

AWISA THE MAGAZINE

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



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AWISA THE MAGAZINE

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Plus other industry and product news.

DEAR READER,

It's always a temptation to write a 'year in review' type editorial in the last edition of the year, a temptation I normally avoid. But with a lurking negativity creeping into some business conversations it may pay to consider how fortunate we are in Australia compared with other countries.

On the morning I'm writing this editorial the Sydney Morning Herald has an excellent article by Jessica Irvine, one of the paper's senior economics writers. Without going into the detail of the article it carries the subheading: "Despite higher rates, the economy is chugging along and jobless rates remain low. Life is returning to normal." The article finishes with the following paragraph: "Who knows what 2023 will bring? But as we begin to close out 2022, just remember: things could have turned out a lot worse."

Nearly every reader of this magazine benefits from strong building activity and renovation activity. Think long term not short term. Read the HIA article on page 20 that talks about the ongoing strength of the renovations market and consider the long-term demand for new housing.

AWISA hopes you enjoy our range of articles in this issue. We always try and feature some bespoke woodworkers and continue to do so in this edition. Read five articles about software systems that are available for a wide variety of tasks in the woodworking industry from design to planning and business management. The previous issue discussed the return of exhibitions in the industry, and three are featured in this issue. The bathroom fair in Milan, a major machinery manufacturer's in-house show, plus another European manufacturer's involvement in Xylexpo in Italy. The festive season is upon - please enjoy your time away from the office and/or factory.

Geoff Holland
General Manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER: Signature lighting integrates both elegantly and easily in the latest drawer systems.

Photo courtesy of Hettich Australia.

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Furniture making: a way of life

DARREN OATES found his way into woodwork while doing a couple of part-time courses at Terry Gleeson's School of Woodwork (Dural, NSW) after completing twenty years' service in the Royal Australian Air Force. He tells AWISA Magazine, "It was after the time I spent with Terry that I knew that I wanted to make furniture-making my way of life. This is what led me to Sturt School for Wood in Mittagong (NSW). Sturt brought out the designer in me. I was selling my completed pieces in the adjoining gallery, so by the time of graduation I had sold enough pieces to completely pay for my full year of tuition. This also gave me experience in selling through a gallery, which helped me approach other galleries after leaving Sturt."

It was at Sturt that Darren learned and developed what has become his signature style of using bent timber and lamination. Remembering how he was captivated by using curves as a major design factor, he explains, "The main reason I use curved laminations is the predictability of spring-back once the cured piece is taken off the form. You could make my pieces by steam-bending, but along with the variations in spring-back, there is the drying of the timber once it has been steamed and bent, and I have seen steam-bent timber open up over time. This of course would be disastrous once a piece is in a client's house."

Concerned as much in design as in function, he stresses they are not contradictory. Form and function have to go hand in hand. A piece has to look beautiful but also be used by its purchaser, he stresses. "If you look at the lines of my furniture mostly the curves are quite subtle with few interconnecting lines to confuse the viewer. I don't use stretchers to tie the legs together preferring to design leg joinery that does not require these to keep the clean lines of my pieces. I also don't want to go to the opposite end and design and make a table with four straight legs and a rectangle top that looks like it has been purchased from an upmarket furniture store."

When it comes to bespoke work, Darren says usually people come to him after seeing his work and therefore they are familiar with his type of work. "As a designer I don't make other people's designs. I have been asked to do this on several occasions during the years, but I have to say that 99% of enquires are about pieces to be made in my style. Of these 75% would be just people wanting one of my production pieces, but usually in a timber to suit their décor and maybe a slight change in dimensions."

The work Darren makes falls equally between commission work and spec pieces.

He muses that to say he does things simply is a bit of an understatement. Once he has an idea of what a client wants and he decides how far he is prepared to stray from his typical work, Darren sketches a technical drawing of the proposed piece using Microsoft Paint, showing a front, top, and side view, and the suggested timbers. He and the client discuss changes until they reach a happy medium. Darren does use not CAD or Sketchup.

"This usually means that commission work takes quite a bit longer to complete than spec pieces. In the past I have had extremely stressful commissions as a lot of my work involves figuring out how to go about making a piece that usually has a lot of curved elements in it. Over the years I have learnt to design to my known ability, rather than going all out designing a piece, and then sitting down and think how on earth am I going to be able to build this."

Spec furniture is totally different, he says. "I find it hugely rewarding when you discover how much a piece is admired by the public and is then purchased in large numbers. My signature Parabolae Hall Table has now sold over a hundred and fifty pieces. There is the chance that you can design a limited production piece that flops sales-wise, but thankfully I have yet to experience this. There is quite a lot of research and development that goes into spec work in the beginning of a new design. A lot of jigs and templates have to be made to shorten the build time, and ensure each element is made to exact dimensions. This R&D time will easily pay off down the track if you do in fact design a piece that sells in high numbers."

Because he can work with pretty much any timber, his favourites come down to what he likes best aesthetically, which is mostly Australian timbers. "I love Northern Silky Oak, Silver Ash, Mackay Cedar, Tasmanian Black Heart Sassafras, Queensland Walnut, and Jarrah, to name a few. A foreign I have worked with a lot and love is Camphor Laurel, and my customers love it too. The huge majority of my timber is sourced from Boutique Timbers in Rollands Plains in New South Wales. These are all reclaimed trees that have had to come down for other reasons than obtaining timber. These are collected from around Australia and milled on their property. This has been a selling point for my furniture in the past, as it is seen as a very responsible way to use a product that may have just been burnt





► to a cinder, and a lot of species I have used in the past can't be purchased through mainstream timber yards."

In the workshop, Darren lists a Felder panel saw, 24" Hafco bandsaw, 14" bandsaw, a Hafco twin drum sander, a Griggio 20" jointer and planer, 24" Leda thicknesser, and a few smaller machines such as edge sanders, disc sanders, drill press and mortise. These are all hooked up to a 10HP Cyclone dust extraction system, he says, and adds he does all the finishing in an open-faced spray booth, and that he does most of the joinery with Festool Domino.

Amongst his tools, there are some original ones he used when he first started making furniture, including his Stanley hand plane. He says, "They do occasionally get used as there are still some tasks I need to do that are quicker being done by a hand plane. My No.6 Stanley would be my favourite as I purchased it from an antique store as a requirement for Sturt, and easily spent a day or two fettling it. I still use it today."

Says Darren "I strongly believe in the mortice and tenon joint and dovetail joinery. I don't hand cut any of these now. I stopped doing this around ten years ago, once I realised I could achieve the same result using machines and jigs. My clients are purchasing my furniture for its design. There are many traditional woodworkers out there who are happy to spend countless hours using hand tools to achieve these joints and people will purchase their furniture for this reason. I have just chosen to take a different route."

Darren works with an eye to the future, and for that he etches his name, date and place of making, on each piece of furniture he crafts. In his generous - and thoughtful - conversation, he says it gives him great satisfaction to know that long after he is gone, there will be over one thousand pieces bearing his name. He adds, "One of my aims was to have my signature piece, my Parabolae Hall Table become an icon of Australian furniture.

This will only happen if several hundreds of these are made, so I have always strived to ensure there are always examples of these in the various galleries that I sell through, and that I have a number in stock here for the public to buy direct."

The same considerations about mortality spurs him to share his hard-earned knowledge. He teaches each year at the Sturt School, and he is more than happy to pass on his techniques in person, or on YouTube, or Instagram.

"I love getting really creative with timber and hopefully this shows in my sculptures," says Darren. This suggests that he is spurred on sometimes to break free from the everyday work. "I use steam-bending and bent lamination techniques to make my sculptures. It can be quite hard to break into the art market as a woodworker but my sculptures have allowed me to do this in a small way." ■





Working with a client

"This is a dining table I designed and made for a client in Lavender Bay on Sydney Harbour. The timber was supplied to me by the client, from trees felled on his property in Mt Wilson in the Blue Mountains west of Sydney. He knew of my work so had a fair idea of what to expect.

This design was achieved partly from his rough sketch and from me sitting down and figuring out what was going to work and look good using these beautiful timbers. The table had to be to an exact height as the door to his 150-year-old house was quite narrow. On delivery day we even had to remove the door handle to get this through on its side with four people. If he had not given me the exact dimensions of his door opening, we may have not been able to complete delivery, so I really had to work closely with the client on pretty much every aspect of this table."



NZ Master Joiners Annual Excellence Awards 2022

A FULL HOUSE of joinery good sorts, supporters, suppliers, talented people and highflyers attended a gala dinner to celebrate excellence at the Omaka Aviation Heritage Centre located in picturesque Blenheim providing a dramatic setting amongst the creative exhibits of WW1 and WW2 aircraft.

Thirty-two awards were presented recognising apprentices, member companies, and individuals for projects and contributions across a variety of categories.

The Master Joiner apprentice awards are open to all New Zealand apprentices. Some impressive projects were presented which demonstrates the level of confidence employers have in their mentees. Winning entries included designer kitchen (Daniel McWilliams), timber bench with waterfall end (James Harrison), and a set of corner meeting stacking timber sliding doors. Jones Iosefo picked up the award for the highest judged entry with the timber sliders and his employers McNaughton Windows and Doors were presented with the Gordon Caulfield trophy recognising that achievement. The most promising apprentice is selected from nominations submitted by training providers and awarded the Ernie Jelinek trophy. The 2022 recipient being Oliver Austin.

Use of timber continues as trend with both solid and veneer work prevalent amongst many winning entries. Oak, Kauri, and

Rosewood were all on display. NZ Native made a cameo with a creative light box in Matai. Another theme was restoration with several projects incorporating reuse or replication of heritage components.

There were some stand out entrants who picked up multiple awards demonstrating a dedication to not only producing impressive work but to sharing their excellence with their teams and peers. Reilly Joinery, Well Hung Joinery, CT Joinery, Cube Dentro, and Cutting Innovations were all recognised more than once.

Along with the technical and creative categories a new award was presented. Nominations were submitted for the member company who demonstrated Outstanding Culture in Joinery. Criteria are based around teamwork, inclusiveness, collaboration, and community. The inaugural winners are Nazareth Joinery. There is a nice connection with this member being one who benefitted had from support provided by Myles Sellers whom the award is named as a memorial to. Myles was also posthumously recognised as recipient of the Owen Wright award for his contribution to industry. Two other special individuals received acknowledgement with Life Membership bestowed upon Mark Pickford and Rhys Powell.

The Best Kitchen and Best Kitchen Design categories always attract a high number of quality entries. This year they were won by the same entry. Cube Dentro submitted Viva La Villa described by the judges as a wonderfully constructed masterpiece, a great example of the importance of a good relationship between joiner and designer.

In recent years the supreme award has often gone to staircase projects so the entries into this category always attract special interest. This year it was one out of the box. A spiral stair with elegant detail including balustrade panels and handrails in American Oak draws out the very best of what the joinery craft is. The project named "Inspired by Nature" was a clear winner of the Stairs category. Cutting Innovations had picked up an earlier award for Best Fitment with another piece of curved Oak work. The Auckland based company defined excellence and no one would have been surprised when they were announced as the Supreme Award winners.

A full list of winning entries and photos are available for viewing at www.masterjoiners.nz ■



A high-quality photograph of a modern kitchen cabinet with a light wood grain finish. The cabinet features several drawers with thin, straight sides. Three drawers are pulled out, revealing their interiors. The top drawer contains a silver tray with compartments holding a honey dipper and small orange containers. The middle drawer holds a stack of blue and red ceramic bowls. The bottom drawer contains glass jars with wooden lids, filled with various kitchen items like pasta and grains. On the black countertop above the drawers, there are cherry tomatoes, a bottle of olive oil, and a small cake on a plate. The Häfele logo is in the top right corner.

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SCAN ME

by Rob Ditessa

WA sculptor Tony Davis wins Aqualand award at Sculpture by the Sea Bondi 2022

A STRIKING pyramid-like structure that is made of Jarrah and Corten steel, measures 760 x 310 x 115 cm, fixed to a four-ton concrete footing, has won the prestigious Aqualand Sculpture Award this year. Western Australian sculptor, Tony Davis, calls his winning work 'Folly Interstice'. The art world keenly anticipates the Aqualand award made at the annual Sculpture by the Sea. This is an exhibition of sculptures in the open at Bondi's famed coastline that about one-half million people visit.

The award announcement was made at press time for this edition, but Tony took time out immediately on his arrival back in Perth to tell AWISA Magazine about making 'Folly Interstice', that he describes as a challenging work because of its symmetry. "It was essential that I use very stable and evenly air-dried timber from the one source to avoid any potential distortion of

its formal shape. Seasonal change in the wood will see it vary in total height by anything up to 50 millimetres. These are the sorts of issues that must be considered whenever timber and steel, in this case the joiner plates, are used in context with each other. The work was also difficult to transport because of its shallow depth and it needed special packaging into a container to freight to Bondi. But it was worth the effort. Its location in Marks Park, overlooking the ocean, could not be better."

'Folly Interstice' is constructed in four parts, each approximately two metres high. He likes to work in sections that fit together seamlessly but also in order to manage with the limitations of his studio space, and small hi-ab truck. Sections make for easier transportation, especially in a container. The lower three sections are made from two tons of Jarrah timber, air dried for about seven years, in lumber sizes of 120 x 75 millimetres.

Tony explains, "This was dressed, planed and thickened, top and bottom only, leaving the outer edges raw from milling. The timber was hard laminated, within an angle steel template, with Titebond 111 Glue and galvanised head bugle screws"

"A steel RHS subframe, and steel joiner plates rebated and joined to the uppermost and lower layers of each section, facilitated bolting the work together from the inside. The uppermost section is fabricated Corten steel."

"I did some shaping with chainsaws and ArborTech to the outside only, mainly for texture and tactile appeal rather than a polished look. I had made a conscious decision earlier to keep the work textural and earthy."

"Finally, the work was oiled with three coats of Colourguard for dark timbers. This is a West Australian product with UV protection and a brilliant rejuvenating oil, which I have found from many years of use, preserves and retains that rich Jarrah colour that goes so well with Corten steel."

His sculpture art work is pretty well based on his experience as a furniture craftsman working with solid wood, says Tony. That includes experience with all the typical workshop tools, plus Stihl electric and petrol chainsaws, disc grinders, an ArborTech pro carver, rasps and chisels, and oxy-gas for charring.

He prepares, shapes, and finishes all the timber by hand. "Because I work starting with the raw material straight from the mill, or have salvaged the wood and milled it myself, I allow the wood to dictate to some extent what I can achieve using it.



I use only native hardwoods from Western Australia, and I have a pretty sound knowledge of most of them, what you can and cannot do with them.

"Sheoak is the most stable and beautiful to work and finish, but it is rare. Jarrah is my preferred wood for sculpture, mainly because of its very Australian colour, its workability and strength, and its predictability in various situations. Logging of Jarrah in the South West of Western Australia will cease in 2024. I agree with this, especially given that it so slow-growing, and for a long time has not been sustainably managed. All of the old forest giants are long gone. Consequently, I will need to continue to source my timber from salvaged wood," he says.

Tony says that 'Folly Interstice' as a work pared back to a minimalistic geometric and pleasing architectural form, in the geometric fissures, invites the audience to enter an intimate and compressed space, "to explore the structure and experience the energy and language of wood as it soars into the sky. In this respect, it seeks to emulate that connection that trees have, that we take for granted, between the earth and sky."

His work also makes reference to the follies, the impractical garden buildings of old moneyed England, and explore the idea of American minimalist artist, Donald Judd, that if it's man-made and has no practical function, it must be art.

The Aqualand Sculpture Award is worth \$70,000. As an acquisitive award, the work stays with the organisers who will place it in permanent public exhibition. ■





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The stunning DTC DRAGON-PRO, available in 2 finishes matt black and silk white and 5 heights, is a slimline drawer system designed with perfect unity and functionality. The system, especially with the clean design on the double-wall profile and the dividing elements, creates space saving and practicality in your modern-day kitchen.

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Supporting business with workplace advice

AWISA MAGAZINE RECENTLY spoke with the Workplace Advice Team at the Australian Cabinet and Furniture Association (ACFA). The team was asked about some of the common questions being asked through the industry. It is important for business owners and managers to stay up-to-date with requirements and obligations as an employer. We will be sharing more of these common questions in upcoming editions of the magazine.

The ACFA workplace advice team responds to member inquiries on an array of topics. Monique Penton, HR Manager at ACFA, shared one of the many questions they get asked:

“Do I need a contract of employment?”

In Australia, there is no legal obligation for employers to have written employment contracts with employees, however employment contracts are recommended. This is because they ensure that both an employer and employee have a clear understanding of what is expected during the period of employment.

There is no “one-size fits all” and employment contracts should be tailored to suit the employer’s business needs as well as the particular employee.

Monique shared that ACFA gets asked regularly, “Can you just send me a contract of employment.” However, it is not as simple as this, and ACFA always has a questionnaire that members are requested to complete so that the contract can be customised. This is in addition to a member of the ACFA Workplace Advice teaming having a chat with them prior to creating a contract of employment. This helps cover the many variables based on what has been negotiated as well as the employee’s position.

For example, an employment contract for an employee covered by an award will be very different from an employment contract for a senior manager or award-free employee. An employee in a senior role may have additional benefits and remuneration whereas a tradesperson may be more aligned with the current award rates and allowances.

Contracts assist employers when it comes to salary expectations and provides a clear outline to the employee regarding remuneration and what is included within this. A contract will also outline the applicable award and classification they are paid under, any allowances or penalties that may be absorbed into



an over-award rate, and would include any other requirements of their role.

Monique added, “Please remember if absorbing allowances into over-award rates – you should always have this stated within the contract, along the lines of; over-award rate is inclusive of leave loading, tool allowance, etc.”

When absorbing an allowance into an over-award rate the employee will need to be better off overall and cannot be disadvantaged under this agreement.

About ACFA Membership

ACFA offers membership tiers that include workplace policies and contracts of employment as part of membership. ACFA members have access to over 500 workplace resources including workplace policies, checklists, and award information that can be downloaded 24/7 from the ACFA Member Portal or members can contact one of the workplace advice team, who have industry-specific knowledge and understanding in order to assist. With unlimited workplace advice, support for your business is only a phone call or email away. ■



ACFA Workplace
Advice Team: Michael,
Monique and Carolyn
(L to R)

by Michael Smith

New Zealand's Timber Design Centre

emphasises advantages of building in wood

NEW ZEALAND'S construction industry accounts for some 16% of the country's greenhouse gas emissions, and it is generally recognised that the sector has an important role to play in achieving net carbon zero by 2050.

With that in mind, the recently established Timber Design Centre was set up to encourage the use of timber in all building projects – with a focus on non-residential and multi-storey residential buildings. The centre's director, Dr Robert Finch, spoke to AWISA about the skills and experience he brings to the position, and the centre's core objectives.



Dr Finch acknowledges there is some way to go before engineered timber projects become commonplace in construction.

Dr Finch's background is in engineering and materials engineering. "I've been involved in research and technology development, and delivering industry solutions for more than 25 years across New Zealand, Australia and elsewhere."

He previously led the Structural Timber Innovation Company (STIC), which undertook contracted research and delivered a number of detailed design guides. "The work concentrated on the development and application of engineered timber

products in the building and construction industry, and included technologies such as post-tensioned timber, timber-concrete composite floor systems, and long-span portal frames.

"These technologies were aimed at the commercial, industrial, multi-residential, public and amenity building sectors - where timber has a much smaller market presence relative to other building materials.

"Numerous industry workshops were held across New Zealand and Australia, which focused on raising awareness and transferring technology and know-how to building designers, specifiers and contractors. "Sixteen new buildings were designed and built using STIC-developed technologies and engineered wood products throughout Australasia during the course of the research programme."

Dr Finch would later be appointed as director of the Quake Centre - set up in 2013 by the University of Canterbury as one of several initiatives following the 2010-11 series of earthquakes. "The primary purpose of the centre was to identify industry needs in relation to earthquake engineering, and develop and deliver solutions to address those needs in an industry-ready format."

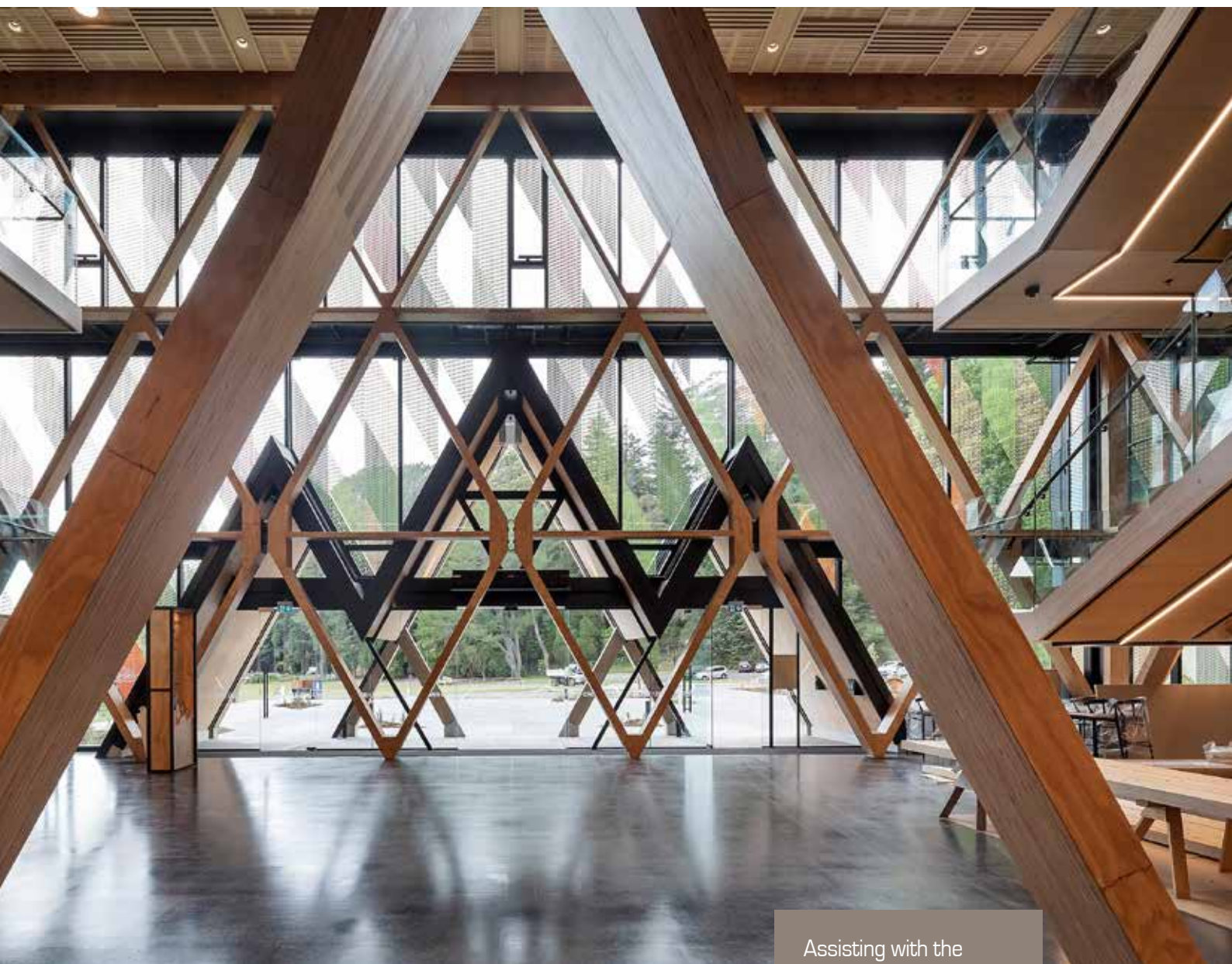
Established earlier this year, the Timber Design Centre is currently funded by the Ministry for Primary Industries – initially to the end of June 2023. "The centre is supported via a formal collaboration between BRANZ, the Wood Processors and Manufacturers Association, the Timber Design Society and Scion Research - and is hosted at Scion.

"One of the centre's important challenges during the establishment period is to identify and develop an ongoing funding model that will enable it to continue with its fundamental mission of assisting the uptake and application of timber in the built environment."

Dr Finch says the centre intends to communicate advice about constructing in wood through an online portal that will act as a "gateway" to access



Scion Innovation Hub: the front door to the research institute's campus is a structural and aesthetic triumph in engineered wood.
Photo: Scion



Assisting with the uptake and application of timber in the built environment with design guidance documents and tools

timber-related design guidance documents and other tools. "It will contain links to other relevant resources that are expected to assist designers and specifiers, as well as asset owners and developers.

"The centre will also plan and conduct workshops and seminars (in collaboration with other organisations and individuals), introduce an electronic newsletter, and participate in relevant tradeshows and awards events."

He notes that over the past decade a significant number of design guides have been developed and published ... "but there are still some gaps. Probably the greatest immediate obstacle is a lack of awareness of the existence of these tools, and how to access them. The need to review and update standards, both NZ and joint AS/NZS standards relevant to timber and wood processing, is an ongoing requirement."

► Also of concern has been the absence of the Timber Design Awards - an industry showcase for over 40 years. Last held in 2020, the staging of the awards was impacted by the pandemic and associated restrictions.

"It's a fantastic event that has attracted many entries for beautifully designed and functional timber buildings. One of the centre's objectives is to review the awards and reintroduce them sometime in 2023, so they might continue to demonstrate the endless possibilities of timber."

Dr Finch acknowledges there is some way to go before engineered timber projects become commonplace in construction. "Due to the historical dominance of steel and reinforced concrete in the non-residential building sector, early cost comparisons for similar or better structures in mass timber have been infrequent.

"A further complicating factor is the critical need to undertake cost comparisons on a 'full out-turn cost' basis - not just an element-for-element direct cost comparison. Mass timber designs and builds often have savings in planning, erection and other associated construction costs."

A 'Mid-Rise Wood Construction Case Study' of the Clearwater Quays Apartments in Christchurch confirms the broad range of benefits that result from precision-engineered timber construction.

Clearwater Quays:
actual mass timber
costs and delivery
times compared
favourably with
steel and concrete
modelling.

The five-level, high-end residential building combines cross-laminated timber, laminated veneer lumber, glulam and panelised framing timber to create a "cost-effective, fast, resilient and sustainable system for mid-rise construction". Structurally, the only non-timber components are the concrete slab ground floor, and footings.

At the beginning of the project, alternative 'digital twin' cost models in steel frame/concrete floors and full in-situ concrete were developed alongside the actual mass-timber costs. These enabled the quantity surveyors "to price the structure and foundations, and estimate the cost implications of the time saving from constructing in mass timber" - and allowed the construction manager to estimate the build programme time.

On a materials-only basis, mass timber had the highest cost. However, when 'preliminary and general' costs were taken into account, the mass timber option was found to be 6% less expensive than steel/concrete, and 13% less than the all-concrete option. (Preliminary and general items usually include costs that aren't left on site: for example, professional supervision, site fencing, utility costs and insurance.)

The construction manager's alternative delivery programmes for steel/concrete and full concrete came up short when compared with the mass-timber build, which had a programme saving of 2.5 months - mainly achieved during the critical frame-installation process. The reduced time on site resulted in minimal disruption to neighbouring properties - and contractors noted the positive effects of a cleaner site, reduced health and safety risks, and an enclosed working environment that was in place noticeably earlier than other construction methods.

Also of note were the carbon calculations, which clearly demonstrated the environmental impact of the three options. The mass-timber building was net negative 87,500 kilograms - while steel/concrete and all-concrete builds would have resulted in 800,000 kgs and 950,000 kgs of carbon released respectively.

Dr Finch adds that increasing the use of timber - particularly in mid-to-high-rise buildings like Clearwater Quays - will provide long-term demand for wood products. That, in turn, will support greater investment in domestic wood processing and diversification of New Zealand's forest exports.

For more on the Clearwater Quays project, go to <https://midrisewood.co.nz/> ■



Photo: Kobe Construction



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by Nick Ward, HIA Senior Economist

Renovations an ongoing source of strength



FOR TWO YEARS - and counting - there have not been enough materials, skilled trades or land to meet the strong, new demand for housing that has emerged during the pandemic.

As constraints on some materials begin to ease, it is worth reflecting on where some of this new demand has been strongest, and what this tells us about new opportunities in 2023 and beyond.

Demand for renovations has shot to record highs, as the pandemic has prompted Australians to put a much higher value on the quantity and quality of their home space. Renovations activity grew strongly from mid-2020 and has remained at a high level since the start of 2021. Activity in the June Quarter 2022 was 23.2 per cent higher than the June Quarter 2019.

Both large-scale and small-scale renovation projects are booming. At the larger end, both the value of council approved building work for renovations and the value of lending for renovations shifted up to elevated levels and stayed there. At the smaller end, the value of retail spending on hardware, building and garden supplies is also above pre-pandemic levels and growing.

Rising interest rates and building costs will bite into demand for renovations activity. This is necessary, to bring demand closer to the industry's capacity to undertake such projects.

However, the following factors should continue to support demand for renovations:

1. Most homeowners enjoy substantial equity in their homes, despite declines in house prices in recent months. This supports lending from banks for renovations.
2. Australian households saved over \$300 billion more than normal during the pandemic. This provides a buffer that can be drawn down to offset rising costs, where projects offer genuine value.
3. Demand for renovations is supported by the aging of the dwelling stock. The legacy of strong growth in home building in the early 1990s is a significant stock of houses ripe for major renovations today. Similarly, the increase in home building that occurred from the early 2000s is boosting demand for kitchen and bathroom renovations today – around 20 years is a common milestone for these renovations.

4. Property transactions surged during the pandemic. This supports demand for renovations, as just before or just after a transaction is a popular time for a renovation. While transactions have fallen back in recent months, they remain above 2019 levels. This factor is still supporting demand for renovations activity relative to pre-pandemic levels.

5. In some parts of the country, rebuilding following natural disasters will create renovation projects.

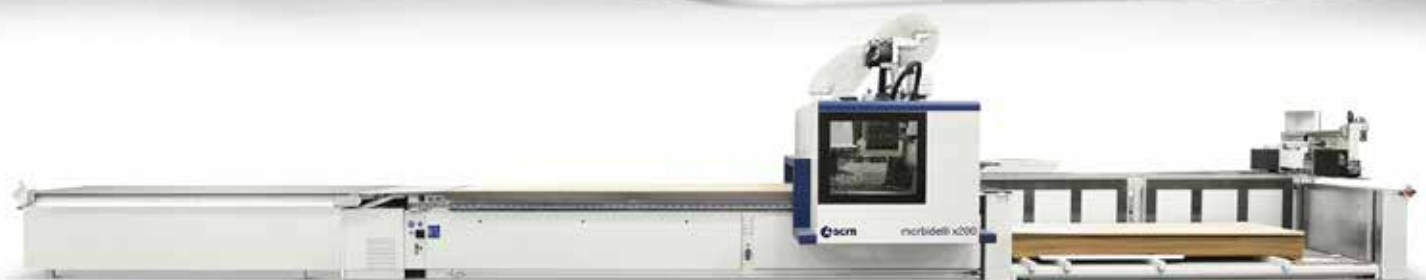
Constraints on the supply of new residential land are not the negative for renovations that they are for new detached housing. In fact, these constraints support renovation projects, because they push up the value of established houses and, therefore, lending for renovation projects.

Taking stock of these factors, HIA Economics expects that after a peak of \$45.5 billion in 2021/22, renovation activity is expected to gently decline. By 2024/25, activity is expected to be 7.2 per cent below the peak of 2021/22, but still 11.5 per cent above 2018/19.

This outlook is likely to be favourable for professional renovation businesses. In the simplest possible terms, this forecast implies that the number of renovation projects, and/or the quantity of materials used for projects, declines by 7.7 per cent from the 2021/22 peak to 2024/25 - it is a forecast for "real" renovation activity. If unit prices and charge rates grow by more than this decline, the net result would be that revenue earned by professional renovators continues to grow.

Very tight rental markets may bite into demand for renovations projects. If customers cannot secure rentals, this may limit their ability to sign up to larger projects. So far, this effect is not evident in the data.

For builders and suppliers, ongoing strength in demand for renovations is expected to be a bright spot against a 'long COVID' slowdown in the industry, which reflects rising building costs and rising interest rates - the ongoing impact of the pandemic. ■



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Design to CNC in 10 minutes with Staircon

Staircom Pty Ltd is a family-owned business that offers a full range of products, from basic staircases to high-end designs. The company started using the CAD/CAM software Staircon in 2017 to create programs for their two Homag 5 axis CNCs.

"The two best business decisions we've made; buying Homag equipment and buying Staircon software" says Damien Hunter, owner of Staircom.

The woodworking company Staircom started in 1999 with only four employees. Today it's run by Damien and Brett Hunter, employing 23 full-time staff members, with a manufacturing facility in Melbourne covering 2,400 square metres. They are currently producing between 40 and 50 staircases a week, with projects ranging from multi-unit developments to high-end custom-made designs.

Damien explains that: "For our customers building multi-unit residential developments cost efficient solutions are essential, especially in today's marketplace whereas the high-end designs generally require exacting detail in design, perfect manufacturing, and the ability to turn a customer's concept into reality."

Staircom started out making just basic MDF staircases with turned timber balustrades. But the demand for more complicated designs using steel and stainless-steel components and even glass has since then increased. Damien says they've been keeping an eye on the Elecosoft software for some time: "We first noticed Staircon software in 2014. Seeing Staircon develop over the following years, especially in the way it was able to display staircases in 3D, we watched it progress into a market leading product."

Production efficiency and 3D capability

Staircom decided to proceed with the purchase of Staircon in 2017, looking for software that could combine both greater production efficiency and better 3D visualisation capability

"The way that we can create 5 axis WoodWop programs straight out of Staircon CAM software is amazing. It's actually possible to design a staircase while onsite using Staircon, send the project to the office for processing and have the job ready to run on the CNC 10 minutes later. We also have an add-on module called export to 3D allowing us to share our 3D designs with customers on Sketchfab," Damien says.

Though their projects vary in size, Damien explains that the company takes pride in consistent quality and ability to carry out projects from start to finish. With Staircon, they have been able to increase efficiency, especially when working with complicated componentry that can't be done by hand.

"Since implementing Staircon we have been able to fine tune the whole manufacturing process which has allowed us to increase the number of stairs we make each week, and the amount of complicated products that we produce. We are

currently producing a complicated curved staircase like our Helical stair every 6 days on average, this wouldn't be possible without Staircon software and our Homag CNC's."

Working with Elecosoft and looking ahead

When asked about their experience working with Elecosoft, Damien mentions the availability and quality of support, stating that: "Elecosoft have been good to deal with since day one. Support has mainly been by e-mail up until now, but even still it always felt as if there was someone there to help and questions were never left unanswered. Now that a highly skilled member of staff has moved to Australia, there is full local support for the Australian and New Zealand markets."

Since 2017, Staircom has increased their licenses, add-ons and found new ways to improve their business using Staircon. But Damien claims they are just getting started. "Staircon has been able to keep up with our business and the way we are developing new ways of doing things. If you come up with a new idea or design, there's a good chance that you will be able to do it in Staircon. We still have many more ideas on how to further develop our business in partnership with Staircon."

About the software

Staircon is a CAD/CAM software for design and manufacture of staircases. It provides the best possible support for the simplified and cost-effective production of stairs.

Staircon helps users design standard stairs quickly and easily, but also has flexible design features for the design and production of more advanced staircases. The modular structure of Staircon has the ability to add functions at any time, when required. Offered via different licence levels from the web-based presentation version to the complete CAM/CNC production version.

About the company Elecosoft

Elecosoft is more than just a software company. Customers collaborate with Elecosoft so that the portfolio never stands still. With centres of excellence in the UK, Sweden, Germany, the Netherlands, and the USA, Elecosoft's established portfolio of software is used during early planning stages through to construction and facilities management, driving the performance and day-to-day operations of customers' businesses.

Customers are supported with flexible training, technical support and consultancy services, to maximise value.

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New ambassador for Ultimate Renewable brand brings passion for timber buildings

YOUNG carpenter and builder Adam Dovile of Channel 7's Better Homes and Gardens is the new brand ambassador for The Ultimate Renewable wood campaign.

After a targeted search, Adam's outgoing personality, popular television profile and hands-on experience as a builder made him the first choice to be the new ambassador for the brand, an initiative of Forest and Wood Products Australia. Adam's DIY projects regularly feature wood and wood products. He won the fan-voted 2016 Logie Award for Best New Talent and is now an established audience favourite. A builder first and foremost, off-screen Adam is the director of his own construction company specialising in renovations.

many architects, designers
and specifiers recognise
the benefits of wood

"As a builder, I'm passionate about encouraging people to explore the sustainable options in construction," Adam said. "What's great to see is the many architects, designers and specifiers who already recognise the benefits of wood and embrace its use," he said.

A series of TV ads featuring Adam has appeared across eight networks, reaching nearly five million people.

FWPA CEO Andrew Leighton said the decision to resume consumer advertising for The Ultimate Renewable was driven by an ongoing and increased interest in sustainability among Australians.

"It is vital for our industry competitiveness and longevity that we communicate the renewable benefits of wood," he said.

"The Ultimate Renewable is a brand that equips companies operating in the forest and wood products industry with the marketing tools to help them achieve this.

"We believe consumers are increasingly discerning when it comes to sustainability. Their ability to distinguish between



Eileen Newbury, head of FWPA's marketing and communications, introduces Adam Dovile, the new brand ambassador for The Ultimate Renewable wood campaign at a national forest products industry event.

organisations that are genuinely committed and those that lack conviction will become sharper, and they won't be afraid to reject brands they consider to be unsustainable." ■

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by Simon Hodgson

I Salone 2022 - the bathroom fair

I SALONE is a conglomeration of many fairs - Workplace 3.0, FTK (technology for the kitchen), Eurocucina (kitchens), Euroluce (lighting), The International Bathroom Fair - and many more. Commencing in 1961 to promote Italian furnishing and furniture exports, it quickly became the most sought-after event in the furniture calendar - and remains that today.

Launched in 2003 as a subsection of the Salone Internazionale del Mobile, the International Bathroom Exhibition became an exhibition in its own right in 2006, reflecting the evolution of the domestic bathroom – formerly a strictly functional space - into a dedicated sanctuary for relaxation and wellness.

Given that there are almost twice as many bathrooms as there are kitchens in the world, The International Bathroom Fair always has plenty of exhibitors trying to attract every visitor's eye - this year over 170 exhibitors over 17,000 square metres, delivered on their promise to showcase the very latest in design, materials and innovation.

Calipso Circular by
Edoné.

Calipso Circular.

Cutting edge products for modern bathrooms reflected the current healthy demand for efficiency and energy saving, with the accent on water efficiency, indoor pollution prevention

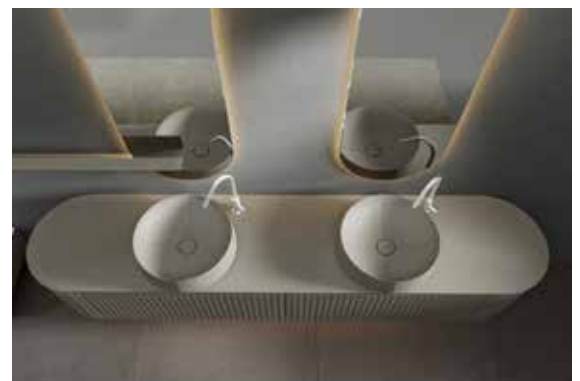
and personal health. Needless to say, there was no skimping on the ergonomics, colours and accessories that stimulate the emotions and underscore the feeling of wellness achieved at the show.

Located 60 kms north of Venice in the design heartland, Edoné has been a stand out in the bathroom furniture field for over 20 years, thanks to its revolutionary approach to the concepts of modularity, use of volumes, complete customisation (a rare commodity in European design) and the integral design of the bathroom environment.

The careful regard for national and international market trends, the constant research for materials and the artisan expertise represent the distinctive traits of every creation by Edoné. This combines with a design vision where each item is conceived as an integral part of its surroundings, of a wellness experience to be lived and enjoyed. Thanks to its elegant and innovative yet never excessive style, Edoné translates passion for design and constant search for quality into furnishing solutions that are designed to remain beautiful over time and that concretely give expression to the concepts of sustainability, attention to the environmental impact and durability.

Calipso is one of two new collections presented at Salone del Mobile 2022, conceived to enhance the horizontal interaction between surfaces. A profile that encircles the three sides of the vanity units and guides the eye and the perception of the surfaces in a horizontal, multilayered reading.

The Calipso collection has a very calming effect in any room - a trend we saw a lot at the show. A line, sharp and elegant, that serves the purpose of both separating and connecting the different planes of the units. Thanks to this choice of style, the





benchtop arises and defines itself, creating plenty of emphasis where needed most. A stunning piece of creative furniture that drew the attention of many.

Located less than 5 kilometres from the showgrounds, MOMA Design always feel at home. "Made in Milano" is this brand's signature, a name synonymous with pure design in bathroom furniture. MOMA Design combines innovation and research with the typical Italian savoir-faire, and it offers a wide range of prestigious products directly to its retailers' network.

Founded in 2000 by the creative and artistic inspiration of Architect Ignazio Di Masi, it represents his desire to design unique bathroom surroundings with tailor made spaces and they always exhibit new ranges of products, assuring a constant high quality and aesthetic level that has endured the years.

MOMA Design has an incredible range with an unlimited selection of unique bathroom elements that will always leave a comfortable experience in your bathroom. Starting from the washbasins and bathtubs, showers, mirrors, shower heads and vanity units. MOMA Design's designing department continues the tradition of unique pieces, in such a large scale, they believe there's something for everyone.

The Chaise Longue is such a product. Named after Rive Gauche (left bank) it refers to the Left Bank of the River Seine in Paris, from an earlier era where artists, writers and philosophers (Picasso, Hemingway, Fitzgerald to name a few) created their masterpieces.

As a completely custom-made item, this bath has been lauded for sometime now, it has graced many magazine covers and



whilst it first appeared about five years ago this acclaimed piece of design continues to be highly sought after.

I've written before about this company - and they continue to inspire. The business started back in the 60s in Florence and the current President, a then very young Marcello Gobbini, had not yet come of age (at that time people came of age at 21). He started his business of mirror plating and started creating glass accessories with true grit and determination.

These were the years of the economic boom: the world economy was soaring and Italy was exploiting the natural handcrafted skills of its young people, imaginative, versatile, dynamic and ready to deal with the demand for home and individual goods. It was in 1962 that Marcello, the enthusiastic custodian of that sweeping change who was laying the foundations of the glass factory that would have later become a leader in bathroom furnishing, known as Artlinea.

Located in Florence, the capital of Tuscany, Artlinea boasts a very admirable list of environmental credentials in the

Chaise lounge by
Moma Design.

Chaise lounge.



► manufacturing of their products. All the glass used is recycled glass, the manufacturing plant has more than 12,000 square metres of photovoltaic panels which can produce 80% of the company's energy needs and can eliminate the environmental impact of their production, according to a precise green strategy. Their packaging aims at the same goal - in their internal box factory they produce made to measure packaging using 100% recycled cardboard for each product that is then ready to be shipped.

At The International Bathroom Fair, Artelinea presented Graffi, the lasered and rear-varnished mirror collection Artelinea. 60 years after it was founded, it re-discovered its roots in mirror processing, resulting in stylistic research and high-tech product. This was made possible through the use of the laser that, thanks to its light energy, scrapes the rear part of the mirror, thus creating patterns and images that give a new reflection of the image in the mirror. "A graphical representation of the sun, the star par excellence, the symbol of strength and rebirth", This is how Designer Davide Vercelli describes the mirror engraved with scratches (graffio) that plays with the image and its reflection. The Graffi collection is available in two models with diffused lighting, each of them in 80 and 160 cm in diameter.

The bathroom side of I Salone is an interesting exhibition. With kitchens, suppliers and manufacturers display full kitchens - all the time. However, with the bathrooms, suppliers often find themselves restricted due to set up time constraints and display individual products, like a bath or a tap which can make it more difficult to fully embrace their logic. In saying that there is much to be learnt from these suppliers. With many based in the heartland of design in Northern Italy, the imagination (and probably the willingness to accept this imagination) that is constantly exhibited, continues to inspire those who partake in the journey. ■

Artelinea Graffi Dicroico.

Artelinia Dicroico.



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Hideaway Bins drive for sustainability

Hideaway Bins is determined that not only the manufacturing process of its products is environmentally sustainable but is passionate about enabling better waste behaviours at work and at home. By developing smarter waste separation systems, Hideaway Bins is in a unique position to have a more positive environmental impact than simply what it does during the production of its products.

Sustainable design

Hideaway Bins has always focused on designing quality products that are robust and durable. Because they are built to last, Hideaway Bins do not need to be replaced prematurely and are a more sustainable use of resources. For example, to maximise durability, all plastic components used in Hideaway Bins are manufactured from virgin materials. They are still completely recyclable at the end of their life, and any waste generated during the molding process is reground for reuse in other products.

Sustainable manufacturing

To minimise wasteful use of packaging in the production process, all cardboard and plastic packaging for components is carefully sorted, stored and returned to local suppliers, so that the packaging can be re-used time and time again. Any waste that cannot be reused is recycled. All waste cardboard or plastic packaging is sent for recycling, as are any reject metal or plastic components.

As another example, the Hideaway team has spent significant time redesigning the packaging with the goal that all packaging will eventually be 100% recyclable. Polystyrene packaging has been completely removed from the Concelo range and replaced with kraft paper or cardboard packing which are 100% recyclable.

Sustainable waste behaviour

The area where Hideaway Bins sees its greatest opportunity to protect the natural environment is by promoting and enabling better waste behaviours in the community. There is a direct correlation between making it easier and more convenient for people to sort and recycle waste within the home or office and the amount of waste that is diverted away from landfill. If people have tools to help them to sort waste and recycling easily then they are more likely to do it, ultimately assisting local councils with the larger goal of zero waste.

For example, in a commercial office setting, the installation of three Concelo 1 x 35 litre bins side by side is an innovative and durable solution for encouraging better separation of waste, compostables and recycling.

In a residential setting, space is often at a premium, and it can be difficult to fit more than a standard twin bin system into a kitchen design. Hideaway Bins has an array of bin options and sizes, including a twin bin system that can be stacked inside a standard height kitchen cabinet to provide a four bin recycling solution for the homeowner.

Hideaway Bins recognises that sustainability is a journey rather than a destination and is committed to not only being a responsible manufacturer but also a driver for change in society. Innovative new products are in the pipeline for 2023 that give further evidence of the company's commitment to providing the best waste and recycling bin solutions on the market.

Hideaway Bins are distributed nationwide throughout Australia through Hideaway's distribution partners Nover, Hafele and Galvin Hardware.

HIDEAWAY BINS
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Enhance functionality with Blum's cabinet solutions

Storage space requirements differ from person to person, so it's important to understand customer's needs when planning and building kitchens. Utilising the space available is not only convenient, but it is made even easier with Blum's space-saving cabinet solutions.

Blum's innovative cabinet solutions allow cabinet makers to utilise their preferred runner and box systems in applications that provide valuable additional storage space that is both practical and functional for their customers. The SPACE TOWER, SPACE TWIN, SPACE CORNER, SPACE STEP and sink drawer can add value to projects by maximising all possible storage opportunities while also offering greater accessibility.

Pull-out pantry

The SPACE TOWER makes optimal use of storage space. It ensures every item is always close at hand through the use of individual pull-outs. Utilising LEGRABOX drawers with the SPACE TOWER application helps to maximise the storage potential for customers with their slim 12.8mm sides and 40kg

and 70kg load-bearing capacity at full extension. The cabinet width can range from 300mm to 1200mm wide, depending on the amount of storage space that is required, the size of the household and the cooking and shopping habits allowing projects to be tailored for each customer's needs. The SPACE TOWER is not only limited to the kitchen. It can also be adapted to suit bedroom wardrobes, bathrooms and even living room cabinets. It can also be paired with the TANDEMBOX box system and MOVENTO and TANDEM runner systems.

Storage for small spaces

SPACE TWIN offers a practical solution to transform space that would otherwise be wasted into a valuable storage space. Blum's cabinet solutions ensure that every inch of storage space is maximised. Incorporating LEGRABOX and TANDEMBOX box systems or TANDEM and MOVENTO runner systems, cabinet makers can be assured that even the smallest cabinets still deliver the same quality of motion and stability expected with Blum hardware.



Capitalise on corner storage

Too often, space in the kitchen corner cabinet is wasted as stored items are uncomfortable to access and forgotten. Stand out in the market by integrating Blum's SPACE CORNER into projects. The spacious angled TANDEMBOX drawer, with 65kg load-bearing capacity at full extension, utilises the available space to its full potential with recommended widths between 900mm and 1200mm and soft-close BLUMOTION as standard for gentle closing every time.

Step-up projects

SPACE STEP brings kick boards to life. For compact homes and living areas, the plinth solution gives customers access to the top shelves of overhead wall cabinets. The anti-slip step locks securely into place to not only allow users to reach high storage areas but also creates extra storage in the kick boards of the base unit once the step retracts into the base unit. Thanks to motion technologies SERVO-DRIVE, the electrical opening support system, TIP-ON mechanical opening support system

and soft-close BLUMOTION, SPACE STEP opens and closes with ultimate ease.

Surround the sink with storage

The sink can be one of the most challenging spaces in kitchens and bathrooms. The LEGRABOX and TANDEMBOX u-shaped Sink drawer application uses every inch of space available, allows customers to keep worktops free, and ensures that washing-up items are immediately at hand. With widths of 900mm or more, the u-shaped sink drawer application is ideal for storing away sponges, washing liquids and dishwasher tablets.

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Staircon is a CAD/CAM software designed to provide the best possible support for a simplified and cost effective production of stairs – from sales to production. It's powerful, user-friendly and enables fast design of standard stair shapes as well as flexible design capabilities for advanced stair shapes. Offered via different license levels, the modular construction of Staircon allows you to add functions at any time, when required.



A word from **Damien Hunter, STAIRCOM PTY LTD:**

"Since implementing Staircon we have been able to fine tune the whole manufacturing process which has allowed us to increase the number of stairs we make each week, and the amount of complicated products we produce."

Read this and more case stories at staircon.com/case-stories



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A new visual identity to mark Biesse's evolution

Over the past two years, Biesse launched a thorough process of modernisation of the group, with the aim of becoming faster and more innovative.

This path allowed Biesse to restructure the company in line with an approach intended to positively affect the way it operates and meets customer needs. As such, the project entails the rationalisation of the company structure, as well as its reorganisation at both internal and international levels, with the ultimate purpose of transforming the group into an increasingly more streamlined and efficient entity featuring simplified processes and the ability to adapt to global contexts that are in constant evolution.

Biesse has adopted a transversal approach meant to ease the implementation processes of development projects. This path will also affect branches abroad, with the goal of strengthening the company's international network through more efficient structures.

A new visual identity was deemed necessary to align group positioning and brands, and conveys the group's new values and identity traits while also retaining the distinctive features of the various sectors in which the group operates.

"Biesse's evolution will benefit our customers, as well as allowing us to compete in an increasingly changeable market. Due to the all encompassing nature of this transformation, we decided to explicitly express it through a new visual identity" declared Roberto Selci, CEO of Biesse.

All will be revealed to customers through a step-by-step release of the main touchpoints, starting at the Glasstec trade fair, held from 20 to 23 September in Dusseldorf, Germany, while full implementation will be accomplished within the next year.

Biesse is a global leader in technology for processing wood, glass, stone, plastic and metal. It designs, manufactures and distributes machines, integrated systems and software

for manufacturers of furniture, door/window frames and components for the construction, ship-building and aerospace industries. It invests an average of €14 million per year in R&D, boasting over 200 registered patents. The company operates through 12 industrial sites, 39 branches, and 300 agents and selected dealers, exporting 90% of its production. Its customers include some of the most prestigious names in Italian and international design. Founded in Pesaro in "1969 by Giancarlo Selci, Biesse S.p.A. has been listed in the STAR segment of the Italian Stock Exchange since June 200"1 and is currently included in the FTSE IT Mid Cap index. It currently has 4,300 employees worldwide.

BIESSE GROUP AUSTRALIA
Phone 1300 BIESSE
www.biesse.com



SA kitchen wins KBDi's highest national award

partnered by Hettich Australia

Stefan Vignogna in South Australia won the pinnacle award held at the cutting-edge Australian & International Museum of Contemporary Arts in the heart of The Rocks.

The Kitchen and Bathroom Awards were well attended by an audience of industry leaders and suppliers.

The winning kitchen was part of a "1930's-character villa that had received a stunning transformation at the hands of a skilled designer. The reinvented space is both elegant and modern, meeting the client's brief of a minimalistic style while still retaining respect for the heritage architecture" says the Kitchen and Bathroom Designers Institute.

The panel of seven experienced judges from Glow Building Design, Studio Minosa, Milvia Hannah, Rex Hirst and Elizabeth Luke commended Stefan on his innovative design solution, striking concept presentation and exceptionally high standard of credentials. The kitchen also won the KBDi Kitchen Designer of the Year 2022 – South Australia, partnered by Hettich Australia.

The KBDi recognised exceptional projects by designers from all around Australia. Hettich Australia's Managing Director Martin Gane said "the KBDi National Awards recognised the best in Australian Kitchen and Bathroom designers".

During the conference Hettich Australia proudly displayed the new AvanTech YOU Illumination signature lighting for the luxury drawer system and Cadro shelving system at the elegant Shangri-La Group Hotel, Sydney.

The Partner Product Expo was a great opportunity for Hettich Business Development Managers - Bobby Salami, Andrew Haigh, Shelby Hood and Dean Pendlebury to network with key designers within the industry, sharing what's new and upcoming products in the pipeline from Hettich.

For a full list of the winning projects visit <https://www.kbdimembers.org.au/awards/kbdi-designer-awards-2022-national-winners/>

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ACFA hosts 2022 industry conference in Melbourne

The ACFA 2022 Industry Conference was held in late October at the Crowne Plaza Melbourne. Industry colleagues gathered to spend time investing in themselves and taking the opportunity to network face-to-face once again.

Opening the day's proceedings, ACFA CEO Dean Brakell, shared "It is exciting for us to be able to host a major ACFA event here in Melbourne". Dean also took the opportunity to thank Peter Gill for his over 20 years of service on industry association boards.

Keynote speaker Michael Licenblat challenged the attendees about their mindset when facing pressure in business, and the need to 'flow' rather than 'fight' the challenges they face.

Session Speakers also included Andrea-Lucena Orr, who shared Dulux's Colour Trends for 2023; Ledlin Lawyers took everyone through the dos and don'ts of business contracts, and Tim Woods from IndustryEdge took a look at where the market is going to help businesses prepare for the future. Rebecca and Melanie from House of Social finished the day by reminding attendees that even the largest businesses can make mistakes with their social media, how to build your brand and how to deal with negative reviews.

Many of the attendees commented about being able to take the content back and implement some of the ideas into their own businesses. Jess from Clamor Cabinets expressed it was: "An enjoyable and super informative day we are looking forward to implementing various take-home messages into our business."

Chris at CL Kitchens commented, "I loved the content, as a small business we found it helpful for both my wife and myself. I also appreciated the opportunity to speak to the trade partners about their latest products."

At the Conference, ACFA also announced that the 2023 ACFA Industry Awards will be held on Friday 15 September 2023 for projects completed between 1 July 2021 and 30 June 2023. Stay tuned for applications opening in April next year. ■



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New and diverse designs added to Furnipart range

Wilson & Bradley is proud to announce the arrival of several new handles and knobs from Furnipart's 2023 collection.

Featuring a variety of new and diverse designs from Furnipart's creative partners, this collection gives interior designers a real opportunity to make a statement by focusing on smaller details and recognising how they can completely transform the look and feel of a home.

Available in a range of new styles and finishes, Furnipart's 2023 collection features the Horizon range, the Elan range of long handles and introduces Furnipart's new Timber Collection.

Coming in two sizes and in three finishes, Horizon appears to float above the panel surface. It has a half moon shape and an elegant transition from flat to curved on the front face. The design is suited to any orientation with two handles mounted across adjacent panels making a complete circle.

Elan is a characteristic elegant handle with a fine closed outline. A delicate balance between functionality and a complete stylish expression, where the design is defined by the details in the soft rounded edges – precisely executed with a beautiful finish.

Working with wood has proven to be a new and exciting prospect for Furnipart as the material itself becomes part of the design inspiration. Crossing, Join, Beret, Pulley and Glove have been created in a way that best showcases the natural grain and touch of solid wood.

Also available as part of this collection are additions to the Autumn, Classic, Edge Straight, Fold, Mango, Manor, Plato, Port and Square ranges.

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by Pam Kershaw

CDK Stone launches graduate engineer

program to extend and refine training in its Service Department

CDK Stone has launched a new graduate program to attract and train the best young engineers for its multi-faceted service department. This follows a 12-month pilot training program developed by Rob Skinner, Service Team Development Manager at CDK Stone.

The company sells and services major brands including Burkhardt, Cobalm, Comandulli, Dal Prete, GMM and Thibaut, and is seeking talented graduates in mechatronics, electrical and mechanical engineering who can develop skills for servicing different brands and machinery models.

"We started the pilot program last year with three new engineers who provided valuable feedback as we geared up and refined the program," says Ryan Smith, CDK Stone's Service Manager.

"We've found it's beneficial to hire graduates and train them from scratch on the actual machinery, and also on the software integration that helps automate processes, speed up production and manage inventory and quoting."

Graduates are brought to Melbourne for six months where they work with senior engineers who mentor and provide on-the-job training. The detailed week-by-week practical course

is complemented with a theoretical component. All training is recorded in a regularly reviewed schedule with the Service Development Manager.

The training program includes an overall introduction to measuring and machine operating using the latest CNC machinery, plus the development of practical skills on a range of mechanical, electrical and software systems. It is a practical application of their degrees with a focus on field experience, where graduates learn machine and software diagnostics, troubleshooting, customer service and the skills to convey information in a logical and structured way.

The two new graduates who started the program in July have shown an aptitude for the software which CDK Stone offers stonemasons. The programs, which assist with templating, production and vein matching, allow stone masons to automate processes and make their businesses more efficient.

After completing the program, graduates have further opportunities to learn and upskill on CDK Stone's range of software programs.

Graduates hired from NSW, Queensland and Victoria

Graduates are being hired from NSW and Queensland as well as Victoria, with interstate engineers accommodated in a fully furnished house funded by CDK Stone as part of their package. The training program will expand into other states as required.

The company is building relationships with Victoria's Swinburne University and Melbourne Polytechnic, and will establish similar relationships in NSW and Queensland.

CDK currently has 17 field service engineers and three dedicated software specialists, and is seeking a further two graduate engineers.

"Our team is now the largest in the stone industry, and our graduate program is building even higher skill levels and greater depth of knowledge to service our clients throughout Australia," Smith says.

"Because our company sources the best machinery for each job type, we need to service a wider variety of machines from several different suppliers. We start by giving graduates a thorough grounding on all brands of machinery, and will specialise some on particular brands depending on their individual aptitude."



Field service engineers attend to machinery breakdowns, carry out preventative maintenance and general maintenance calls.

CDK Stone already has a success story from its pilot program. A young Customer Service and Warehouse coordinator was hired in early 2021 with no engineering qualifications.

His speed in identifying spare parts and his natural skill in fault-finding saw him successfully apply for a field service position and admittance to the graduate program. His rapid progress has resulted in him heading to Germany later this year for three weeks of intensive training with one of CDK Stone's major suppliers.

The CDK Stone graduate program is an important initiative introduced by CDK Stone's Service team to grow the support team of 25 people across Australia and further build capacity to support the industry. Learn more about the CDK Stone service team and graduate program: <https://www.cdkstone.com.au/service-department/>



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Eurofit has an extensive range of side fixed racks - pull out organizers, the perfect solution for storage and organization that allows for optimum view of contents in an instant.

Side fixed racks allow the user to keep all bottles together in one place, in a convenient pull out drawer with soft closing runners in large variety of possibilities and combinations.

There is a wide selection of attractive designs to tailor preference, in addition to different sizes to accommodate space, ranging from 150, 200, 300, 400 to 450mm in widths.

The premium range INOXA racks (an Italian manufactured product) are fitted with Hettich Quadro V6 runners or Grass dynamic XP slides. Ideal for narrow and tall elements, INOXA

racks are chrome-plated steel with anti-slip coating on white melamine bases.

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New push to open soft close bins and hampers from Titus Tekform

Titus Tekform has released the latest addition to its range of soft close waste bins and hampers. The new Tekno push to open range is designed to work with the intuitive Tekform Slimline SDWD-T touch open drawer system for an integrated push-to-open soft close solution. Featuring the world-leading Titus engineered dampers, the new bins and hampers are available in a variety of configurations to suit 400mm, 450mm and 600mm cabinet widths.

The Tekno push to open products are the latest in the Titus Tekform innerware portfolio, highlighted by the best-selling Kosara undermount soft close bins and the popular Quadra anthracite pull-out units. The success of the Kosara bin program – characterised by increased capacities and a stylish anthracite finish – has led to another new product for Titus Tekform with



the Kosara laundry hamper. Currently available in a white finish and two size options, the Kosara laundry hamper features two 35 litre baskets and an integrated soft close undermount runner system.

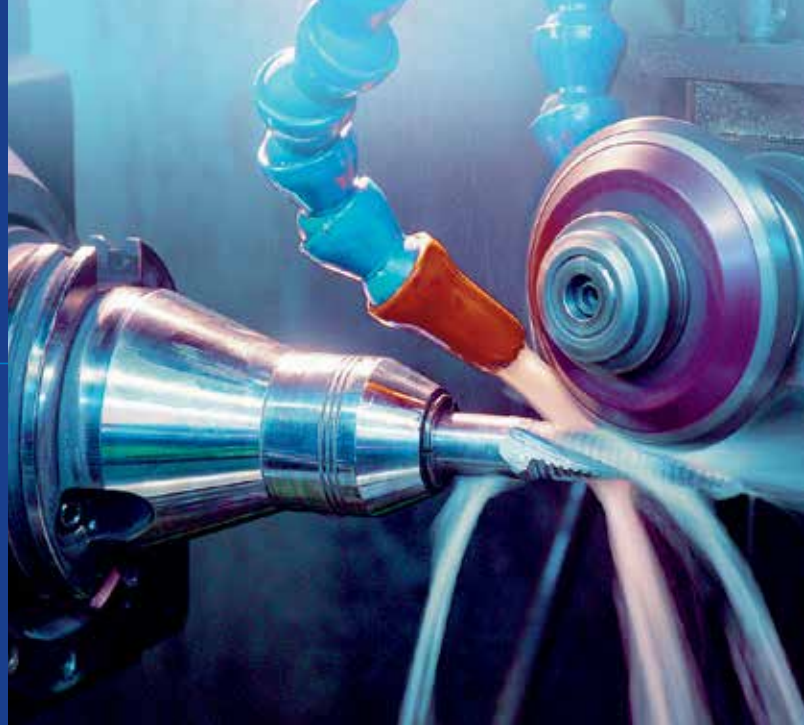
Titus Tekform's complete range of bins and hampers, including the new Tekno push to open system and the Kosara laundry hampers, are available to shop online now from the Titus Tekform website, with optional local pick-up available in most areas.



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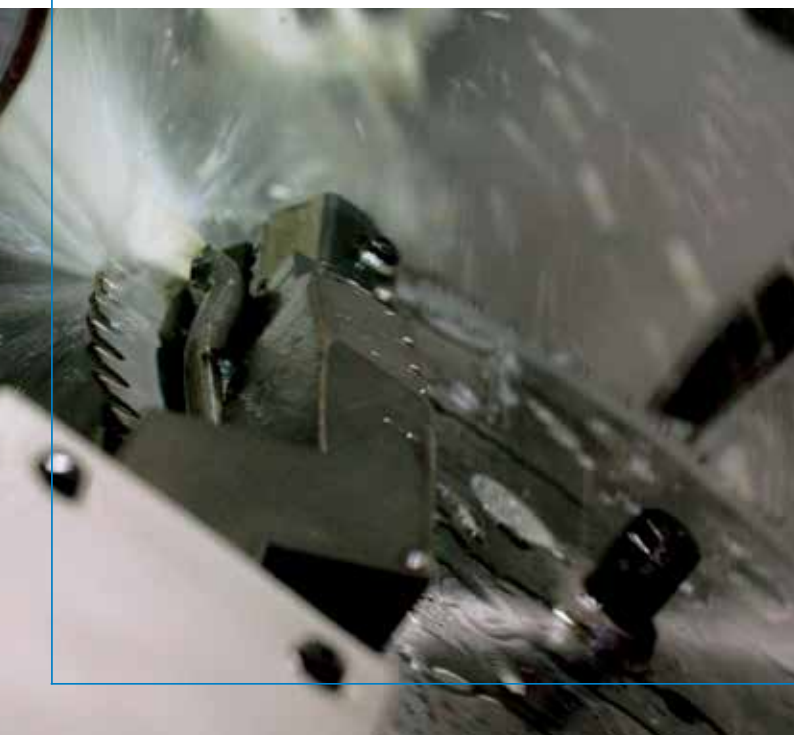
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Technik für Möbel


Hettich

HOMAG Treff 2022

- latest updates from HOMAG about software and digital solutions

From furniture configuration, planning and design to automated data generation for the machine. During production, HOMAG supports customers with digital assistants directly at the workplace.

Cut Rite V12 – it's the software that makes the difference

HOMAG presents the Cut Rite V12 in a new design and with new functions. The latest version of the proven optimization software makes processes efficient and flexible and makes data handling considerably easier.

When creating patterns for nesting machines, single part programs in different formats (e.g. MPRX, DXF) can now be mixed. In addition, each program can be edited on a job-specific basis without having to change its basic program.

With nesting, up to three trimming cycles ensure that even thick or heavy materials or small parts can be processed reliably in a way that protects tools and materials.

With the new software release, customers also benefit from an optimization in cutting. Improvements have been made in this area, particularly in the areas of labeling and reporting, as well as in algorithms that make the cutting for series production more efficient, especially on larger systems.

The new version 12 is now available to all customers with an update and service contract free of charge.



Cut Rite V12 in new design and with new functions.

woodStore 8 - storage management system for transparent information and material flow: More performance and greater flexibility

If the bridge is the heart of a HOMAG storage system, then woodStore is the brain. The software links order management with job processing, manages materials down to panel waste, analyzes movements, controls material flow and optimizes all material movements.

One advantage is the automatic storage optimization: If the material composition of an order changes, the software issues the appropriate command. Stacks that are required immediately are automatically stored near the machine for quick removal. woodStore Analyzer also shows possible efficiency improvements in the storage facility. It recognizes, for example, which panel materials have to be disposed of or relocated based on frequency of use.

Another feature is the possibility to operate it via Wi-Fi with a smartphone or tablet. Users can access production duration, material equipment, job overviews or information about missing panels very conveniently. This allows a direct estimation of when additional panels need to be transported from the block storage facility to the storage return position. The operator can then start the storage return process directly from the forklift truck. Using predefined barcodes, the operator scans materials, defines the number of panels to be stored and starts the storage process - conveniently, quickly and easily using a mobile end device.

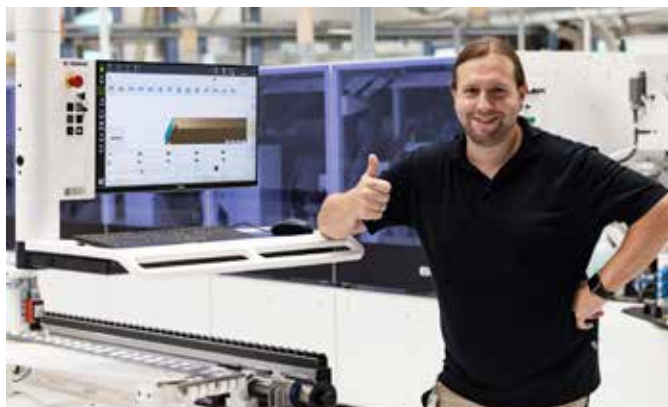


woodStore 8 - smart storage software, intelligent panel management.

New: woodCommander 5 software generation

For years, the EDGETEQ S-500 series has stood for variable and efficient machines in the higher performance class. It is now equipped with the new woodCommander 5 software version, which offers additional internal and external options for data exchange.

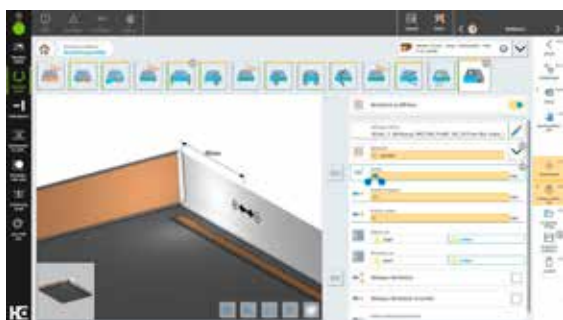
woodCommander 5 is faster, safer and more flexible. The software is designed to select processing programs and edge material and enables the reliable and fast recording of production parameters as well as the workpiece-oriented creation of machine programs.



Faster: With clever grouping of levels of information, fewer clicks are required to produce the desired results. Relevant parameters can be displayed dependent on the situation. Preview images based on 3D simulation enable faster program changes.

Safer: The real 3D workpiece simulation, the display of the dimensions directly on the 3D workpiece and the automatic check of impermissible parameter combinations guarantee a high level of operating safety. Having fewer test workpieces also results in real time and cost savings. The individual processing steps resulting from the simulated effects on the workpiece as well as the switchable tool track must be captured at first glance.

More flexible: Thanks to the operator-specific arrangement of parameters and the integrated user rights management, personnel have a lot of flexibility when operating the machine. In addition, widgets, e.g. for programs or edge material, simplify the handling.



woodCommander 5 - when the parameter is selected, the dimensions are displayed on the workpiece.



3D workpiece simulation with tool track that can be hidden and displayed with woodCommander 5.



NEW: Edge data management with woodCommander 5

With the Edge data plug-in software module, woodCommander 5 creates a direct connection between the machine control unit and the edgeband assistant ("Edgeband Management Set"). This wizard helps keep an overview of all information about edge material and material inventory. Leading edge suppliers already make their edge information available via tapio. Data such as edge thickness, edge height and available length of the selected edge roll are transferred directly to the machine using the Edge data plug-in from the edgeband assistant app. For the operator, this eliminates the need for manual and redundant intermediate steps when recording the edgeband data. This not only saves time, but also eliminates possible input errors. Another plus: The data transfer is not a one-way street - the edge banding machine also reports the remaining length of the edge roll back to the app. This means that the edge stock is always up to date for the machine operator as well as for colleagues in work preparation and purchasing.

woodCommander 5 software for EDGTEQ S-500 edge banding machines: faster, safer, more flexible.

Real 3D workpiece simulation with woodCommander 5.

woodWOP 8 software: New functions. Infinite possibilities

The focus of the new version of woodWOP, which was introduced in spring 2021, is on the innovative large graphics area, which displays the workpiece in three dimensions. The relevant processing parameters can be entered and realistically displayed in the graphic to program trimming and drilling operations and saw cuts quickly and easily. Since the introduction of this new version, users have benefited from these innovative new features.

- The contour assistant provides comprehensive support for beginners when programming non-rectangular workpieces.
- The feature recognition not only detects bore holes but also pockets and grooves in a 3D workpiece model.
- Auxiliary graphics, additional attributes and the form view simplify the operation of extensive variable tables. ▶

- ▶ With the new gluing wizard, workpieces for edge banding can be programmed even more efficiently.
- The formula assistant easily defines even highly complex formulas and thus offers further options for advanced users.

To simplify and increase efficiency, tried-and-tested settings can be stored in the CAM plug-in for similar applications.



Intelligent supplement to the extensive properties of woodWOP for workpiece-oriented programming.

NEW: Digital Factory - The "digital job folder" brings transparency to the workshop

The order books of many carpenters and joiners are full - and this also increases the challenge of keeping an overview over orders. An additional difficulty lies in keeping job data and job information up to date for all employees. Whether the employees are in the work preparation department, in production or tasked with assembly at the customer's premises, the "digital job folder" now gives everyone access to all information about each job in real time.

But that's not all: The web app also makes the current status of individual components transparent for everyone involved. You therefore always have an overview of the status of your jobs. The web app can be used by anyone who has a laptop or tablet at hand.

The challenges:

A lot of information and data, a lack of transparency

Today, many carpenters and joiners face similar challenges: The volume of data is increasing. But how can different data sources be used efficiently and consistently? How can all employees stay up to date in terms of order processing? What is the best way for everyone to keep an overview of the jobs in the machine and assembly areas?

Woodworking shops often have to deal with a lot of paper:

Information about jobs, parts lists, assembly information, drawings and construction plans - a lot of data is printed out (in some cases several times) and distributed to employees. This won't be necessary in the future. This is because from now on, productionManager allows users to bundle all the information about a single job centrally. Carpenters/joiners can use the "digital job folder" to gather all production-relevant data in one place, replacing numerous paper documents in production.

An end to endless paperwork: All the information is always up to date

In the work preparation department, the user imports all data from any software systems, such as Excel, industry software or a CAD/CAM system, into the productionManager web app. Alternatively, the user can create the data directly in the software. From this point on, any employee with a laptop or tablet at hand can access the data: Items, assemblies and components, including the relevant drawings and information, are now accessible to everyone. Changes can be entered quickly and are therefore available to all users immediately. Drawings, images or further supplements can also be easily added to any job.

Full transparency on the progress of the job

The "digital job folder" bundles all the important information about a job in one place. And because it's a web application, employees of wood-processing companies can access it from anywhere where they have access to the Internet: in the office, in the workshop or on the construction site. All employees in production or assembly have full transparency over all jobs. For example, they can view job progress in real time and the status of items and components for easy tracking.

Anyone who also uses the productionAssist Feedback app can easily define individual stations in the workshop at which feedback on the current status of the individual component/item should be given. Feedback can be submitted to the app by scanning (using a hand-held scanner or tablet) or by clicking in the app. The benefit: All employees know at any point in time where particular components have already been processed or whether the furniture has been assembled in the assembly area.

Flexible use in any workshop

The "digital job folder" can be integrated into any existing workshop environment with very little effort. No adjustments ▶



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Office - Recycling bins placed in walkways in an office environment can look unhygienic and be a real eye-sore. Integrate a hidden recycling station into a commercial environment using Concelo 1 x 35L waste bins to ensure a professional workplace with design front of mind.

Home - Waste can easily be separated into two, three or even four waste streams using Concelo waste bins. For example, double stacking a Concelo 2 x 13L or Concelo 2 x 15L waste bin provides four buckets in a narrow cabinet.

Smart Design Features - Managing waste can be a challenge, but Concelo is the easiest bin in the world to keep clean, while its Active Lid helps control odours. The Active lid remains in the cupboard when the unit is open but covers over the buckets when the unit is closed.

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CR350-213D-C



Side Fixed Racks





Whether the employees are in the work preparation department, in production or tasked with assembly on the customer's premises, the "digital job folder" now gives everyone access to all information about each job in real time.

► are necessary in the software landscape or in the machine pool. The machine pool is usually made up of machines from different manufacturers - this is also no obstacle to using the software.

Cost-effective: No investment, update or maintenance costs

There is no risk with regard to costs when using productionManager. The use of the web app can be billed monthly or annually and can also be canceled within these cycles. The advantage of the web-based software is that it is always up to date, meaning that no effort is required for updates. In addition, a confusing server landscape is no longer required.

The backbone in communication between HOMAG apps

Anyone already using other HOMAG apps or digital assistants has many additional benefits thanks to coordinated interfaces between productionManager and the HOMAG apps. Within the app environment, productionManager acts as a central application in the background and ensures that the correct information appears in the correct place in the work preparation department and the workshop.

- Anyone who uses intelliDivide optimization software for cutting or nesting can transfer the parts for cutting directly to intelliDivide.

- If the company manages its panel and edge materials in the materialManager web app, productionManager can also access this data and use it to implement the job.
- If the cutting assistant (Cutting Production Set), the nesting assistant (Nesting Production Set) or the sorting assistant (Sorting Production Set) is already used at workstations in the carpentry/joinery workshop, the user can transfer data to these workstations (i.e. to the productionAssist app used there). These production workstations automatically report the processing progress directly to productionManager.

At the same time, HOMAG has also developed suitable interfaces with various external software partners. In conjunction with imos iX, Borm ERP systems, SWOOD or SmartWOP, the HOMAG software also shows how simply and easily seamless data exchange between different systems can work. While data is exchanged between the different manufacturers' software solutions fully automatically in the background, users see a uniform and lean solution from a single source.

Images courtesy of: HOMAG Group AG

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Reasons to use an online ordering system

An effective online ordering and quoting system has the potential to revolutionise the way a company runs a cut-to-size manufacturing business. It is a highly effective way to reduce pressure on staff and give companies the cutting edge in an increasingly uncertain market.

Trying to free up staff and reduce human error?

Wanting to spend less time on admin and more time focusing on business? Spending hours collating quotes and orders from emails, faxes and phone calls?



With Cabinetry.Online, a manufacturer's customers can create and adjust as many quotes as they need, and place an order at any time of day or night. All the manufacturer needs to do is set up their portal, and the customer does the rest. Once the customer is happy with their quote, they will need to approve an order list before they submit the order. This drastically cuts down human error and streamlines the ordering process.

Striving for a competitive edge?

Want to make the quoting and ordering process quick and easy for customers? Wanting customised quoting and ordering software, without the huge price tag?

Cabinetry.Online, uses the manufacturer's logo and brand colours to create a portal that is truly theirs. Customers access the branded portal via a login page on the manufacturer's website. The manufacturer controls the pricing, products, delivery options, assembly options, payment terms and much more.

With Cabinetry.Online it's like having custom-made software at a fraction of the cost. No need to pay to have expensive software created and maintained. Cabinetry.Online has got that covered, and the company's dedicated team of developers and testers continually monitor and improve the software, and the in-house support team are available to help manufacturers every step of the way.

Automation is the key

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Ultra-thin drawer series from Krome

On trend thin profile with excellent functionality, Krome Premium drawers are the perfect combination of quality and functionality. Durable, smooth and silent with superior usability. The drawers consist of a thin 12mm solid wall profile and are available in four heights: 88mm, 120mm, 171mm and 203mm. The drawer kit includes the expansion dowel front connectors for smooth sliding performance. Available weight capacity of either 35kg or 50kg. The ease of installation makes Krome Premium perfect for any kitchen build.

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Eurofit has ironed out all laundry needs

Shop with confidence on quality, value and service with a complete and comprehensive range of laundry basket solutions in multiple sizes offered by Eurofit Hardware.

There is a size of laundry basket to suit everyone. Two new sizes are now available to fit cabinet widths of 450mm and 600mm.

These new laundry baskets from Hettich feature an InnoTech Atira drawer system with sturdy Quadro runners. They are a great performing silent system, offering full extension with a very fluent and smooth motion and guaranteed to deliver superb functionality.

They are designed with handles and air flow gaps for ventilation, in durable, light weight, removable and easy to clean 40 litre basket/s in white.

These baskets are the latest innovative design, imported directly from Hettich in Germany and are engineered and designed to fully meet the requirements of the home owner.

This addition complements Eurofit's existing and extensive range of laundry baskets.



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Actionable insights

to help grow manufacturing businesses

Expanding your business and scaling up your operations is an important part of succeeding in the manufacturing sector. But manufacturing businesses big and small face challenges when it comes to scaling sustainably and navigating market changes. Knowing how to grow your manufacturing business with the right tools and strategies means you're better able to adapt to changes and unexpected challenges that arise.

Business growth is a great thing – but only if you have the capacity to scale with the growth. If your business can't handle the speed or size of the growth, you might find your team struggling with inefficiencies, miscommunications, and costly errors. Smaller businesses are even more vulnerable to setbacks – even minor errors and inefficiencies can have major consequences. In this article, we explain how to grow your manufacturing business – and the key tools and strategies that will help you scale sustainably and achieve your growth goals.

How to grow a manufacturing business

To grow, businesses not only need to have a great product and solid customer relationships, but they also need to be consistent, avoid costly mistakes and use self-regulating processes to continually optimise. The tips below explain how to grow your manufacturing business across your entire production cycle so that everyone benefits – from your sales team to your shop-floor staff, upper management and everyone in between.

1. Base business decisions on accurate data

Growth takes careful planning and an accurate understanding of where your business is currently at. When developing the steps your business will take to achieve your growth goals, it pays to have reliable data you can analyse. Instead of basing your business decisions on guesswork, look for ways to collect hard data from every area of your business operations. That way you can find areas for improvement, streamline your processes, save money and maximise your growth.

Data points worth monitoring include:

- Time use – how much time your staff spends on different steps in the production process, and how estimated times compare to actual times.
- Mistakes – when they happen, why they happen, and what effects they have on the workflow.
- Lead management – how many leads you get, what your

response times are and how much time is spent on quoting.

While collecting data is important, it shouldn't slow your systems down – especially since you need to do it on an ongoing basis. Including data collection and reporting as part of your day-to-day processes means you can engage in a continuous cycle of improvement as you grow. The best way to gather data is to use an integrated system that collates data across your business operations as a naturalised part of the process.

2. Forecasting, a sure way to improve your supply chain

When supply chain shortages arise, suppliers are possibly more likely to cater to clients who have a good relationship with them, pay their bills on time and are investing in systems, technology and all that tomorrow brings.

In recent times, manufacturing businesses have experienced an array of supply chain upsets and challenges – from interruptions in business activities to rising freight rates and exponential increases in demand. The importance of building a resilient supply chain to cope with unexpected challenges is more apparent than ever.

3. Make your supply chain management watertight

Supply chain interruptions can have a detrimental effect on any business, but it can be particularly impactful for small businesses who are scaling up. The importance of building a resilient supply chain to cope with unexpected challenges is more apparent than ever.

Use forecasting techniques to plan ahead and build stronger relationships with your suppliers. If you plan ahead, your suppliers can plan ahead too, ensuring better outcomes for both parties. Practical ways to foster strong supplier relationships include paying bills on time and placing orders with plenty of notice. Make your orders in writing using a user-friendly system so that both your team and your suppliers can access the information fast and accurately.

A robust inventory management system will help you bring all these factors together. And it will enable you to manage your inventory based on data and patterns – you'll know more accurately when you need to restock, how much stock to order and when you need to manufacture more products. Using data to make these decisions can help you avoid production bottlenecks, regulate your inventory better and reduce the number of interruptions you experience.

4. Increase manufacturing productivity with the right tools and systems

Streamlining your current manufacturing processes will ensure you're not losing valuable time or money as your business scales up. Lean manufacturing is a great way to start minimising waste, improving problem-solving and standardising routine tasks. While Lean manufacturing is the pursuit of perfection, and for many of us feels a little unattainable, the strategies and concepts can be applied in any business at any stage of its journey. Jobman is a great tool to start implementing Lean manufacturing into your business, but Lean manufacturing is not a prerequisite to get the most out of your ERP software.

How to grow your manufacturing business with lean project management:

- Track time use – use comprehensive time tracking software, with remote timesheet logging and automations, to save time and improve efficiency across your team.
- Standardise processes – implement a user-friendly, intuitive system that's integrated across all the different sectors of your company.
- Implement a scheduling program – cut out wasted wait time, improve job scheduling and eliminate entry errors with a job scheduling software that syncs across all team devices.
- Reduce waste through error – have an efficient system for recording errors and issues so that you can reduce recurrence and keep your team accountable.

Whatever size your business is, problems in your processes will be amplified as you grow. Just because you're scaling up, doesn't mean your processes need to become more complicated. In fact, complex processes create more room for error and inefficiency. Instead, aim to develop core processes that are simple, intuitive to carry out and easy to repeat. ►



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► 5. Increase manufacturing productivity with the right tools and systems

Successful business growth for manufacturers is a team effort. How can you reach your goals if nobody knows what they are? Improving the way you manage your teams will ensure your efforts toward growth are implemented effectively across the company.

While some people in your team will embrace change, others may be more hesitant. Make time to address your team's concerns and show them how the changes will make things easier, more efficient and better for everyone. By improving workplace culture and employee experience, you'll not only increase productivity, but you're also more likely to attract and retain great staff.

Here are some actionable ways to empower your team as your business grows:

- Help your skilled workers focus on what they do best by cutting out unnecessary administration and tasks that can be automated.
- Improve communication by using an integrated ERP system – reduce human error, sync information across your organisation and automate where possible.
- Embed transparency in your systems to promote a culture of trust and fair treatment.
- Provide your team with the information and tools they need to set goals and manage their work more effectively.

6. Invest in ERP technology

ERP (Enterprise Resource Planning) is a complete business management platform that allows you to take action on all the steps in this article. Incorporating both CRM and SCM modules, an ERP for small business manufacturing is the best way to enable long-term growth. It will allow you to simplify your processes, improve efficiency across your organisation and enhance client relationships.

Many manufacturing companies still rely on several separate systems to operate, causing headaches with matching up information, collecting reliable data, and communication errors. On the other hand, ERP systems are scalable and simple, seamlessly integrating all of your systems using a single interface to connect every point of your production cycle.

Growing your manufacturing business takes time, and the right ERP can give you the time you need to focus on growing in the right direction.

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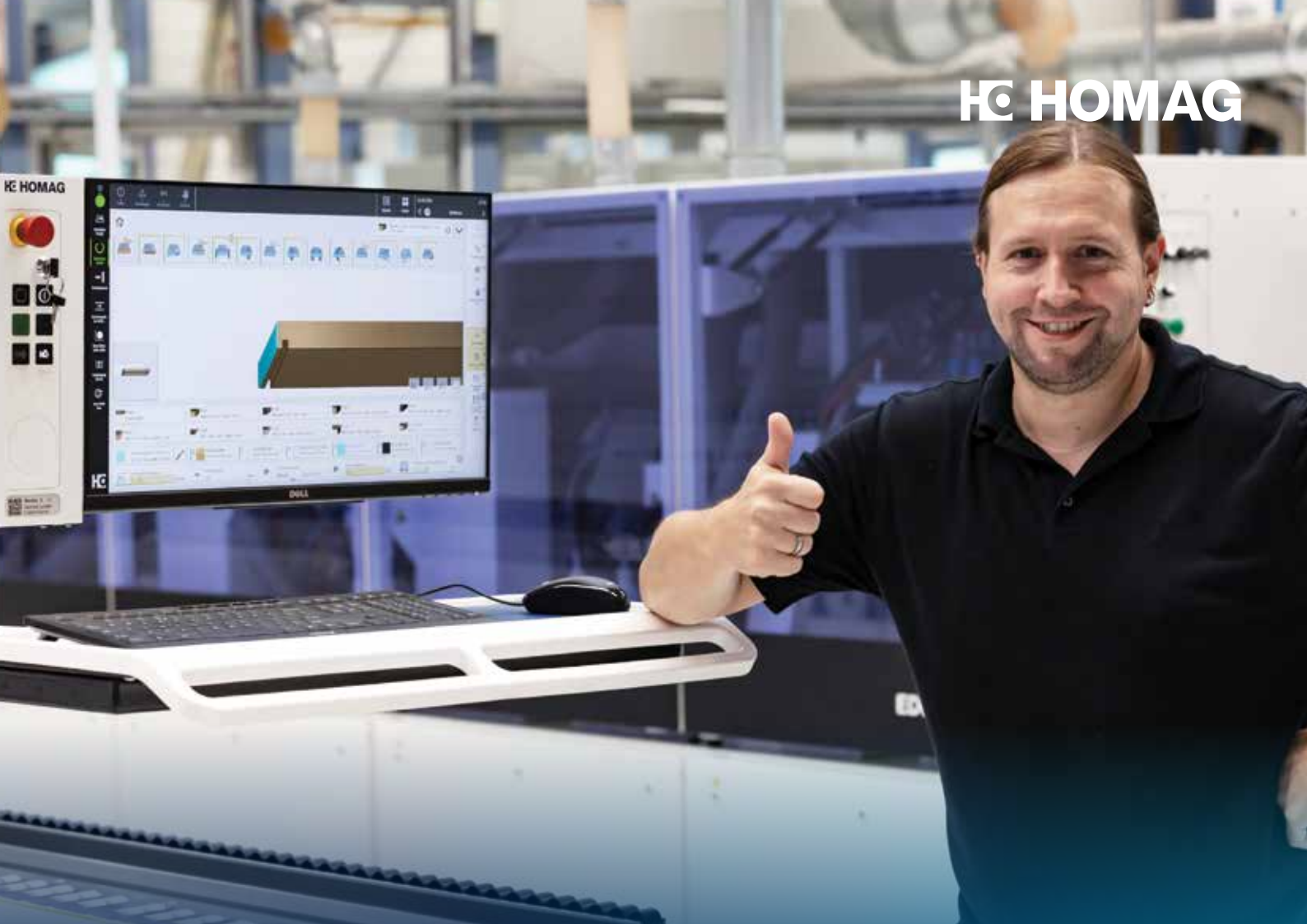
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Outdoor living essentials: designing an alfresco kitchen for Australian conditions

Whether it be barbeques, parties or dining outside on a warm night, the great outdoors is synonymous with the Australian lifestyle. It is no wonder that outdoor kitchens are becoming a natural extension of the home and a growing trend in residential design. A well-designed outdoor living area not only expands the usable space outside of the home's physical footprint, it also significantly adds to a property's aesthetic appeal and value.

Today's homeowners expect more from their outdoor spaces. Modern outdoor kitchens that once consisted of the humble barbeque and an outdoor dining table must now take entertaining to a new level in terms of quality, style, functionality and versatility. In fact, the very best outdoor kitchen spaces rival indoor kitchens in these areas, allowing users to prepare and cook all kinds of food while entertaining friends and family surrounded by natural beauty.

With potentially limitless functions, from sinks and fridges to innovative storage space, outdoor kitchens can come in all

shapes and sizes. When planning an outdoor kitchen or dining area, it is important to ensure the area is appropriately designed and fit for purpose. Factors such as location, utilities, storage, lighting, appliances and aesthetics all impact the budget and time necessary to create a space that meets the needs of all intended users.

With potentially limitless functions, from sinks and fridges to innovative storage space, outdoor kitchens can come in all shapes and sizes to suit any space and design taste – giving everything on hand to host a meal without moving inside. Using Hettich's sophisticated and durable fittings, home owners will enjoy peace of mind that their outdoor kitchen will function exactly as needed for years to come, withstanding the harsh Australian sun, wind, and rain.

Hettich Alfresco Kitchen Collection

The InnoTech Atira drawer system by Hettich is designed with the potential for individual creativity in mind. With a focus



on the system's sharp contours, the InnoTech Atira features Anthracite in the Alfresco Kitchen Collection with a range of side element heights of 70mm, 144mm and 176mm. The full extension Quadro runners have a loading capacity of 30kg and are available with soft-closing functionality.

Runner elements in outdoor kitchens work hard, often in the most difficult conditions. For those looking for a tough runner system capable of delivering peak performance and of coping with a heavy workload, there is nothing to beat a system based on the ball bearing idea – the Quadro runner system. The Quadro's self-cleaning mechanism ensures that dirt particles are simply swept aside by the steel balls as they traverse along the track.

The new Veosys fast assembly concealed hinge from Hettich is a rugged all-rounder that provides excellent soft closing performance at low and high outdoor temperatures and its self-closing angle of 35 degrees closes furniture doors almost by

itself. Veosys is made of robust stainless steel to meet the most exacting of requirements and comes in a high-quality look. It is not affected by temperature fluctuation, moisture or salt. Even after 120 hours in the natural salt spray test (NSS), the concealed hinge system demonstrated its exceptional corrosion resistance in compliance with DIN EN ISO 9227.

Other solutions in the Alfresco Kitchen Collection include the Bin.It Duo II pull-out waste bin system with full extension runner; the New Modern Collection from ProDecor Handles, a collection of sleek furniture handles; the Versa Super Plus linear lighting solution; and the Spotlight Superspot, which provides robust furniture and ceiling LED recessed lighting.

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by Rob Ditessa

A life-long appreciation of timber

"WE HAD A REAL tool set, and we built our own tree house," recalls Olivia O'Connor. She is reminiscing about her childhood, and how, unlike other children, she and her brother never had a plastic tool kit, and how she helped her father to repair the timber fences and other timber structures on the family property on Victoria's Mornington Peninsula. Roaming the local woodlands, exploring and discovering the natural world around her, Olivia began to develop her life-long appreciation of timber.

In an artisan's career that began in those childhood days, Olivia has made wood work products ranging from theatre sets and props, furniture, sheep foot stools, carvings, to bread boxes. Working with timber is a delight because it has considerable character, she tells AWISA. "If you read a timber's character, and work with its grain direction, density, texture, and colour, you end up with something far better than if you jump in full steam and push your way through a project."

Fireplace carved surround



As woodwork was her favourite subject in high school, it seemed natural to continue studying it after secondary school, but her classes at the Royal Melbourne Institute of Technology, learning furniture design and construction, proved to be a mixed experience. "They told us, and I foolishly believed them, that 'there is no furniture industry in Australia, and if you are lucky, you'll end up in a factory stapling side A to side B'. I completed my first year, gaining a certificate 4, and left to pursue prop making. It wasn't all bad though. I learned a lot about timber tolerances, and about the technical aspects around timber. I learned a lot from books, but most of the knowledge I have today I have learned through hands-on work. I also met my husband there, who was a fellow student."

Next, venturing to Sydney, Olivia worked at the National Institute of Dramatic Art (NIDA), the training ground for many of the nation's leading actors and directors including Cate Blanchett, and Mel Gibson. There Olivia made props and stage settings, the visuals that change the location or environment of a story magically in an instant, and depend on the skilled carpentry of stage set makers.

"I really learned how to plan out every aspect of a project," continues Olivia, "and more importantly, I learned how to manage several projects at a time. It was my job to create work that filled the designer's vision. While I didn't have a lot of creative input in the end look of a scene setting, I really learned how creative the making process is because it pushed me to work with many new materials and techniques. The experience established my love of experimenting. It was also where I learned woodcarving, and made my first rocking horse."

After the hurly-burly of theatre life in Sydney, Olivia made a tree-change. "My workshop is now nestled amongst the rolling green hills of South Gippsland in Victoria," she says, adding that it is not a flash workshop and that she is using mostly the same basic mid-range tool set she put together back in 2013. These include a Carbatec bandsaw, a Woodfast half-sized panel saw, Makita drop saw, Carbatec thicknesser, Jet drill press, Carbatec dust extractors, air compressor, Milwaukee power tools, carving tools that are mostly Pfeil, and a lathe without a name that she rescued from a school clear-out when she was 18.

The Carbatec 14" heavy duty bandsaw is Olivia's favourite piece of machinery. "Whilst I often think about upgrading to something larger and heavier, this one does the job. I can rip logs with a heavy blade or cut out small intricate shapes for

carving with a fine blade. My hand carving tools are my all-time favourite things in my workshop. They range from 1mm wide to 45mm wide in every shape, and I still don't have enough. My most used tool is a Pfeil 3F/20 bought in America. The F stands for 'fishtail', where the corners can get into very tight spaces. Being 20mm wide, it can remove a lot of timber quickly."

The range of products Olivia makes is extensive and she does not have a preference, nor is she comfortable in ascribing to herself a signature style. "I find each piece interesting and particularly enjoy the process when the client gives me some free rein to make what I would like, just keeping to a theme rather than a rigid design. Generally, I don't think about keeping my work to a particular style and theme, but because it all comes from my hands it can clearly be labelled as mine. Where possible I let the natural timber be the main feature. Carving is a very strong point in my work, and I find inspiration in the local landscape and animals. I am very lucky that my work is quite diverse, from small wood and decorative carving works to large wooden sculptures, and from engraving wood blocks for printing, to rocking horses, and furniture. When people order a piece from me, they often tell me the sentimental reasons and the story as to why they are choosing to commission a custom-made piece. These stories are often very touching and will stay with me."

Her attitude to furniture making is "to make furniture that fulfils its function well, and looks pleasing at the same time. I don't like furniture that only looks pretty and doesn't fulfil a function but I'm also not a fan of highly functional furniture that looks ugly. It's important to meet in the middle, but I think function has to come first."

In making the product, Olivia prefers traditional practices and working hands-on with hand tools over power tools. Yes, she agrees, it is hard yakka but she enjoys it, losing herself in the moment in the course of the work. But if it is not going well, then she is keenly aware of what is happening, and why it is going wrong. She adds, "If you have the time and the client is willing to pay for it, I like doing all traditional joinery, but unfortunately not all clients want to pay that extra price tag."

Her portfolio of work includes desks, tables, chairs, bread-boxes, rocking horses, and wooden toys, but it is a fireplace surround with a mantle that she mentions when pressed to nominate a memorable job. "I made it a number of years ago, from completely locally sourced timber. In fact, it was recycled



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Olivia in her workshop

► timber that had been originally sourced within a matter of kilometres from the home where it was going to end up in. The client wanted something quite simple, and sleek, and for the timber to be the hero. They also gave me a fair bit of free rein in the design. And now every year or so, I add a carving work to it for them."

How long it took her to make the surround, Olivia cannot say because she rarely works on one piece at a time. Juggling projects on the go is the way she works, and she finds it is conducive to creativity. It is hard to be 'creatively on' all the time, and sometimes it is quite enjoyable to simply sand or machine timber, and to give that side of the brain a break, which will anyway tick along in the background.

"My favourite commercial work was a large honour board for the Geelong Wine Association's yearly competitions," she says. "I hand carved it from American Walnut, with grape vines, scrolls, shields and a pair of shaking hands at the base. The client had asked for a carved handshake with an old and a young

hand because they wanted to represent different generations coming together. I photographed mine and my dad's hands as my reference, so it is quite special. I always put my heart into my carving work, but this one was extra special."

At the moment, her most popular products are rocking horses, and her sheep foot stools and rockers. "I was looking for an easier and cheaper make for customers who wanted something special for their family but couldn't justify the price of a new rocking horse. I am proud of how super cute and friendly my sheep design turned out."

For the rocking horses and sheep, Olivia uses Australian kiln dried Radiata as it is stable, accessible, holds detail, and takes to paint really well. For sculptural and carving work, she identifies how much detail she wants to achieve, and will then find a timber with grain properties to achieve it. As well, she is mindful of how the colour of the timber can be used to enhance the design. ►



Honour Board-
Geelong Wine
Association

► "I like lots of timbers but my favourite timber is Blackwood. Most woodworkers will tell you that you can't carve it, but my experience is that if you select the right piece and read the timber, it will carve like butter. Another go-to for carving work is American Walnut. It carves beautifully and holds a significant level of detail. I have recently got into wood engraving, carving two dimensional images onto end-grain to print. I am enjoying experimenting with timbers I can source and use here in Australia without importing timber from England. I buy my timber from off the shelf suppliers in Melbourne that are FSC® & PEFC™ Certified and have Chain of Custody Accreditation. This is important to me. I also buy timber from local people with portable timber mills that come in after a storm has taken trees down. If I see something with particularly good grain or colour, I will buy it and wait for a use. Otherwise, I quote a job and if the clients want to proceed then I buy the timber I need."

As her business has developed, she has noticed that people are appreciating timber and becoming more conscious of wanting things that will last longer. She does live demonstrations at events, and has established classes in various styles of rocking horse making, and woodcarving. As well she presents educational videos on the internet. Olivia sums up, "I really enjoy sharing my knowledge, and seeing people learn new skills." ■

Side table with drawer. Victorian
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Edgebanding is arguably the market segment HOLZHER is best regarded for, with a strong level of sales in this country, and around the world. Since 1969, many pioneering developments have come from HOLZHER, who today remain at the forefront of development of this essential cabinet machine. HOLZHER offers 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 HOLZHER ARTEA operates with the same patented glue application nozzle used in larger HOLZHER 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.

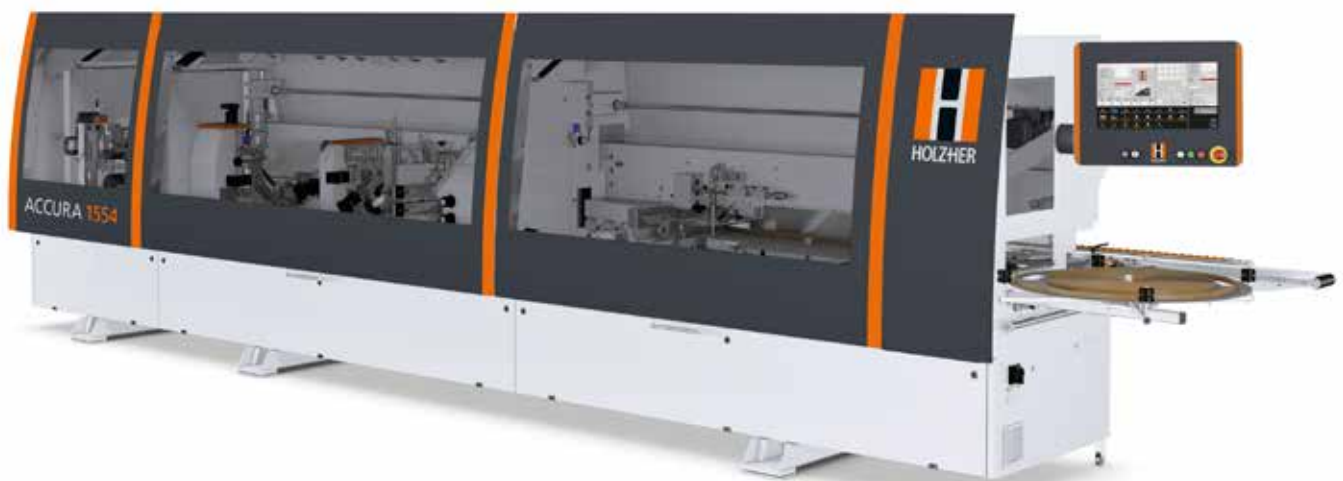
For a compact machine with a high degree of automation, the AURIGA provides invisible joints with PUR glue for the most demanding architectural projects. Hot air technology has made a lot of noise (actually...a lot of real noise) over recent years but realistically, still cannot be visually separated from the finish produced by HOLZHER PUR. The AURIGA is an affordable machine with high-end output and the AURIGA 1308 XL remains

one of the HOLZHER top selling edge banding solutions at an excellent price/benefit ratio.

The HOLZHER 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 HOLZHER 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 HOLZHER 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 HOLZHER's new high-speed servo-axes where the rapid in-feed capability allows what Holzher refer to as "set-up in the gap", which makes it possible to run various applications in the machine simultaneously. The HOLZHER 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.

HOLZHER 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. Few of their major competitors comes close to their presence in the furniture and cabinet sectors. In 2010 Holzher became a member of the Weinig Group, remaining an independent brand in the field of wood-based panel processing.

HOLZHER 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.

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John Denford: the longest of woodworking careers

John Denford passed away peacefully on Saturday 30 October 2022. He was 89 years young. Born on 29 January 1933 John left school at an early age and embarked on 74 years of working in the woodworking machinery business.

His first job was an apprentice machinist at Morgan Mason and then he applied for a sales position at Austral Engineering Sales as a technical advisor to the industry. Austral in those days was the sole importer of Wadkin and Bursgreen machines from the UK. John rose in the company to Sales Manager and then moved to Perth to establish the company there. In the early seventies John returned to Sydney to take over the national marketing of all the company's machinery lines.

Some ten years later he was headhunted by the Wadkin group to establish their own company here in Australia. His next adventure was to start his own woodworking machinery importing business. After several trips to exhibitions in Europe with other ex "Austral" people he was convinced to join the Gabbett Machinery Company. He became a mentor for all the new "young guns" that Gabbett employed over the next 25 years and imparted most of his vast knowledge on to all who were associated with him.

This gave him great satisfaction and he worked on until his early seventies. After six months of retirement, he was back at Gabbetts and only had four more retirements from then until his final goodbye to the company in his mid-eighties. John is survived by his wife Liz, sons Steven, Haden, Mark and daughter Michelle.





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The perfect sea change

and an opportunity of a lifetime

After travelling around Australia in a caravan with his dog Sandy, Mark Ferguson arrived in Port Douglas. When experiencing the laid-back tropical lifestyle it didn't take him long to find out this was his place to be. Being a builder, Mark started doing small jobs in town. He eventually bought a panel saw and ventured out on his own into the kitchen manufacturing business from a rented factory in Craiglie.

It was the start of what has now grown into a thriving business: M&R Kitchens. Together with his wife Maxine he has built this successful cabinet making business from the ground up.

Being headquartered in Port Douglas with another office and showroom in Cairns, the business is now well known for its specialisation in designing, fabricating and installing kitchens, vanities, wardrobes, laundry cabinets and custom interior joinery for North Queensland new home and renovation markets.

But after 35 years of delivering dedicated and high standard work, the couple is now ready to retire and hand over the business to the right person. Mark says: "We couldn't be happier to see someone come in and take over the reins, see them add their personal flair and watch M&R Kitchens flourish for the next 20 years."

Dream team

Of the 26 staff members, many have been with the company for years on end. Mark and Maxine say they will miss their daily interactions but they are confident with the future of the business, due to the stability of staff and reputation.

"We have been very fortunate to have great people working with us with many of our team being with us for up to 22 years," Mark says. "Our team members are exceptional in what they do and work really well together."

Taking over the reins

According to Mark, the new owner doesn't have to be a cabinet maker. When the business is sold, Mark and Maxine will continue to give support for as long as required. "We love what we do and are happy to keep doing it," Maxine said. "We aim for a successful handover and for the business and the team to thrive."

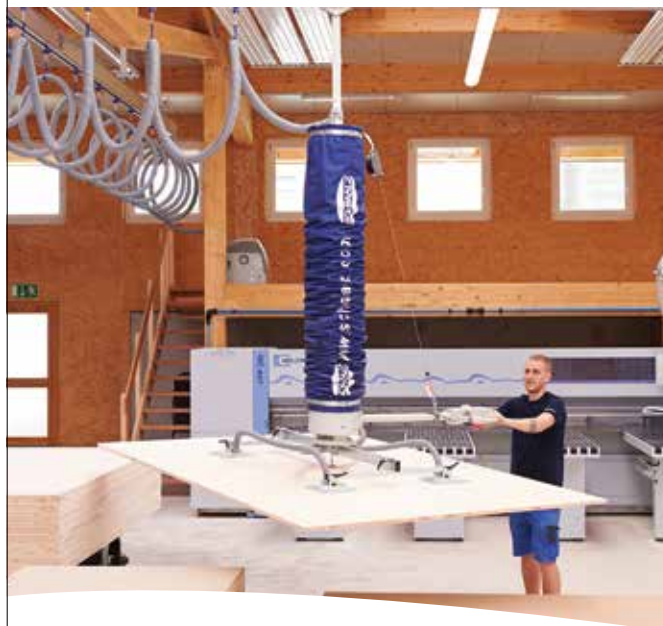


"The business has a comprehensive, reliable client base, built up over 35 years of operation. In addition to the Douglas Shire we have been supplying joinery to Cooktown, Tablelands, Townsville, Ayr, Bowen and Charters Towers," Mark says. "All of these areas are expanding rapidly."

Work in paradise

"Everyone wants to love where they work, in a happy respectful environment," Maxine says. "We love Port Douglas and would never move away. We have everything on our doorstep."

Mark and Maxine are happy to answer any questions from people expressing serious interest. More information is available at <https://kleinhardt.com.au/mr-kitchens-north-qld/> or phone Cam Charlton 0418 773 737.



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Nikpol trade night celebrates opening the company's new Brisbane warehouse and showroom



Kenny Hurford
(Sales Manager)
Mark Richards
(Logistics)
Johnny Burr (Hardware
Brand Manager).



Nikpol was very proud to have an appreciation night for its customers last month. More than 300 customers attended the first Nikpol Brisbane trade night at the new 10,000 square metre facility in Eagle Farm.

The event was long overdue, as it had been rescheduled a number of times due to COVID-19, but last month Nikpol was finally able to show appreciation for the incredible support received since opening the original Brisbane facility almost two decades ago.

Directors John and Spiro Nikolakakis were in attendance helping to prepare a massive Greek feast. Mark Richards (Logistics Manager QLD/NSW) Kenny Hurford (Sales Manager QLD/NSW) Johnny Burr (National Hardware Category Manager) hosted the exclusive invitation-only event. No one left hungry, and drinks were available all night with an open bar till the early morning.

A feast of roast lamb, roast pork, and chicken kleftiko was made available to all guests, with an emphasis on an "all you can eat" philosophy. The food was prepared in a manner using an Antikristo Cretan BBQ, giving a nod to the founder's Cretan heritage and roots.

Guests came from as far as wide as Darwin, Perth, Sydney, Alice Springs, Regional NSW/QLD, and Melbourne to help celebrate Nikpol's opportunity to give something back to the industry and thank its loyal customers.

One of the highlights of the night was a Dale Woods guest appearance, Dale attended the event with his Porsche GT3 cup

car and thrilled those in attendance with an explosive fish tail in the car park.

Nikpol opened its newly revamped showroom on the night, displaying its incredible range of products, from the well-known international DTC hardware range of products.

This includes Smooth, Dragon Pro, and Magic Move runners to complement the Pivot Star hinges which hold the coveted IF 2017 international design award and the door opening mechanisms Top Stay with single and bi-folding overhead door options. Inspired by the Interzum 2019 showing in Cologne also on display is the amazing FLYBOX corner hardware solution, which utilises the wasted space of dull and dark blind corners via an automatic pully system with a soft closing action.

The swing-out and larder pantry solutions are all made in the beautiful Italian town of Trissino in the province of Vicenza. Nikpol also launched a new sink, tapware range, and European handles from Metakor in Belgium, which customers didn't stop talking about.

Inspired by Milan's Eurocuccina 2022 the new showroom displayed an incredible range of exclusive decorative products. The latest European trends in decors, and inspired colour ranges. A timeless stunning range of authentic timber grains and muted organic colours were on show.

Nikpol featured the Matt Wood and Meraki range, these proved to be the most popular and versatile colours available in decorative board.



Nikpol's benchtop colours contain realistic stone designs, woodgrains, and contemporary patterns to inspire Australian designers.

The one thing Nikpol does differently and stands out from the crowd, is focusing on colour on the inside. Just like the Nikpol tagline "Look Inside", the internal cabinetry is just as important as the external cabinetry. To elevate joinery, add a colour to the inside of cabinets. This lifts interior cabinetry to bespoke furniture. The Essential range by Nikpol is a trendy melamine range that is ideal as carcass to match or contrast with external colours. Instead of using traditional white carcass material add a pop of colour to internal carcass in turn, creating an element of surprise.

The jewel in the crown is Blaupunkt kitchen appliance range. This is distributed exclusively by Nikpol throughout Australia and New Zealand. The Blaupunkt brand itself has a 100-year-old European heritage synonymous with quality, innovation, and value. Nikpol showcased an extensive range of stylish and modern built-in appliances including cooktops, ovens, freestanding cookers, rangehoods, dishwashers, microwaves, combi steam ovens, and warming drawers.

All Blaupunkt products enjoy a market-leading 6-year warranty and excellent after-sale service support. Nikpol is extremely honoured and proud to offer the quality of German engineering and design to the Australasia market and the trade night was the perfect event to showcase these elegant appliances, especially for guests who experienced the Blaupunkt lifestyle for the first time.



The trade night also presented Nikpol with a great opportunity to showcase its state-of-the-art facility and its Homag machinery.

Consisting of two automatic board and benchtop storage/picking machines, each capable of holding over 5000 sheets of product.

Customers were in awe of the new Homag machinery, and the near full capacity of approximately 2000 square metres of floor space utilising the 11 metres of height to store bulk packs of product. To support the needs of the company's important customers the huge stock holdings of hardware and Blaupunkt appliances, were on show, with over 2200 pallet spaces of racking.

The DTC top stay with push to open function, part of the large DTC range available from Nikpol.

Part of the showroom at Nikpol's new Brisbane facility.

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Destination for all things cabinetry

Tired of travelling to and from multiple stores to source products for the next project or not receiving the level of service that's deserved? Look no further than Lek Supply, a family-owned business for over 15 years and one of Hettich's long term and trusted distributors specialising in all thing's cabinetry from drawers, handles, sinks, appliances, flooring and more.

The team at Lek Supply is dedicated to personalising cabinetry solutions and service for clients nationwide where no project is too small or large. Equipped with the highest quality brands and products in the market, a strong sales team and ecommerce platform, it's no wonder they have a growing presence in the market.

Speaking to some of their clients, it's evident that the team at Lek Supply are differentiating themselves with their offering including quality products to personalised service and speedy delivery for all types of projects. Asaad from H&A Kitchens and Wardrobes recently furnished a luxury home and called Lek Supply "a trusted one stop shop" for all their cabinetry needs. Their latest project saw a range of products from DTC soft closing undermount slides to a number of Hettich products versatile for indoor and outdoor spaces such as the InnoTech Atira drawer system and its integrated waste pull system, Cargo IQ spice rack and the Sensys hinges. "My client was extremely happy with the final outcome and it's thanks to the team at Lek Supply for all their product recommendations to meet my client's brief." Asaad added.

The Hettich Sensys hinge is one of the best-selling lines at Lek Supply and recently used in commercial spaces by Competitive Joinery who chose it in their latest store fit out for international



designer brand Dior, as well as an office fit out for Gucci, another high-end fashion label for their head office. Kitchens4U has also shared several residential projects using products supplied from Lek Supply and couldn't speak highly enough of Lek Supply's "impeccable service and fast delivery".

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2022 was a big year for us here at SCM, celebrating our Seventy-year anniversary. We are proud to close the year with strong momentum, none of which would have been possible without the support of our loyal customers.

We are looking back with appreciation for your loyalty and looking forward to moving into the New Year together.

- Ezio Forcella, SCM Australia CEO & Country Manager

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Alto Slim drawer system by Häfele

The Häfele Alto drawer system increases the functional use of cabinetry with perfectly straight thin 13mm drawer sides. Making the drawer capacity larger, while maintaining the stability and quality with a load capacity of 35kg.

Three side heights, 84mm, 135mm and 199mm allow for flexible and versatile use from the kitchen to the wardrobe and bathroom areas.

The option of white and black colours in matt finishes allows Häfele Alto Slim to meet everyday design requirements and complement the continuing trend of darker decorative colours.

Häfele Alto Slim has been tested and passed European DIN EN 15338 level 3 standards. This was achieved with a full 35kg weight capacity with over 60,000 opening cycles.

Comfortable height and lateral front panel adjustment from inside the drawer allows easy adjustment when installed in corners or against walls.

Complementing the range of Alto Slim drawers is a range of Häfele drawer inserts, Classico 500, Classico – multi utensil tray and Basic cutlery tray.

Alto Slim comes with Häfele's renowned lifetime warranty and will last for the life of the kitchen.

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SCM celebrates 70 years of innovation

for the woodworking industry at Xylexpo

SCM once again took centre stage at the latest edition of Xylexpo, held from 12 to 15 October this year. The trade fair was a special opportunity for the group from Rimini to celebrate its 70th anniversary with customers, dealers and media partners. SCM's first woodworking machine, L'invincibile dates back to 1952 and from there, the beginning of a long history of international successes that continue to this day, with 750 million Euro in turnover, over 4,000 employees and a globally unique range of products and services to meet all the production demands for wood machining.

With an innovative, multimedia stand of over 2,000 square metres in Pavilion 22, the group from Rimini presented its vision of the digital, connected and integrated factory, designed to accompany all the businesses and fields of application in the sector: from artisans to large industries; from furniture to windows and doors and from woodworking to timber construction. Integration was one of the key concepts that drove the experience of visitors at SCM's stand. The Smart&Human Factory model already successfully applied by global manufacturing leaders, presented different innovations aimed at making customer processes even more efficient and sustainable and was re-proposed in two specific versions for industry and artisan.

In both cases, SCM proposed integrated automated flexible cell systems that are modular and easily reconfigurable, capable of meeting all the Industry 4.0's demands. Cells that combine the advantages of SCM technologies in terms of solidity, efficiency and reliability, with world class digital products and services: MES systems to manage and control production; line and cell supervisory software to monitor the state of each of the products being machined throughout the entire process; IoT systems and apps to gather and analyse data from machines, for complete control and implementation of intelligent and prognostic maintenance models. Without forgetting the robotic and automation systems integrated into the machines, these too are flexible and modular, for use in large industries.

Also integrated is the digital transformation vision that visitors at Xylexpo saw for themselves in the SCM Digital Integrated Woodworking Process. Here, technologies, software and services integrated at each of the stages - preparation of data, planning, production, monitoring and assistance - to increase productivity and connect the entire process from the office to the factory.

There were a lot of new entries in process software, at different stages of wood-working. There was considerable interest for easyFlow, SCM's new MES plug&play that is simple, scalable



and available even to artisan businesses, and Thundercut, the cutting optimiser-sequencer that brings the potentials of a circular saw closer to the most powerful industrial panel saws.

In the same area, there was the opportunity to get a more in-depth explanation from SCM's experts on the increasingly customer-centred digital services that support the customer from pre to after sales: the new My Scm portal that grants access to a vast range of technical support services anytime, anywhere, even via smartphone; the new integrated E-shop for the on-line sale of machines, spare parts, software and services; the IoT Maestro connect platform perfectly integrated to the "Woodworking made Izy" project that sees the most important machinery manufacturers committed to offering a common language for their technologies, as part of a complete integration of the customer's machines.

SCM's latest technologies

Made in SCM innovation encompassed the entire range of solutions on show for the industry: sizing, nesting, edgebanding, drilling, assembly and packaging as part of panel machining; integrated SCM Surface Technologies for sanding, pressing and painting to meet all the demands for surface treatment with exclusive, state-of-the-art finishing results; technologies



for windows and doors and solid wood machining; squaring, including the latest for click furniture; systems for timber construction and 4.0 woodworking.

Equally innovative was the presentation method of the various new entries with 7.5x3m LED wall, multimedia and interactive systems, video cameras and 3D flow animations ready to let visitors enjoy a unique, real-time experience on each production process. As well as the daily demo and interviews with SCM professionals in the new "Scm News" feature, there was no lack of remote connections with SCM's Technology Center to present the new entries on show at the trade fair and take a closer look at them.

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New EOS and RFID solutions from CAD+T

Following a busy year of exhibitions, customer meetings and in-house events, CAD/CAM and ERP specialist, CAD+T has presented its latest range of customisable software solutions for the interior design and manufacturing industry.



The international developer, that offers custom solutions for all business sizes from small, bespoke craftsman all the way through to large scale manufacturing companies that have switched to industry 4.0 – has showcased its new EOS product family for license and data management, online shop and e-commerce solutions, as well as CAD+T configurator professional. The intelligent configurator, which can also be installed in combination with an e-commerce interface - automatically creates engineering drawings, parts lists, price calculations and exports data based on predefined parameters.

The launch of CAD+T's brand new contactless parts tracking software and hardware solution has also gained significant interest. Using RFID technology, it detects the presence of either individual components or complete units during the manufacturing, assembly and logistics stage required to fulfil an order, whilst also identifying plan deviations and measuring processes of individual production for error-free parts tracking and connected production systems.

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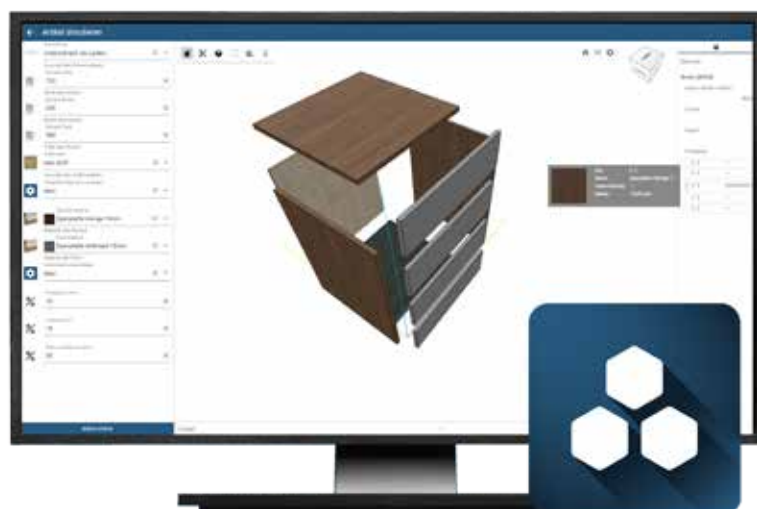
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Martina Schwarz, CEO of CAD+T adds: "We've had a brilliant response to our latest releases and it's our software's flexibility that continues to get noticed. A big benefit of CAD+T's solution is its modular construction."

"We are not selling a one-off all-encompassing product. Instead, our software is fully customised so our customers get a product that is specific to their requirements. One company may only need a singular small design element and a cutting list; others might need a complete solution with RFID parts tracking and invoice control. What we supply depends on the modules required to achieve the desired results. That's what gives our software the edge."

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Nikpol is a 100% Australian owned and run company supplying hardware, decorative surfaces and appliances. The company operates 3 facilities with over 140 employees and has become a leading supplier for the new home, renovation and commercial joinery market across Australia.

DTC and Nikpol have been working together to bring the DTC hardware to Australia for over 10 years. The joint efforts have seen great customer satisfactions on product quality, stock availability and customer services. Nikpol is proud of being the exclusive distributor of PIVOT-STAR for Australia.

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Milling the “Clamex groove” - precise, automated and cost-saving

The Clamex connector is a fitting often used in industrial production. Its insertion into workpieces must be exact and precise, but also individual and cost-saving. The position where the groove is milled is not always accessible for the tool guidance of a CNC machine. The insertion of the “Clamex groove” in the edge is not a problem. However, if the groove for the Lamello connector is to be positioned in the surface of the workpiece, even with a 5-axis machine, it is not always possible. The working areas and nature of the motor spindle prevent milling in many areas.

The groove for the Lamello Clamex P connectors can be machined with various aggregates from ATEMAG, whether vertically in the surface, at the edge of the workpiece or at a specific angle. Depending on the available space in the machining centre, the axis of the machine and the angle of the milling, ATEMAG offers the appropriate unit for the user.

Various standard units from ATEMAG are suitable for the insertion process. The standard angular units MONO FUNCTION LINE

(one tool output) and DUO FUNCTION LINE (2 tool outputs) enable the Clamex connector to be positioned at almost any point on the panel due to the vertical position of the Clamex disc cutter and the spindle design of the unit.

If an angled position of the Lamello Clamex is required, the standard MONO 45° FUNCTION LINE units can be integrated for a fixed 45° angle or the VARIO for individual angle settings.

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Two of the ATEMAG aggregates that can be used in all common CNC machines, robots and nesting machines.

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The key staff members are well-known in the industry, run the day to day operations, and enhance M&R Kitchens reputation and relationships with the building industry.



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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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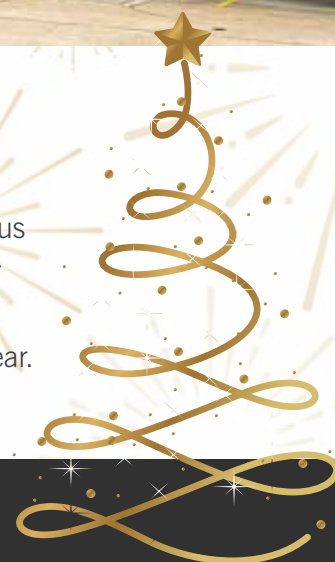
Following our continuous growth and ever increasing demand for more, Altendorf has moved to a new showroom in Sydney. With the larger space, we are able to provide a greater experience for our visitors. Book a visit by calling **1800 558 258**.



HAPPY NEW YEAR

Altendorf would like to thank you for your continuous trust and support in 2022. May the upcoming year bring you and your team great success. We look forward to working with you in the New Year.

2023



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