial expertise and an extensive international distribution network, means we can further strengthen our presence on the most relevant markets, offering the customer an even more direct, widespread service," says Ola Lindh, CEO from Randek AB.

The collaboration intends to build a strategic partnership, increasing the range of their products and expanding the solution competence, the production capacity and the level of specialisation of both companies.

This strategic partnership is expected to have a beneficial effect on customers, who will gain advantages from this collaboration and is already giving its first significant results.

In fact, Randek AB and SCM will develop and deliver equipment for one of the most advanced house factories for the production of timber frame and steel modules. The customer consulted Bosch Engineering and Production Services to perform a thorough analysis of potential suppliers.

"With over sixty years of experience as a worldwide engineering and manufacturing services provider and about 240 production





specialists, we have a wide network and extensive market coverage. The decision to recommend our customer to choose Randek AB and SCM was based on their long experience in this kind of business and their high standardisation level."

"In addition, the visit at the suppliers' premise was very impressive and has shown us that these are the right companies with the right spirit to fulfill the requirements and wishes of our customer", says Markus Wörnle Robert Bosch GmbH Engineering and Production Services".

The collaboration between SCM and Randek AB is ready to make its mark on the future of timber construction, guaranteeing top-quality, unique solutions and expertise even for the most complex projects.

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Knowledge is power

Kaeser launches its Webinar Programme for 2022

Kaeser Compressors Australia's Webinar Programme includes the return of the popular 'Compressed Air Webinar', as well as a new series of compressed air focused webinars being run in partnership with Engineers Australia.

Kaeser Compressors is committed to supporting the compressed air industry with training and education, firmly believing that knowledge really is power when it comes to operating a reliable, dependable and energy efficient compressed air system. As Peter Eckberg, Managing Director of Kaeser Compressors Australia said: "Providing compressed air reliably and efficiently at the required quality is a complex process and requires careful consideration of the complete compressed air supply system. The widest possible knowledge base is therefore required in order to properly assess the various interactions within the system and its integration into the operational environment."

For that reason many years ago Kaeser developed the Compressed Air Seminar. This traditional face-to-face event required delegates to dedicate a full day away from the office. However the remastered and online version which Kaeser launched last year - 'The Compressed Air Webinar' - is conveniently run online and at lunchtime.

"The response to our inaugural webinar programme last year was very encouraging, and it was clear that whether or not COVID-19 restrictions allowed us to return to face-to-face events in 2022, many of our end users have grown to prefer



the webinar medium, which presents to them a much more convenient way to tap into such resources."

The Compressed Air Webinar has been specifically developed to provide a solid compressed air knowledge base for all those involved in the planning, installation, operation and maintenance of compressed air supply systems.

The complete Compressed Air Webinar is broken down into three 90 minute modules, that are held online and over three consecutive weeks. From the fundamental principles of compressed air to compressed air treatment, regulations and control systems - the Compressed Air Webinar from Kaeser, provides participants with the knowledge that can ultimately assist them in optimising the reliability and energy efficiency of a compressed air system.

The Compressed Air Webinar is scheduled to run in May and September 2022.

Kaeser is delighted to announce that it is once more partnering with Engineers Australia in 2022, to deliver a number of compressed air focused webinars.

Eckberg commented: "These webinars were extremely well attended in 2021 and we are looking forward to launching our new programme of webinars in partnership with Engineers Australia in early 2022. We've taken on board the feedback from the engineers that attended our previous webinars, and we're currently working on the 2022 series that will tackle some of the specific topics highlighted to us to be of high interest."



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Digital solutions for joiners

Apps and assistants from HOMAG

Digitalisation in woodworking shops is a hot topic in the industry - but what's the best way for a company to approach this transformation? There are many approaches, options and strategies - but which path is the right one? Companies from the carpentry and woodworking industry often face the same questions as they search for a solution tailored to their requirements.

- "What software tools, apps and digital products are available?"
- "Can I try them out easily and without having to invest a large amount of money?"
- "Are there simple solutions that can eliminate various obstacles in my day-to-day work (e.g. when organising materials or sorting parts)?"
- "Is there a way to slowly approach using digital assistants?"

To answer these questions, HOMAG has developed powerful and smart solutions. The intelligent assistants and apps enable carpenters and woodworking shops to support their individual workstations during specific operations. Companies can use the assistant that best fits their requirements as a starting point and then add other solutions if needed. Small and medium-sized businesses are collaborating with HOMAG to take a step-by-step approach to digitalisation.

Almost all digital assistants can be used as individual components, depending on requirements. Companies can test most of the HOMAG apps free of charge for 30 days before deciding. Once a company has found a solution for starting the digitalisation process, it can simply order its apps monthly or take out an annual subscription, as needed.

All HOMAG solutions can be run directly in an internet browser or as an app on a laptop or tablet, so time-consuming software installations are no longer required. What's more - it means that all applications are always automatically up to date.

Digital assistants and apps: The explanation

HOMAG offers various digital assistants that differ in their scope of delivery. On the one hand, HOMAG supplies complete product sets that include an app package as well as various other elements, such as label printers, designs for sorting shelves and LED strips (to make the shelves "intelligent" for "pick by light" operations). The HOMAG CUBE always plays a central role in any solution: This intelligent control box uses the internet to connect apps to shelves and label printers to ensure optimum interaction between people, apps and other elements in the work environment. In addition to the product sets, HOMAG also offers apps that can be ordered as standalone solutions and used on a laptop or tablet with a high degree of flexibility and ease.

All edgebands at a glance

"How can I store my edgeband coils in a way that is clear and tidy?"

"How can I manage stocks of edgeband coils and find edges quickly?"

"How do I make sure that enough edge material is still available?"

These and similar questions may be on carpenters' minds as they move toward greater control and efficiency in handling their edges. The solution is called "Edgeband Management Set".





Edgeband Management Set is a plug-and-play system that the carpenters can easily install and adapt to their own needs.

With this digital assistant, carpenters have a complete overview of all the information about their edge material and they can quickly find the right edgeband at any time. The app and the HOMAG edgeband rack offer a permanent overview of stock of edge material (e.g. ABS edgebands, melamine edging, aluminum edging). The printer can also be used to create labels to identify the edges.

The "Edgeband Management Set" is a plug-and-play system that carpenters can easily install and adapt to their own needs. Included are a proposal for a construction plan for the edge rack, the LED strips, the required apps "materialManager" and "materialAssist Edge" and a label printer for marking the edges. The HOMAG CUBE is the heart of the system. It is the interface between all the individual parts and ensures optimum communication between edge rack, the apps and the user.

Those who already have their own rack for edgebands, can also retrofit it with the "Edgeband Management Set". That is to say: This digital assistant fits seamlessly into the existing workshop environment.



Digital tools for cutting using saws and nesting machines

"Where do employees in woodworking and carpentry shops lose most of their time when dividing panels?"

"Where is the most potential to save material, and therefore money?"

"Where do the most frequent errors in the workflows occur?"

To answer these questions, HOMAG has been thinking a lot about manual cutting and nesting. This has given rise to new solutions and further developments that make both processes more convenient and save more material.

New functions for the cutting assistant

Save material, print labels and always have an overview: HOMAG's "Cutting Production Set" makes several challenges of dividing panels on the manual saw disappear. The cutting assistant from HOMAG supports employees on all sliding table saws, vertical panel saws or horizontal panel saws regardless of the type, age and manufacturer of the saw.

And this is how to do it: Start by optimising the cutting patterns using the IntelliDivide web app during the work preparation process. Then simply send the optimal cutting pattern to the app on the tablet - directly to the machine operator on the saw in the workshop. During processing of the cutting pattern, ►



The employee simply sticks the special offcuts label over the narrow surface of the panel. All information, including the QR code, can thus be found on the narrow surface as well as on the front and rear sides of the panel.



The app also supports the cutting of strips. First, the operator divides the panel into single strips. They then cut the individual components from the strips.

the app on the tablet provides visual assistance using a clear overview. After the panels have been divided, the operator can immediately print a label for every part with a click. Every workpiece therefore has all the information needed for the subsequent processing.

Recently, new functions have been added to the cutting assistant to make dividing panels easier and save even more.

Overview of the stock of panels and reuse of offcuts

With the "Cutting Production Set," the user can now easily manage the stock of panels in the warehouse and the location in which they are stored. As soon as a cutting pattern has been transferred to the tablet at the saw, the material required is reserved for the job. Once a job has been processed, the panels used are automatically removed from the stock list. An individual minimum stock level for each panel type informs the operator in good time that material needs to be reordered.

The "Cutting Production Set" now also enables the reuse of offcuts: any offcuts can be labeled easily with just a click and are made available for the next optimisation process. Both the offcuts and available panel material can be clearly seen at any time in the app on the tablet in the workshop and the machine operator always has an overview of their stock of panels.

How does it work?

In the IntelliDivide cutting optimisation, the employee defines an individual dimension that specifies the minimum size from which an offcut created when dividing a panel should then be reused. This offcut is not put in the waste, instead, with a simple click in the app on the tablet in the workshop, it can be re-registered as available material directly on the saw. This material is then included and used for the next job, i.e. for the next optimisation of the cutting patterns. To avoid the machine operator having to search for the part for the next job, the cutting assistant also immediately prints a special offcuts label with all relevant information, such as the designation of the material, the dimensions of the panel and a unique ID including



a QR code. This ensures that the offcut is clearly labeled and easy to find again.

Increased flexibility thanks to strip cutting

The app that provides panel dividing support for manual saws now features an additional option for processing the cutting patterns. The assistant is now able to provide support for anyone who prefers to cut their panels into strips first (rather than straight into single components). First, the operator divides the entire panel into single strips on the saw. They then cut the individual components from the strips. The operator is shown a graphical display of how wide the strips should be sawn and each strip has its own label (ID). If the operator wants to cut a large number of strips and then process them later, the strips can thus be easily identified and they will not get mixed up. This means longer interruptions or continuing work the next day are no longer an issue.

Nesting assistant: Optimisation of material consumption and labeling on nesting CNC machines

The new "Nesting Production Set" brings the advantages of the cutting assistant to the nesting machine too. The nesting assistant helps to automatically calculate nesting patterns. The optimisation software places the individual components in the nest as close to each other as possible. This allows the user to noticeably reduce material consumption and save costs. At the same time, an individual label for each nested part is printed. This ensures that each workpiece has all the information required for the subsequent processing.

The "Nesting Production Set" is the ideal entry level solution for labeling components and is perfect for retrofitting label printing on CNC nesting machines from HOMAG. The user can thus create the basis for integrated processing data in the joinery at the nesting machine.

The production tachometer: Keeping an eye on production with MMR.

Anyone who invests in modern machine technology today wants to unlock the full potential of their production environment.

All images courtesy of HOMAG Group AG

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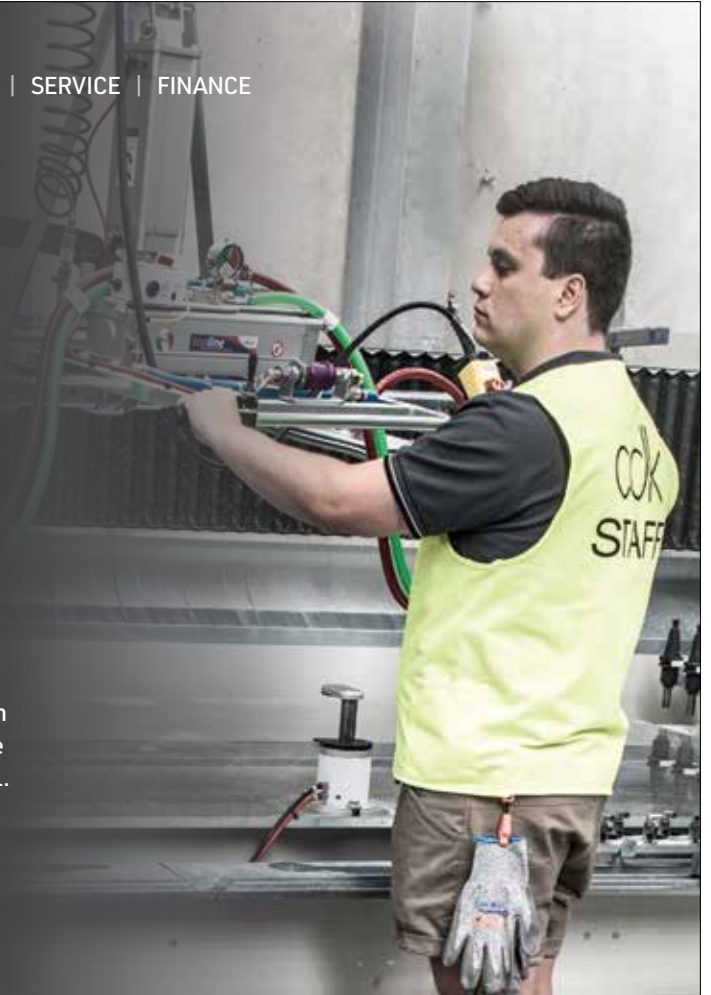
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Manufacturers of furniture, components and prefabricated houses often face the same questions:

"Am I making full use of my production capacity?"

"On what machines is there potential to be more efficient?"

"What measures can be taken to do this?"

To embed different machines in the production sequence in the optimum way, the performance and efficient operation of each individual machine is crucial. This is where MMR Office (Machine Monitoring & Reporting) in the form of an app and software provides an essential overview. Parts, cycles, changeover gaps and much more - MMR Office gives wood processing businesses real data, thus allowing easy analysis of production and the opportunity to become better and more efficient. And the best thing is that MMR Office can also connect old machines and machines from third-party manufacturers.

MMR: The machine connector.

At a time in which delivery deadlines, optimally defined processes and sustainable production are becoming increasingly important in companies, detailed machine data is also gaining in importance. With the right data as a basis, companies can analyse their production quickly and easily, make informed decisions and ensure an efficient production standard for the future.

Older machines and machines not made by HOMAG can be connected to MMR Office easily via OPC-UA and REST interfaces.

MMR Office Software...

...can count parts, stock movements, cuts, panels and much more.

...knows the optimal cycle time for each part (e.g. for throughfeed machines).

...knows necessary handling times in the machine process (e.g. for saws).

...can record automatic setup processes (e.g. for batch size 1).

...saves error messages with text.

...can provide the data from the MMR database via an interface.

The right tool for every job: MMR grows with the user.

The free smartphone app delivered with every new machine gives production managers an overview of production at any



With the analysis options provided by the MMR (Machine Monitoring & Reporting) software, production managers can unlock their machine pool's full performance.

time, even when they're on the move. If they want detailed analyses and to be able to analyse and process data further in the office, they can use MMR Office. It's also possible to select different analysis periods and the number of machines to be connected, meaning every production manager can now find the right solution for their requirements.

MMR Mobile: The production tachometer for the pocket

With the smartphone app, The machine pool is always in the pocket. A glance is enough to show what the machines have achieved over specific periods.

The app displays selected key figures in fixed analysis periods.

It is supplied free of charge with every new machine purchased.

MMR Office Lite: The machine data supplier

Quick and easy to install (access to the database on the machine).

Makes the analyses provided by MMR Office available in work preparation.

Detailed analyses (going back up to 30 days).

Up to three machines can be connected.

MMR Office: The efficiency driver

Copies the data from multiple machines to a separate database in the office.

Can also connect old machines or machines from other manufacturers.

The data in MMR Office can be made available for further analysis.

Detailed analyses (going back up to two years).

Two expansion levels: up to five or up to 20 machines can be connected.

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E-SERVICES for planning and manufacturing AVENTOS

Ease of planning, manufacturing and assembly is just as important as providing quality hardware for customers. That's why Blum has a number of E-SERVICES that support the process so that manufacturers are able to consistently execute designs to the best accuracy and in an efficient manner.

When it comes to installing AVENTOS lift systems, Blum offers a range of E-SERVICES and assembly devices that assist in planning and installing AVENTOS lift systems throughout the home. Here's how Blum's well-conceived package of services help to improve productivity and eliminate production errors.

Planning - Cabinet Configurator

The successor of Blum's DYNAPLAN planning software Cabinet Configurator with integrated Product Configurator, offers an intuitive and useful tool which helps with cabinet planning, product selection, ordering and manufacturing for the AVENTOS range of lift systems. The free online software

allows users to stay up to date 24/7 with market specific fitting information for all Blum products including AVENTOS lift systems without the need of manual updates.

Manufacturing - EASYSTICK for MINIPRESS

Manufacturers can automate the entire manufacturing process for AVENTOS lift systems by using a USB stick to transfer the data from Cabinet Configurator to Blum's EASYSTICK, providing fast and simple machine set-up and perfect results. Once the data is imported to the device, the stops move automatically to the right position for efficient and precise drilling for all AVENTOS applications.

By having drilling points created with EASYSTICK, cabinet makers also save time with the installation of AVENTOS lift systems. By lining up the AVENTOS application with pre-drilled holes or positioning system, there's no on-site measuring or drilling required.

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gabbiani g2 - automatic beam saw



flexstore elr - automatic storage system



morbidelli x200/400 - CNC nesting machine

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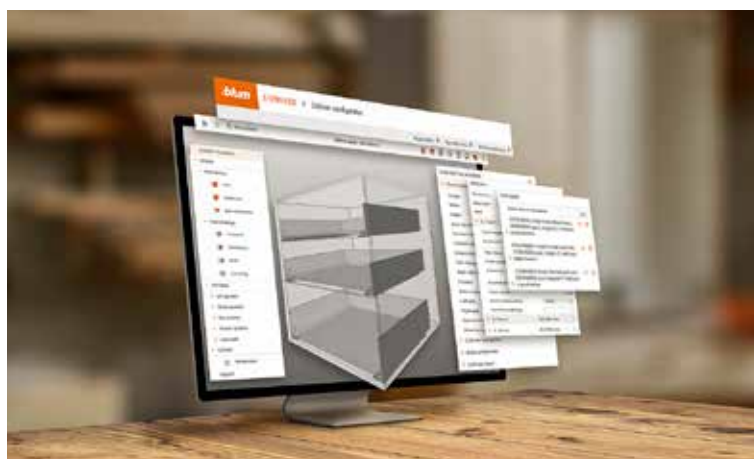
Installation – EASY ASSEMBLY App

When installing AVENTOS lift systems, it's important that the correct adjustments are made on site to ensure the application functions as intended.

The EASY ASSEMBLY App guarantees that all the latest assembly information is at the fingertips, with interactive applications and virtual images to help carry out adjustments to properly balance the weight of the cabinet front.

Blum prides itself on providing support for all cabinet makers and manufacturers from the beginning of every project to completion. Combining Blum's trusted and reliable products, E-SERVICES and assembly devices, cabinet makers and manufacturers can deliver top quality projects more efficiently than ever before, delivering customers the best service and quality furniture that will last a lifetime.

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The 22nd Australian Timber Design Awards

Highlighting use, warmth, strength and versatility of timber

The vision of the Australian Timber Design Awards is to highlight, advertise, advocate, and develop a timber design ethos through the encouragement and showcasing of superlative timber design in a variety of applications. The submissions for the 22nd Australian Timber Design Awards were exceptional, each submission highlights timber in its own way. It is evident from the submissions that architects, engineers, and builders are exploring the use, warmth, strength, and versatility that timber has to offer. The Timber Development Association applauds the tenacity of each project team that has worked under the challenges of COVID restrictions to complete and submit their projects.

Public / Commercial
Buildings - Eric
Tweedale Stadium
by dwp Australia &
Northrop, winner
of Excellence in
Timber Application,
Public / Commercial
Buildings, and winner
of the People's Choice
Award.

The Excellence in Timber Design award was given to dwp Australia & Northrop for Eric Tweedale Stadium.

The use of a mass timber structure in the stadium is a first for glulam timber in Australia, representing an impressive achievement in timber engineering.

The roof structure design was very ambitious; the main cantilever spans 8.5 m over the spectator's seating, 13.7 m beams span over the multipurpose area and a double

cantilevered roof frame at each end of the roof structure. The entire roof slopes west and is supported by 26 240 x 380 mm timber glulam columns.

The warmth and the earthy glow of the timber creates a space welcoming to all communities while connecting to its current sporting application. The stadium is named after Eric Tweedale, the oldest surviving Australian Rugby representative. The stadium includes a 760-seat grandstand with change rooms, multipurpose rooms, first-floor function space, commercial kitchen, and outdoor viewing deck.

Excellence in Timber Applications:

- Residential Class 1 - New Building - Permanent Camping 2 by Casey Brown Architecture.
- Residential Class 1 - Alteration or Addition - Smash Repair House by Matt Elkan Architect.
- Multi-Residential - Adelaide Oval Hotel by Cox Architecture + Carr.
- Public / Commercial Buildings - Eric Tweedale Stadium by dwp Australia & Northrop.
- Interior Fitout - Residential - Divided House by Jackson Clements Burrows.





Divided House by Jackson Clements Burrows, winner of Excellence in Timber Application, Interior Fitout – Residential.



Smash Repair House by Matt Elkan Architect, winner of Excellence in Timber Application, Residential Class 1 - Alteration or Addition.

Above: Permanent Camping 2 by Casey Brown Architecture, winner of Excellence in Timber Application, Residential Class 1 - New Building.



- Interior Fitout - Commercial - F+P Studio by Fitzpatrick + Partners.
- Landscape - Station Street Mall by Site Office.
- Furniture and Joinery - Judith Neilson Institute for Journalism and Ideas by Tzannes.
- Stand Alone Structure - Suspended Remnants - A Funicular Timber Pavilion by Baber, Burry, Chen & Gattas.

Excellence in Timber Products

- Australian Certified Timber - Royd Clan's House by Nadine Samaha - Architect.
- Recycled Timber - Eden Port Welcome Centre by Cox Architecture.
- Timber Veneers - Judith Neilson Institute for Journalism and Ideas by Tzannes.

Merits

- People's Choice - Eric Tweedale Stadium by dwp Australia & Northrop.
- Sustainability - Smash Repair House by Matt Elkan Architect.
- Rising Star - Matt Sansom of Circa Morris-Nunn Chua for Arthur Circus.
- Small Budget - Phoenix Pavilion by Karine Dupre & Pavilion Team.

Winners were announced online at a virtual ceremony hosted by Meryl Hare from HARE + KLEIN.

The TDA extended gratitude to its panel of judges, sponsors and to those who entered projects.

For a complete list of winners and finalists: visit www.timberawards.com.au. ■

Above left: Judith Neilson Institute for Journalism and Ideas by Tzannes, winner of Excellence in Timber Application, Furniture and Joinery.

Left: Royd Clan's House by Nadine Samaha - Architect, winner of Excellence of Timber Products, Australian Certified Timber.





Above: Recycled Timber - Eden Port Welcome Centre by Cox Architecture, winner of Excellence in Timber Products, Recycled Timber.

Left: Matt Sansom of Circa Morris-Nunn Chua, rising star merit award winner for Arthur Circus, Hobart.

New year, new look

Lek Supply, home to kitchen and cabinetry hardware requirements, has started off the year with an exciting new face lift - a brand new and improved website.

Browsing and shopping online has never been easier at Lek Supply with its speedy and user-friendly navigation. "We want to offer our customers a compelling online experience whether you're in the office or on the road. Our aim is to provide our

customers with a great online shopping experience, making it as easy and enjoyable as possible," says General Manager Tina Dao.

Lek Supply is known among builders and cabinet makers as an Australian owned and operated distributor of quality brands such as Hettich, DTC, TensorGrip, HB Fuller, offering products from drawer systems, hinges, handles and more.

The company's customer-centric approach allows registered trade customers the flexibility to access detailed account information, pay online and take advantage of free delivery all conveniently available at the touch of their fingertips.

Head to the website and be immediately greeted with elevated imagery and content. Finding products on the website has tremendously improved with new navigation on both desktop and mobile devices, providing a better online shopping experience. Improved search intelligence allows customers to locate their desired products faster, saving them time. Those who have struggled to order a drawer system online before will want to check out how they've simplified the navigation to purchase the desired design, finish, depth and height in just a few clicks.

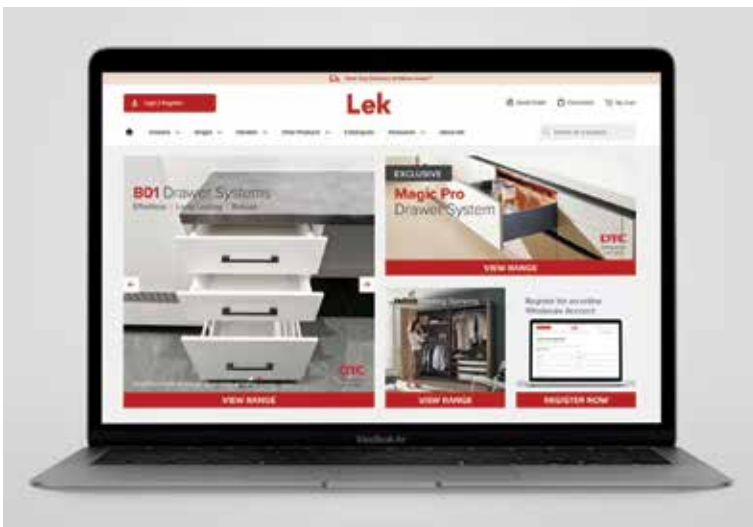
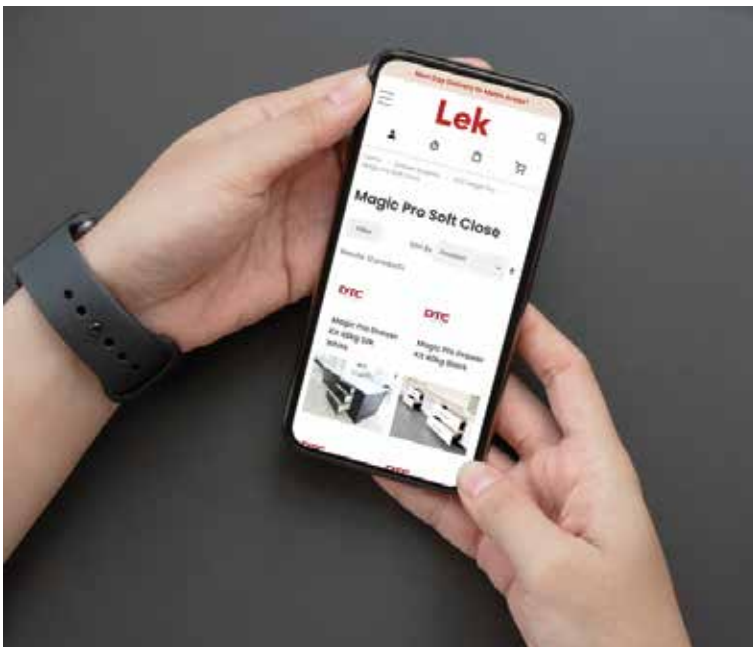
If all of that doesn't make it sound enticing enough to check out, they've also made it hassle-free with the new quick order tool. Easily enter in the item code and quantity and quickly add-to-cart. It's easy as 1,2,3. An order will be on the way and delivered in no time with the speedy delivery service.

Users who are planning their next project and need to leave notes on favourite items, can do just that in the favourites section.

A website that is easy to navigate and shop particularly paired with free delivery just seems too enticing not to check out.

If COVID has taught us all anything, it is that digital transformations are necessary for business growth and it's safe to say the team at Lek Supply is on the right track with their great online customer experience.

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Reach new heights with CAD+T's

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International CAD/CAM and ERP software specialist, CAD+T has launched its first 100% cloud-based ERP software solution, ERP Cloud. The process management software, offers manufacturers of any size a simple and effective way to plan, control and manage its resources effectively, and be always up to date.

An extension of CAD+T's cloud-based configurator software - which acts as an interface between the user, their customers and their production process - ERP Cloud gives control over a company's daily operating processes from any given location. The software is 100% cloud-based, furthermore the high-end option "Enterprise" is available as installation on-premise as well. This means the user can benefit from a central license and data management system that provides a live connection to the supplier's data, including up-to-the-minute price updates and availability. Plus, with automatic data back-up, the newly launched software allows the user to work efficiently from any location with an internet connection and work in real-time with different departments within the business.

Depending on the level of assistance required, three software options are available: Technical, Professional and Enterprise. Each offer varying degrees of automation and can be combined with other software modules to create a tailor-made software solution. From the transfer of parts list from a CAD program and order management system, to price and cost calculations, customisable reports and mobile time recordings, each function has been designed to ensure furniture manufacturers operate effectively and generate maximum yield in all areas of the business.

Martina Schwarz, Managing Director of CAD+T says, "ERP Cloud is the ultimate service solution. The customisable cloud-based management software offers exceptional levels of flexibility and intelligence to help you effectively manage the running of your business. In the wake of COVID, having the ability to work remotely, whilst managing different areas of the business efficiently, continues to benefit businesses hugely and offers huge scope for the furniture production industry."

"For those yet to make the leap to cloud-based software, it's important to stress that there is very little disturbance when upgrading your software with us. Our team run internal usage checks that highlight any existing performance issues before we integrate our software. This allows us to solve any hardware issues before work gets underway, limiting downtime. This

hands-on approach allows us to take care of the everything for you. As long as you have an internet connection on your chosen device, our cloud-based software does the rest."

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by Rob Ditessa

Mauchline - the town that made small wooden boxes for 160 years

MAUCHLINE WARE, the unique Scottish wooden souvenir products first made in the late 18th century, and named after the Ayrshire town in the southwest region of Scotland, where its production was centred, is today an object forgotten to history, but not to connoisseurs, who prize it as highly collectable.

What set Mauchline ware apart was that it was decorated with miniature paintings, pen and ink drawings, and transfers, based on Scottish themes. Different finishes were used, including black lacquer.

By the late 1840s, tartan ware became popular when a machine for 'weaving' tartan designs on paper was invented, and partially replaced the painting and pen and ink drawings. In the 1870s fern ware was introduced. Fern fronds were applied to the wood and their outline traced in dark brown, and varnished after the ferns were removed.

Hundreds of thousands of these wooden souvenirs with a variety of views and themes other than the Scottish ones were made for export to Australia and other British colonies, and even North and South America. After over 160 years, the manufacture of Mauchline ware ceased in 1939.

Snuff boxes were at the centre of Mauchline ware production at the beginning but by the 1870s, many manufacturers closed down because of the tobacco trade. Some historians suggest that the development of the postcard contributed to the decline of Mauchline ware. It was easier to post a card than to cart wooden souvenirs for family and friends. Moreover, the ever-increasing competition of copy-cat manufacturers, contributed to the decline and eventual cessation of Mauchline ware production.

Those that remained in business thrived because they adapted and diversified. They mechanised production, and added new products to their range, such as money boxes, stamp boxes, cigar cases, napkin rings, toys, and a range of needlework and storage boxes for domestic use. Mauchline ware manufacturers even took to making advertising novelties, such as boxes filled with reels of thread, boldly displaying the thread company's logo inside the lid.

The local sycamore tree proved doubly advantageous. Sycamore grew abundantly along the banks of the River Doon, which flows through many villages in Ayrshire, including the birthplace of Robbie Burns (1759-1796), considered Scotland's national poet, who lived nearby Mauchline where he composed

This small tower was opened on the 7th May 1898 to commemorate Robert Burns in his home town of Mauchline.





many of his best loved works. The close connection inspired two Mauchline locals, William and Andrew Smith, to develop their industry defining business, hand-made Scottish souvenir wood products that depicted scenes associated with Burns, of hunting, nature, portraits, and historical scenes. In 1896, the foundation stone of a memorial tower was laid in Mauchline to commemorate the centenary of the death of this national Scottish hero. Opened in 1898, the tower still stands today.

Secondly, as The Scotsman newspaper (29 August 1959) noted, "Sycamore grows to greater perfection in Scotland than anywhere else, is an ideal wood for snuff boxes and other small wood ware. When first cut, it has a clear, white appearance (which turns creamy or yellow with age and exposure), is devoid of un-pleasant smell or taste, very mild, and reasonably free from knots. It works easily and to a smooth finish, particularly suited as a background for the paintings or pen-and-ink drawings, which were applied to early boxes. When cut on the quarter, as it invariably was, and well-seasoned, it shrinks but little and remains remarkably free from warping, so it was also ideal for cutting the famous close-fitting wood hinges, with half the knuckles cut into the back of the box and half into the lid."

Success hung upon a hinge.

The hidden hinge that revolutionised the snuff box was invented by James Sandy, described in the sources as a mechanical genius who was unable to fully exploit his invention because he was bedridden. Charles Stiven, a joiner, took over the job of employing this invention. He set up a wooden hinge snuff box making business in about 1783, incorporating the hidden hinge which would keep the box tightly sealed and the snuff fresh. For a while, he had the monopoly. A snuff box that needed a repair was sent to a gunsmith's where the hinge mechanism was discovered.

By the 1820s, 60 box makers had set up in Scotland, with about 50 of them in Ayrshire villages, Mauchline amongst them.

The Scotsman article described details of the hidden hinge. "After the knuckles were cut and fitted, they were drilled right through and a brass pin inserted. This pin was cut ¼ inch shorter than the box and a sycamore plug 1/8 inch long was inserted at each end, imprisoning and entirely concealing the pin."

The rest, as it is said, is history.



Mauchline W & A Smith's Boxworks

A JOURNALIST from the The Ardrossan & Saltcoats Herald visited the Smith factory in 1891, which was still at the centre of Mauchline ware manufacturing. Some highlights:

The first place we visited was the woodyard, where logs upon the logs of planetree were lying. It would seem as if Messrs Smith had used up all the available planetree that can be procured in Scotland, as they are now, and have been for some time back, importing it from Ireland ... The utmost precaution is observed in getting the best possible quality, the standing rule of the firm is that nothing but the finest material shall be used in the production of any article which bears their name ...

When at rest the Planing Machine looks a very simple affair, but when in motion, the knives making something like 5000 revolutions a minute, it is different. The modus operandi is as follows - a strip of wood is placed between a grooved iron roller, which acts as a feeder, and the iron bench. This roller forces the wood underneath a square iron block, to which are securely bolted - one on each side - two "knives" or plane-irons, each having about 12 inches of sharp edge. It is by means of these knives that the planing is done - revolving of course in an opposite direction from the feeder. When the strip of wood has passed this operation it is as smooth on the surface as any jack and smoothing plane could make it.

The moulding machine is most ingenious. It consists of two upright spindles, to the sides of each of which are attached two "cutters." One makes the small top moulding, the other, of a different shape and set a little lower, makes the "shoulder." The edge of a piece of wood requiring to get such moulding made upon it, is held to the guide.

White-aproned workmen are seated as close to each other as they can with comfort and freedom who look after this are called "fitters" or "cleaners." One of them will take the box in his hand, put it against a very small circular saw - the bench of which can be raised or lowered according to the thickness of the wood requiring sawing - and in ten seconds the box is cut in two - the lid on one side and the bottom half on the other. Another workman picks these halves up, and applies each of them to a special paper wheel until the edges are perfectly smooth and meet without showing the slightest twist or inequality. Other workmen are ready to put on the hinges, the locks, or the snaps. And in a few minutes the box is being taken back to the polishing department, where one of the ladies gives it its finishing touch. ■

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Mauchline: Two enthusiastic collectors

TWO SEASONED collectors tell AWISA how thrilling it was to discover Mauchline ware, about the tactile quality of the wood, how the objects develop a lovely patina, and how they are beautifully worked. Each piece tells a story. There's the story about how it was found, serendipitously perhaps, in an op shop, or in a methodical sweeping search for unnoticed gems in an overseas flea market. And there's the story about the piece, who made it and how, and what it says about the era when it was made. Yes, Nicola and Doody collect Mauchline ware but it's immediately clear that they want to share their knowledge so that everyone can appreciate the results of the labour of these workers and entrepreneurs from a forgotten time in Mauchline, Scotland.

For Doody Taylor, it was the pictures of early Scottish towns, a hallmark of Mauchline ware, and her interest in wooden collectables, that sparked her collector's enthusiasm.

Her collection expanded serendipitously when Doody and her husband, on holiday in Paris in 2013, came across a small antique shop that was having a celebratory sale of Mauchline ware. She needed souvenirs, and



Mauchline ware was made specifically for tourists, Doody quips, admitting to going back several times to purchase more.

Favourites in her collection, an eclectic assortment of items and finishes, include a snuff box with the hidden hinge, wool holder, page turner, tartan ware sewing box, and a pattern ware box with Edinburgh motif. She explains that her collection needs very little care. "I probably give them a polish now and then, and just wipe off the dust. Mauchline pieces never have varnish on the inside of boxes, just the raw wood. The varnish seems to last very well in spite of the age of the items."

On a trip to Scotland, Doody visited Mauchline, eager, and informed by research which revealed amongst other details that in the village's heyday, the population numbered about 1000. "I thought we might see a village, and maybe find some Mauchline ware, but that was not to be," she says. There was very little about the history and nothing left of the workshops.

Nicola Kissane became interested in Mauchline while living in New York when tartan ware became popular, and on account of her own Scottish heritage. Living in a new city was challenging, and finding new places to flossick also meant learning to appreciate different 'treasures', she says.

Her broad collection has been acquired, "anywhere and everywhere. I collect locally as well as when travelling," she says. Amongst her collection is a variety of items of differing finishes including black lacquerware. Favourite pieces include pincushions, a child's powder puff with 'welcome little stranger' transfer on the decorated lid, a thread ball adorned with daffodils, and children's toys. She explains that the transfer ware items were made with layers of shellac and finished with many layers of varnish which were applied over many weeks which created a protective coating.

Nicola explains that as Mauchline ware is very hard to date, pieces that are made to celebrate a specific occasion have an added appeal as being 'dateable', and especially collectable. As for maintaining her collection, she says it is kept out of light, heat, and dust.

Her skilful research and presentation skills have seen her invited to give talks. There's an Australian connection to the Mauchline story, she says. Many early migrants to Australia were Scottish and selling Mauchline ware in Australia probably appealed to them. Some Mauchline manufacturing families, Wilsons, and Smiths, for instance had members come to Australia in the mid-1800s. ■

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30 years of success for Leitz Australia



Founded in 1876 in Oberkochen, Southern Germany, the Leitz Group is a worldwide leading manufacturer of tools for industrial processing of wood, wood derived materials, plastics, compound materials and non-ferrous metals.

The end of the 1970s saw the Leitz family business enter new markets outside Europe, and they continued to expand internationally to guarantee a high level of customer service alongside their products. In 1979 Leitz Brasil was established, with the US subsidiary in 1983 and Leitz Japan in 1988. Leitz Australia was founded on the 31 January 1992 with the opening of the sales office and service centre in Bayswater, Victoria. Leitz now has over 120 service centres across the globe.

The foundation of Leitz Australia occurred at the same time Leitz was spearheading change considerably in the wood machining sector worldwide. In this same year, 1992, Leitz premiered the profile cutterhead-system ProfilCut, and in 1993 Leitz introduced the closed hydro clamping system into furniture production. In 1994 Leitz displayed its dynamism again launching tools embedded with electronic memory chips.

This culture of being at the forefront of change and tool technology was embodied in the new Australian subsidiary, with its success resulting in further expansion across the country and into New Zealand. Two years after the Melbourne office opened, the next servicing centre was opened in Smithfield, NSW, closely followed by Welshpool in Western Australia (now Malaga) and Hillcrest in Queensland. 2011 celebrated the opening of Leitz New Zealand in Penrose.

Over the last 30 years, Leitz Australia has contributed to some great successes not only for Leitz Tooling, but for the woodworking and advanced materials processing industry. Some of these highlights include;

- Success in the Australian market with the Leitz Katana blades developed specifically for the timber milling market, improving customer production speeds and quality throughout the industry.
- 2011 winning the AWTE Gold Star Award.
- Running a saw doctor apprenticeship programme across all states and New Zealand.

- Rolling out a locally made line of router bits using high quality carbide and two Australian made ANCA FX7 machines, proving extremely popular with the Australian market.
- Diamond sharpening service centres in Perth, Brisbane, Sydney and Auckland for quick turnaround for all customers.
- Voltage optimiser and solar panel installation at Melbourne head office for quality power, installation of green cooling systems in Sydney and Brisbane factories (uses 80% less electricity than conventional air-conditioning)

Sam Cyczcelis, Managing Director of Leitz Australia and New Zealand, aims at continuing the growth strategy for the company, as well as increasing Leitz corporate social responsibility over the next few years. This includes the introduction of a carbide and used tool recycling programme, with money raised from material recycling donated to local charities to support the community, as well as initiating green energy strategies across the service centres.

Sam also sees education as one of the most important tools in the Leitz toolbox, with 5 apprenticeship positions across Australia and New Zealand, and advanced training for employees available. Sam says, "When you are number 1 in your industry nationally and internationally, the importance of quality in service and our solutions for customers is paramount. Our vision is to continue to grow, to stay ahead of market demands and be on the forefront of new technologies. Investing in our people and sustainability initiatives is key to achieving this in today's environment, reinforcing Leitz Tooling in its position as a world leader in customer-oriented development of tool systems."

Leitz Australia and New Zealand stands by the company's motto 'Solutions in New Dimensions' and are looking forward to seeing the new dimensions that Leitz Australia and New Zealand lead in the coming years.

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Biesse high dynamics - a symphony in motion

In the nesting of cabinet parts, speed is everything. The more panels produced per shift, the more profit made. The challenge is to increase productivity whilst maintaining reputable quality standard. It's a challenge Biesse has solved with its new High Dynamics technology, available now from Biesse Group Australia.

The new Rover B FT HD nesting machine, now available through the Biesse Group, will significantly increase the number of sheets processed per shift. Biesse Group has worked to deliver the benefits of higher speeds, acceleration/deceleration, and angular speeds (in one word, dynamics) to their customers by re-thinking the nesting process from the ground up. Every aspect of the machine has been considered with the goal of increasing the actual processing speed while strongly maintaining quality and safety. The result is a product Biesse Group claims is the fastest and most productive nesting machine available.

To achieve faster acceleration and deceleration and high lineal and cornering speeds, the key factors include chassis design, weight, vacuum, and power. Biesse Group has considered the entire process in a new and creative way to achieve a cutting solution where every second of movement has been considered to produce a CNC nesting result that saves an enormous amount of time. Biesse has achieved highest and actual linear cutting speeds of 50 metres a minute, high angular interpolations (cornering) movement; and a positioning speed over 170 metres a minute are now possible with Biesse HD.

High cutting speeds place huge demands on every aspect of the machine so Biesse Group started with the chassis, or frame of the machine. To hold even the smallest parts on the edge of the sheet, the vacuum table has been completely re-designed. All vacuum design has been improved to guarantee a smooth, uninterrupted flow of air, exactly like a good dust extraction system. Tests indicate a 30% to 70% better holding of even the smallest parts.

Stability is another important factor that affects the possible cutting speed round the entire panel, as well as the quality of production. To guarantee the highest confidence, Biesse widened the stance of the gantry frame. The rack and pinion, still the best technology for dusty environments, is fitted with bigger and deeper teeth. And Biesse has located the linear guides closer to the rack for higher performance under load. As a one-operator cell the CNC machine can be enclosed in a cabinet and in this case the machine hood can be removed, reducing weight, saving wear and tear, and offering improved visibility and safety for the operator.

To power the High Dynamic cutting solution, Biesse increased the power in the axis drive motors by three times and added a more rigid reduction gearbox. A fast, 12-position tool-change travels with the processing head, further eliminating downtime. An optional 33-position tool change can be mounted at the rear of the machine. The automatically lubricated 42-bit vertical drilling head is now water-cooled, an additional low-cost advantage for continuous production. And finally, at the cutting station, the new design dust hood with shorter bristles and high-tech anti-ejection fabric, is now set to the millimetre for near-perfect dust removal on any thickness sheet and tool length.

Biesse HD is not just a machine, it's a philosophy, a new way of thinking that directly benefits the customer. It's fast, dynamic,





unique, unlike anything seen before. Equipped with the optional twin configuration of two routing spindles and two drilling units, even greater savings can be achieved.

The savings are everywhere

The performance of the new Rover B FT HD nesting machine is measured in milliseconds, but it's as a manufacturing cell with automated infeed and outfeed where the machine really shines. The cell's infeed; CNC machine; and outfeed, and every aspect of work has been optimised for continuous, high-speed processing. After the first sheet has been labelled, the rest of the day's production continues without a break, ensuring equipment delivers the maximum return on investment.

First, the label printer moves with the applicator and after the first sheet, the cell production is continuous. The sheet is aligned with a single stroke on the machine table, saving fifteen seconds per sheet compared to other brands and adding up to twenty minutes of production within the same shift. Finished parts are moved onto the outfeed while the next sheet is loaded at the same time. The very next level is when the cell is integrated to an automatic storage solution like the Winstore and with offloading and sorting of finished components by robot. It's a symphony of motion that never stops.

With high cutting speeds, manufacturing marginality can greatly improve. Past machines have made claims of high speeds but rarely deliver because of the time the tool takes to reach the claimed feed speed. Biesse HD's improved rack and pinion and more powerful drive motors accelerate to reach the claimed top speed of 50 m/min in around 100mm of travel and decelerate in the same distance. But lineal speed is not the only gain through Biesse High Dynamics. Biesse HD technologies will produce sharp, square corners on nested MDF doors a lot faster and guaranteeing the quality for which Biesse is famous for.

On a typical 600mm by 600mm panel the tool achieves 50metres/minute for over 70% of the time. In a test for an Australian kitchen manufacturer, cutting typical cabinet

components from a 3.6 x 1.8m sheet took less than three minutes to process. An unseen benefit is the tool operating with its optimal chip load and lasting longer, especially with superior Australian manufactured board. Biesse HD offers the reality of using one machine instead of two or three, or the possibility of eliminating overtime or weekend work. It is a revelation like no other.

Go faster

There is no better example of technology innovation than Formula One. Frank Williams CBE, of Williams F1 motorsport fame asks of innovation, "Does it make the car go faster?" In the case of CNC nesting with Biesse High Dynamics, the answer is yes. There is no better champion of performance than Enzo Ferrari who says, "The dreams become bigger, much bigger, to build a car that doesn't slow in the curves, that flies without leaving the ground."

Biesse know that to continue as a world leader in performance woodworking machinery, they need to push the design envelope. Biesse Group's latest CNC nesting equipment can be compared to F1 where the design of the chassis; table; drive motors and safety equipment has been optimised to provide the customer with a totally new and re-imagined processing solution, a solution that really flies. Welcome to the world of Biesse High Dynamics.

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Lincoln Sentry adds a sophisticated splash of colour with DecoSplash

Be spoiled for choice with DecoSplash, the innovative aluminium splashback that is turning heads with its exclusive new Chrome Effect finish.

Launched as part of the product's new designer collection, the one-of-a-kind finish offers a seductive series of monochromatic designs from steely-grey forests and moody metallic skylines to quirky animal prints and simple and elegant brushed effects. The Chrome Effect can also be applied to any pattern, image or design to add a touch of metallic sheen and a subtle reflection.

There is plenty more to see from the new design collection which also includes a suite of popular tile designs, a lavish stone and marble collection as well as

a range of patterns, prints and solid on-trend colours.

Designed for kitchens, laundries, bathrooms and beyond, DecoSplash's innovative technology offers a sleek splashback solution that offers high performance, easy installation and endless design opportunities.

DecoSplash is available in large 2mm solid aluminium sheets in a range of standard and custom sizes and is suitable for use behind gas cooktops.

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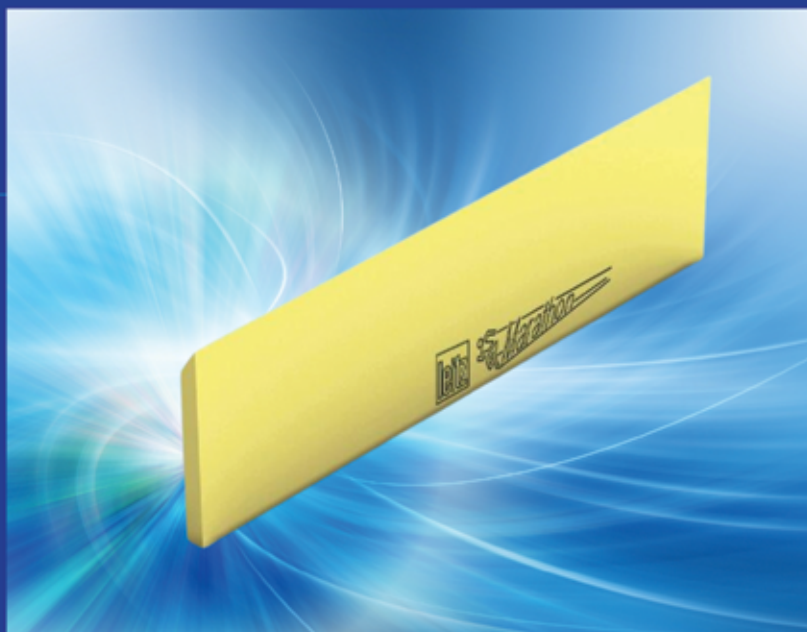
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Wilson & Bradley offers 4 different wire ware ranges with each range featuring a variety of storage solutions including pull-outs, corner units and pantries designed to make the most of available heights and spaces.

Designed to complement Blum's runner systems, the SIGE range of laundry baskets are available in three different sizes and in both single and double compartments making them the perfect addition to any laundry.

Exclusive to Wilson & Bradley, SIGE waste bin solutions feature an advanced product design that seamlessly blends both style and function to deliver a product offer that suits a variety of spaces. Designed with soft close runners these units are available in a variety of bucket sizes and to suit a range of cabinet sizes.

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The cleverest of ideas are often the simplest. Cadro is unquestionably one of them, because the limitless creative options stem from a simple system of aluminium profiles, connecting nodes and accessories. This provides a platform for conjuring highly practical furniture concepts that meet every expectation on quality design that can be customised in any way and tailored to suit any application or segment. The range of design options extends from open to closed furniture items, any of them standing alone or connected to existing elements, and even including wall mounted or floor standing options. The delicate frame system brings minimalism to any furniture design, adding graceful, light and airy appeal.

Endlessly creative and ideal for any situation

This incredible diversity comes from a variety of aluminium profiles in matt black, each designed for 16 mm shelves and 6 mm glass shelves. The Cadro frame system can be customised to suit any need or expectation because it easily combines with some of Hettich's systems. Combined with the versatile AvanTech YOU drawer system, Cadro is the perfect choice for creating highly attractive, open-plan furniture concepts that make it very easy to meet any customer preference in terms of colour, format and material. And if that isn't enough, hinged doors with Sensys or inset and overlay sliding doors with SlideLine M come with a wealth of design options for



closed furniture or for combinations with shelving elements or glazing for display cabinets. Elements can also be mounted on height adjustable feet or castors. The ingeniously designed accessories also include a matching handle and knob pull.

Fast assembly and precision finish

The Cadro frame system is extremely easy to assemble and install too. The aluminium profiles are shortened to any length, with holes being drilled for the threaded studs at a standard distance from the end of the profile. Now all it takes is to insert the connecting node and tighten up the threaded stud. All with a precision finish without unsightly gaps. Cadro assembly aids make assembly fast and easy for a look of perfected craftsmanship.

The Cadro frame system from Hettich creates a new generation of furniture that can be designed in many different ways, coming with clear added value for shop and interior fitters, retailers and end consumers.



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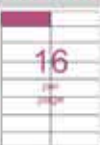
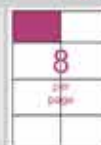
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A long established market leader

Holz-Her was founded in 1914, making the Nürtingen, Germany based company one of the oldest woodworking machinery manufacturers. They haven't wasted a minute of those 100-odd years and are considered one of the most respected and technologically advanced suppliers, especially here in Australia where they enjoy a huge following.

Holz-Her is one of those leading woodworking machinery suppliers whose name comes instantly to mind when thinking about technology and market presence. In 2014 they celebrated 100 years of service, one of the greatest milestones in woodworking machine history. None of their major competitors comes close to their presence in the furniture and cabinet sectors. In 2010 Holz-Her became a member of the Weinig Group, remaining an independent brand in the field of wood-based panel processing.

HOLZ-HER edge banding

Edge banding is arguably the market segment Holz-Her is best renowned for, with a clear majority of sales in this country, and around the world. Since 1969, many pioneering developments have come from Holz-Her, who today remain at the forefront of development of this essential cabinet machine. Holz-Her offer a wide range of machines to suit every enterprise and every manufacturing need. A classic example of continuing development is the new ARTEA machine for the small to medium cabinet manufacturer.

The compact HOLZ-HER ARTEA operates with the same patented glue application nozzle used in larger HOLZ-HER edge banders and guarantees flexibility and exceptional PUR edge banding quality. Small to medium cabinet manufacturers demand reliability and ease of setup and use. The ARTEA

delivers on those necessities with a graphic operator guidance control panel and comes complete with corner rounding and three finishing units.

For a compact machine with a high degree of automation, the AURIGA provides invisible joints with PUR glue for the most demanding architectural projects. Hot air technology has made a lot of noise (actually...a lot of real noise) over recent years but realistically, still cannot be visually separated from the finish produced by HOLZ-HER PUR. The AURIGA is an affordable machine with high-end output and the AURIGA 1308 XL remains one of the HOLZ-HER top selling edge banding solutions at an excellent price/benefit ratio.

The Holz-Her edge bander is one of Australia's most widely installed machine brands for a reason, and those reasons could not be ignored. In most cabinet shops, space is at a premium and so, the compact HOLZ-HER ACCURA series redefines edge banding, needing only 6.5 metres of floor space to satisfy the needs of high-quality artisans and industrial parts producers.

On the HOLZ-HER SPRINT power edge bander, motor-driven adjustable axes are used for the entire machine, allowing users to precisely reproduce any setting at the touch of a button, without opening the machine hood. The SPRINT 1329 power uses Holz-Her's new high-speed servo-axes where the rapid in-feed capability allows what Holz-Her refer to as "set-up in the gap", which makes it possible to run various applications in the machine simultaneously. The HOLZ-HER Glu Jet is a closed system and only the amount of glue needed is melted. There is no glue pot burning and wasting expensive glues, and no loss of adhesive strength other machine brands suffer from when glue is reheated.



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MAGENTIFY WOOD PROCESSING

► HOLZ-HER CNC

HOLZ-HER's first CNC machine was produced in 1993 and readers may remember the cost-effective ECO-MASTER CNC processing centre delivered in a teal-blue and white livery. The latest HOLZ-HER CNC machines are called PRO-MASTER and nowadays, the brand is easily recognised in the distinctive and smart two-tone grey and orange. The next generation of HOLZ-HER CNC solid woodworking is the EPICON Series of 5-axis CNC machines that feature an optimised design of the gantry bridge and machine column to ensure absolute precision and perfectly cut workpieces even with the basic machine model.

While most other suppliers concentrate their development for panel-based cabinetry, HOLZ-HER, as part of the Weinig Group, remain strong in the solid wood sector that is more demanding due to the larger workpieces; more challenging machining operations and wider variety of possible working applications such as furniture, staircases, and joinery. For these reasons, the EPICON series of CNC machining centres is available with a comprehensive range of optional equipment, allowing the EPICON to be optimally configured for all possible applications.

The EPICON series features flexible table concepts, a multifunction machining head, a unique ten-year guarantee on all linear guides and excellent 'Campus' CNC machine control software. A feature of the EPICON series is the solid gantry bridge and machine column that provides the optimum basis for absolutely precise and perfectly milled workpieces to a true working height of 300mm, while at the same time allowing extreme acceleration and milling speeds, something the Australian industry is starting to recognise as the future of CNC machining.

HOLZ-HER panel cutting

While the nesting of cabinet parts is a major part of the Australian cabinet manufacturing industry, there are still major benefits to be gained from cutting sheets in 'book' form on an automatic

panel (beam) saw. It is still the main form of panel cutting in Europe where extremely high volumes are required. Enter the TECTRA pressure beam saw from HOLZ-HER. The TECTRA cuts panels in packs up to 95mm in height in a continuous cycle starting with order input from CAD; optimisation of sheets, followed by either the starting of the optimised order, or the rapid implementation of manually entered single or multiple cuts.

In tune with modern computer graphic interface, TECTRA allows the operator to keep a visual overview of the machine processes with 3D real-time graphics delivered on an intelligent display. Even the clamping system is also intelligent, with only the necessary clamps used during panel cutting. Cutting panels on any machine can leave useable material that is often disposed of. HOLZ-HER can supply 'MultiStore' storage software to keep any remnants firmly under control. Users save a significant amount of material and no longer need to carry out time-consuming searches for remnants. Using the mobile 'MultiScan' hand-held scanner, simply scan the bar code of the panel and see immediately on the display whether this part is available or if it has already been reserved for another order.

Class leading technologies

With over 100 years of know-how, HOLZ-HER continues to develop class-leading technologies that deliver real advantages to the user. For example, while other suppliers were chasing hot air edge banding, HOLZ-HER evaluated the technology and finding weaknesses in heat up time, glue change, cleaning, noise, and an excessive use of compressed air, developed LTRONIC for 'laser' edge banding that is regarded as a pioneer in terms of energy efficiency. It takes real confidence to go your own way, and HOLZ-HER leads the pack in innovation that directly benefits the end user, whatever their product may be.

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Platinum Quartz added to the Nover Platinum sink range



Nover is pleased to announce an addition to the Platinum sink range - Platinum Quartz, a selection of elegant yet functional European-made Quartz sinks.

Manufactured with durability in mind, these high strength, practical sinks are resistant to impact, heat and stains. The sinks are LGA (safety and quality) tested to ensure an antibacterial, non-porous, odour-free surface.

The Platinum Quartz sinks are manufactured from 80% natural quartz, while the remaining 20% of the mixture consists of high quality resins, ensuring heat resistance, shock resistance, resistance to chemicals and antibacterial protection.

To further enhance the Platinum Quartz sink, solid timber cutting

boards are available to be purchased separately in both 400mm x 300mm and 440mm x 300mm, depending on the chosen sink size.

Introduced in 2001, Platinum is now a well-established brand of quality sinks and mixers sourced specifically for Nover's customers to ensure they are stylish and suit modern lifestyles and needs – while also being effortlessly functional and representing outstanding value for money.

All Platinum products come complete with an Australian-based manufacturer's warranty for complete peace of mind.

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SCM presents “Stefani X”

SCM's new industrial edgebanding machine has been designed to offer top-quality machining on any kind of panel and material, to fully meet the needs of a connected and integrated digital factory. It is yet another high-tech new entry from SCM to satisfy the latest trends in furniture and design in terms of flexible and 4.0 production.

The new “stefani x” industrial edgebanding machine has everything it takes to win over the market. Each detail has been designed to offer an extremely innovative solution and in line with the industry's more complex demands: from the machine's structure to the digital and electronic control systems; from the machining units with power assisted movement to the latest gluing devices, for an even faster, more efficient glue change.

The result is a highly configurable, customised edgebanding machine, designed to reliably work several shifts and capable of providing top-quality machining, both in the stand-alone version and in integrated cells or lines.

One other important advantage is its ability to achieve maximum quality standards easily and without interruption, even on the most delicate, state-of-the-art materials, thanks to SCM's new electronic touch systems.

Furthermore, in an attempt to meet the increasingly more widespread demands for flexible, connected and integrated production, “stefani x” offers an exclusive digital control system that means it can operate in perfect synergy with other technologies and IT systems as well as MES management used in the factory.

The end of compromise in productivity

SCM's new industrial edgebanding machine can machine panels at a speed of up to 30 m/min during several shifts per day. All this, thanks to top-of-the-range units and a new, highly rigid mechanical structure. It also has new dynamic units, custom-designed to further increase performance and to include additional high-end functions if requested.



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Highly flexible even when changing the glue

Another significant new feature of "stefani x" is the gluing unit which, thanks to the unique "glue switch" solution, allows for a just in time change of colour and glue type, thus achieving even more flexible, efficient production. The 'secret' lies in the fact that there are simultaneously two glue tanks which, during machining, can be interchanged using the type and colour of glue requested by the work program. The glue tank can also be replaced or maintenance work carried out on it without having to stop the edgbanding machine.

Top quality even on the most delicate edges

The new "stefani x" offers top-quality gluing no matter what type of edge there is. Indeed, the intensity of the first pressure roller can be automatically adjusted by the edgbanding machine's control system. Furthermore, the edge can be replaced without any distance limit between the panels thanks to the new automatic edge change device with 2 and 6 rolls and with a roller change system that allows for a reduced interspacing of 350 mm.

New range of high-end electronic units

The new "stefani x" electronic units are designed to meet two objectives that are key to the market: ease of use even for more complex machining on delicate, "trending" materials, thanks to an automatic, flexible set-up, as well as repeatability, quality and accurate production processes, thanks to the electronic touch.

1. T-SE 1000 Servo and Y-SE 1200 Servo end trimming units

For constant precision when cutting, irrespective of the amount and kind of panels machined, to optimise machining work even on the most delicate panels, automatically control adjustments and correct any machining errors on the spot.

2. Round 2 Servo rounding unit

To ensure top quality machining on any profile and

optimise the processes even on three different edge thicknesses.

3. RC-E Multileaf glue scraping unit

Ideal for machining panels with film, thanks to the automatic tool adjustment for any film thicknesses.

"This new edgbanding machine is a further advancement to accompany and support designer furniture businesses in optimising their production processes together with the technological innovation and know-how acquired by SCM in the edgbanding sector over a period of seventy years," highlights SCM's Edgbanding Business Manager, Fabio Cernoia.

"The new "stefani x" is proof that an edgbanding machine needs to be much more than a machine. In fact, it needs to be an all-round technological project that is highly configurable and versatile, where it is the quantitative and qualitative composition of the units that make a difference to the panel machining process."

SCM GROUP AUSTRALIA.

Phone 1300 422 238

www.scmgroupaustralia.com.au



The next generation of Concelo bins launches in 2022

Top mount



The Concelo range by Hideaway Bins is recognised as one of the best hidden storage solutions on the market and was chosen by an international panel as winner of the prestigious Red Dot Award. This award is granted in honour of innovation and pushing the boundaries of design, which is one of the core values at Hideaway.

True to its values Hideaway has continued to explore what's possible and is proud to be extending the range as well as making continued advancements to what was already an award-winning bin range.

Concelo for 350mm wide cabinets is available now for both kitchen and laundry

2022 sees the most significant expansion of the Concelo Bin range since its original launch in 2018. Four new models with colour options have been added, all fitting into the popular 350mm cabinet space. 350mm wide Concelo is now available in the waste bin range as a 2 x 13 litre bucket, 2 x 16 litre or 1 x 35 litre.

What's great is the 2 x 13 litre model has been designed so two units can be installed in a standard carcass height providing a four-bin recycling solution. The 2 x 16 litre model allows designers the option of either a 2/3 or 1/3 or 60/40 split in drawers to match design preference. 350mm wide Concelo is also available in the laundry range as a 1 x 35 litre hamper, making it ideal for apartment living or small laundries.

New design changes to the full Concelo Bin range

With the large expansion of the range above, Hideaway has introduced the following subtle but significant improvements to the Concelo platform. These all centre around the body design and have come about from working closely with customers.

Two kinds of installation methodology

1. Standard side mounting

The Concelo range will now use the System 32 compatible drilling pattern to mount to the sides of the cabinet using 8

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high strength Euro screws. All installs will be based on standard cabinet widths using 16mm board.

2. True top mounting

Over the years Hideaway Bins have had one clear point of difference and this was the ability to mount bin systems to the top plate of a cabinet. This feature allows Hideaway Bins to be installed in cabinets in a variety of situations. Concelo can also do this.

Concelo waste bins can be mounted to the top plate of cabinets using the new CRBTM brackets. These can be purchased as an optional kit should this mounting flexibility be required. They are made from 5mm thick steel, and they slot into the body of the bin unit and are bolted securely in place to provide impressive strength and rigidity.

Ideal for retro fit situations where Concelo can be fitted into over width cabinets, without the need for custom side packers.

This also allows mounting under fixed shelves, which can suit installations under a sink, under a drawer or when two Concelo units are stacked on top of each other in a cabinet.

Concelo can also be installed in unusual situations where side mounting is only possible on one side.

As a business Hideaway is incredibly proud of the Concelo range, and will continue to push the boundaries of design to ensure homeowners are always provided with a product they will enjoy using, as well as trade customers with a product they can place their trust in.

Concelo is available from Nover, Häfele and Galvin Hardware or visit hideawaybins.com.au/concelo

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What return to expect from an ERP investment?

How to calculate (and maximise) the ROI of ERP

There's no denying that Enterprise Resource Planning (ERP) software is an investment. Manufacturers and cabinetmakers looking to implement an ERP are smart to weigh up the cost against the potential benefits.

This guide will briefly outline the return on investment (ROI) you can expect from implementing a fit-for-purpose manufacturing ERP.

What is an ERP?

ERP software brings all your planning and design, operational, financial, personnel and sales data into a simplified system.

ERP software provides a centralised source of truth rather than connecting different software platforms like some kind of Frankenstein's monster of management.

All your information is in one place. Data automatically syncs across your operation in real-time, so different teams work from the same page. And most importantly, management gets the tools to make better business decisions.

How much does a manufacturing ERP cost?

Manufacturing ERPs range from a few hundred dollars a month to a few hundred thousand dollars over several years.

The cost depends on your organisation's size, complexity, and requirements, plus ongoing support, hosting, features, custom developments and more.

The easiest way to understand how much an ERP will cost is to source quotes from providers.

ERP returns for Australian manufacturers

Benefits come in many forms. Of course, higher profits and lower costs are two of the most notable bottom-line benefits. But it's important to factor in the range of returns, both tangible and intangible when projecting the long-term ROI of ERP.

Cost savings

- Eliminate unnecessary overtime pay
- Optimise production processes
- Reduce downtime
- Estimate costs more accurately
- Manage cashflow
- Reduced waste (time, materials and money)

Identify production bottlenecks

- Streamline ordering
- Simplify back-office processes
- Implement continuous improvement processes
- Embrace Lean or Agile processing
- Total transparency over your business

Increased productivity

- Track jobs in real-time
- Optimise resource capacity
- Schedule jobs more efficiently
- Better collaboration between teams
- Continuous improvement yields ongoing benefits
- Better production and financial tracking

Win more business

- Mature lead management
- Improved customer and supplier relationships
- Shorter delivery timelines
- More accurate production
- Fewer mistakes and mix-ups

How to calculate the ROI of ERP

Putting a dollar value on ROI is tricky with all those benefits in the mix. So it may help to divide the benefits in three ways:

1. Financial

Estimating the financial returns of implementing an ERP software is relatively straightforward.

Add up the expected returns, e.g. increased profits, eliminated overtime, higher productivity

Subtract the expected costs, including direct costs and an allowance for training your team

This will give you a baseline figure to work with. But remember, this is likely a short-term figure and not the complete picture. ►



► 2. Operational

Implementing an ERP improves productivity across your operation. Whether you're a sole trader, small business or multi-site manufacturer, operational ROI continues to build over time.

Estimating this figure involves financial forecasting. Work with your ERP provider and accountant to understand the potential upsides, then create scenarios that project those returns into the future.

3. Management

With the total transparency of an end-to-end manufacturing ERP like Jobman, management can access insights, trends and forecasts to make strategic decisions more confidently:

- Targeting high-potential customers
- Offering a new service or product
- Focusing on high-profit services
- Investing in new equipment or training

- Expanding capability
- Hiring new people

ERP software enables businesses to break through the ceiling and grow sustainably. While it's tricky to put a figure on that growth, a business coach or consultant might be able to offer a range.

Many happy returns from Jobman

As a leading ERP for manufacturers, cabinetmakers and carpenters, Jobman delivers real returns for hundreds of businesses in Australia, New Zealand and Europe.

Jobman is projecting big things for users. Contact Jobman for a consultation to see how Jobman can support sustainable long-term business growth.

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VIEW RANGE

New lighting products from Titus Tekform

Titus Tekform has introduced four additions to the Stefano Orlati LED lighting range. The new range includes an elegant pendant and subtle light strips that emphasise thoughtful design and the importance of lighting placement. Highlights of the range include the modular pendant lighting kit and the rechargeable lithium Luna light.

The new pendant lighting kit fits 3 LED strips for maximum brightness and suspends lighting in a single source. The linear profile offers a sleek finish.



Create a completely custom light fixture with this pendant's unique made to measure capabilities and the tailored Stefano Orlati MTM service. With the options of creating T-joints, right angled joints as well as straight joining profiles, users can modulate the pendant into sophisticated and intricate designs. The aluminium profile provides heat sink for high powered LEDs and can be suspended from ceilings, wall mounted, or under-cabinet mounted. Install the opaque transusers for an ambient diffused glow.


The new Luna lithium light fixture has a minimalist design and is finished in premium brushed aluminium for an ultra-thin aesthetic. This wireless smart light can be attached to any smooth, clean surface like kitchen cabinets, wardrobe shelving, hallway or bathroom closets or any dark corners.


The Luna lithium lights offer no-touch motion sensing, which helps to ensure users are always safe and able to see when navigating through the home. This smart LED light is equipped with both motion and night sensors in order to maximise its energy efficiency.

The Luna lithium light automatically adjusts brightness to suit the ambient environment, so it won't turn on when the area is already well-lit, especially during the daytime. The light will turn on when detecting movement and turn off when no motion is detected in 15 seconds. Users never have to worry about turning off the lights.

A simple touch controls the Luna lithium light settings and






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Front battery change




Chrome effect finishes



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makes operation simple and smart. Tap once to turn on or off, touch and hold for adjusting to a desired brightness.

Equipped with a rechargeable lithium battery, simply eject the detachable battery by easy magnetic connection and recharge it via USB before reconnecting. Luna lights use a magnetic or adhesive backing for true wireless installation.

Completing the range are the flexible 8mm COB (chip on board) lighting strips and a 5-in1 controller compatible with Alexa and Google Home smart devices for an upgraded lighting integration.

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Winchester Interiors wins the ACFA AWISA Cabinetmaker of the Year Award

ONE OF THE premier awards at the Australian Cabinet & Furniture Association (ACFA) Awards is the Cabinetmaker of the Year Award sponsored by AWISA. More details of all the awards start on page 6 of this magazine.

The Cabinetmaker of the Year Award is judged from the winners of the various Best Kitchen categories both new builds and

renovations, the Best Bathroom categories both new build and renovations, and the Best Commercial, Best Alfresco and Best Laundry categories. The submissions are judged on design, functionality, and innovation, including interpretation of the client brief, workmanship and craftsmanship.

Winchester Interiors also won ACFA's Best Kitchen - New Build - over \$80,000 category, sponsored by Häfele. The entry was praised by the judges who said that "The joinery in this entry is amazing. The attention to detail and level of joinery skills set this apart."

The entry for the Best Kitchen Award was made by Winchester Interiors in conjunction with Steve Cordony, well-known stylist and Belle magazine editor. His property is located in Orange NSW. Steve approached Winchester Interiors with a base plan and a unique vision with the need to refine the detailing through prototyping and planning which is where Winchester stepped up to the mark and assisted in the final moulding of the detail.

The unique concept combines a main kitchen which connects through to a butler's pantry/laundry/mudroom. Not an easy scope to achieve but with the combined effort of Steve and Winchester the result is a classic old English kitchen with timeless details and a class above the rest. ■



Metalla hinges by Häfele

Häfele Metalla 310 is the comfortable all-rounder hinge with certified quality.

Introducing the Metalla 310 hinge, developed and backed by Häfele in standard self-closing and soft close (integrated in the hinge arm) meets the growing market demand for a high-quality hinge program with significant cost savings.

Tested to 40,000 cycles and 48 hours corrosion resistance to meet EN 15570 Level 2 LGA quality certification requirements, the Metalla 310 is a proven work horse around the world.

Metalla 310 is available in the three common hinge cup drillings (45mm, 48mm and 52mm) for automatic insertion

via pre-mounted nylon dowels or quick mount via expanding dowels. Combine this with hinge mount plates for screw on, pre-fitted euro screws or expanding dowels and a full range of opening angles and door applications, the Metalla 310 has things covered.

For more information or a product demonstration don't hesitate to contact Häfele representatives.

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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 is planned to take place in Sydney in July 2024 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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