

AWISA

THE MAGAZINE

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

PUBLISHED BY THE AUSTRALIAN WOODWORKING INDUSTRY SUPPLIERS ASSOCIATION LIMITED

AWISA



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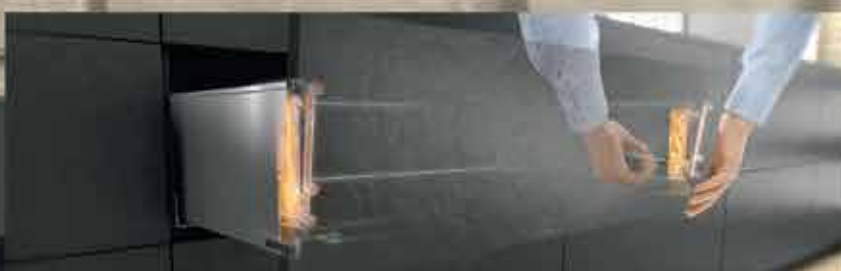
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aluminium, plastic, stone and panel
processing industries. Members include
suppliers of machinery, materials, fittings,
software and services. Membership and
advertising enquiries are welcome.

DEAR READER,

It's been trade show season in Europe with the two big
German events both being held in May. Interzum in Cologne
includes hardware and materials companies that Australians
are used to seeing in the AWISA-Design part of the AWISA
exhibitions. Ligna in Hanover is far and away the largest
woodworking machinery event in the world. Much of the
editorial in this edition of AWISA - The Magazine features
articles about the products presented at these trade shows
by many of the companies that exhibit at AWISA and that
advertise in these pages.

On the manufacturing side there was much talk at Ligna
about the next industrial revolution – Industry 4.0. Many see
this as the industrial manufacturing's next stage as the world
moves to smart factories. A quick internet search of 'Industry
4.0' will tell you more.

And while it's been trade show season in Europe it continues
to be awards time in Australia. This edition features the
excellence presented at both the Australian Shop and Office
Fitting Industry Association's awards and the Cabinet Makers
and Designers Association's awards. AWISA congratulates
all the entrants in these competitions. Placing an emphasis
on great design and high quality manufacture is one of the
ways that Australian industry can fight imports that are often
cheap not only in price but also in design standards and
manufacturing standards.

AWISA 2016 is just over a year away. It takes place at the
Melbourne Convention and Exhibition Centre from 6-9 July
2016. 80% of the floor space has already been contracted by
exhibitors. This is a great sign of confidence in the furniture,
cabinet and joinery industries. The show will be the same size
as the Sydney AWISA exhibitions.

Geoff Holland

General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER:

A collating system from Homag Automation,
part of the Homag Group. A number of AWISA
members now offer panel storage systems.

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Plus other industry and product news.



Excellence a feature at Australian cabinet design and manufacturing Industry awards night

CABINET DESIGNERS

and manufacturers joined together recently at the Cabinet Makers and Designers Association Annual Dinner and Awards presentation held in the prestigious Members Dining Room at the Melbourne Cricket Ground.

The 2015 event saw a record number of entries submitted from both new and old participants from four states and a return to the industry celebrating excellence after a number of difficult years.

The MC for the evening was Shaynna Blaze - interior designer, judge and writer who provided the audience with her impression of the award entries and observations on the industry and its opportunities for the future. Shaynna also encouraged those in attendance to network and "break down the barriers" and explore the opportunities for the industry to work together.

Mark Nickson, president of the Cabinet Makers and Designers Association, made reference in his welcoming speech to the last 3 years being extremely difficult and testing for the industry. He commented that year-to-date reports from the industry show a renewed enthusiasm with talks of full order books - in some cases for the rest of the year.



Mark also emphasised the importance that CMDA places on the relationship with the Furniture Cabinet and Joinery Alliance and the opportunities to develop collaborative projects with members and suppliers to assist the industry in meeting volume demand currently being supplied from overseas.

Mark made mention of the contribution and

support provided by a number of industry businesses that had sponsored and supported this year's event. Particular reference was made to the gold sponsors Hafele Australia and Blum Australia, Silver sponsors Leda Machinery, Lincoln Sentry and Newgrove Benchtops and pre-dinner drinks sponsor Planit.

The winners of the principal awards for 2015 were:

President's Award (Top right)

Art of Kitchens Pty Ltd

People's Choice Award (Centre right)

Individual Design and Construction

Australian Cabinet Maker of the Year

Individual Design and Construction

Australian Designer of the Year

Art of Kitchens Pty Ltd

Art of Kitchens won the Best Kitchen over \$60,000, the Best New Member Entry, the President's Award and the Australian Designer of the Year Award for this combination of creative design and flawless joinery. A diverse material palette comprising stainless steel, reclaimed timber, marble, and mirrors, alongside integrated state-of-the-art appliances creates a space equally suitable for large scale entertaining and Sunday afternoon relaxing. Photos top right.

Individual Design and Construction won the Best Built-in Furniture Award, the People's Choice Award and the Australian Cabinet Maker of the Year Award for this unique project. The architects for the project had developed a concept of a kitchen island bench that comprised more than 30 different shapes. Manufacture commenced with the setting out of ribs, and custom male and female moulds were produced to individually create each piece. They were subsequently hand fitted together to create this bespoke work of art.

Though the end result is striking, practicality was not neglected – the iceberg incorporates provision for a hand-blown glass vase and integrated fruit bowl – and provides an ample work surface for the clients. Featuring seamless construction and the latest technology, it is the first time known that such a feat has been attempted. Crafted from 6mm and 12mm Corian in Glacier White and completed to a very tight schedule, it was extremely difficult to bring to fruition and is more an artwork than a piece of joinery. Photos centre right.



The MC for the CMDA Awards was Shaynna Blaze, who wrote to the CMDA after the event, making the following comments: "I was honoured to MC the CMDA 2015 awards dinner as cabinetry design is an integral part of any interior design. The standard was incredibly high and selecting the winners must have been a challenging process for the judges. What really blew me away was the variety of materials and designs used in all the categories and how it showcased not only how far we have come design wise but the skills we have in this country to be able to execute these designs. Our cabinet makers are world-class standard and the CMDA awards are our platform to present the incredible talent we have here in Australia."



It was most encouraging to the independent judging panel that the People's Choice award was awarded to Individual Design and Construction for the same project that they had selected for the Australian Cabinet Maker of the Year.

Further awards were made in a diverse range of categories with all finalists and winners receiving award certificates and support material which they will be able to use in their marketing.

Entertainment for the evening was provided by Reverend Funk and the Horns of Salvation and all guests had the opportunity to enjoy the surrounds of the hallowed MCG while enjoying a sumptuous three course dinner.

MC for the evening Shaynna Blaze provided some background on her career including commencing work on the tools as the only woman on a building site of over 200 men. Shaynna commented on the outstanding quality of the awards, highlighting the importance of the integration of shapes, layout including the breaking of the mould in cabinetry and design and the significant innovation and merging of ideas.

The relationship between the designer and cabinetmaker was highlighted as being critical in particular with regard to changing trends and the opportunity to integrate new materials and hardware.

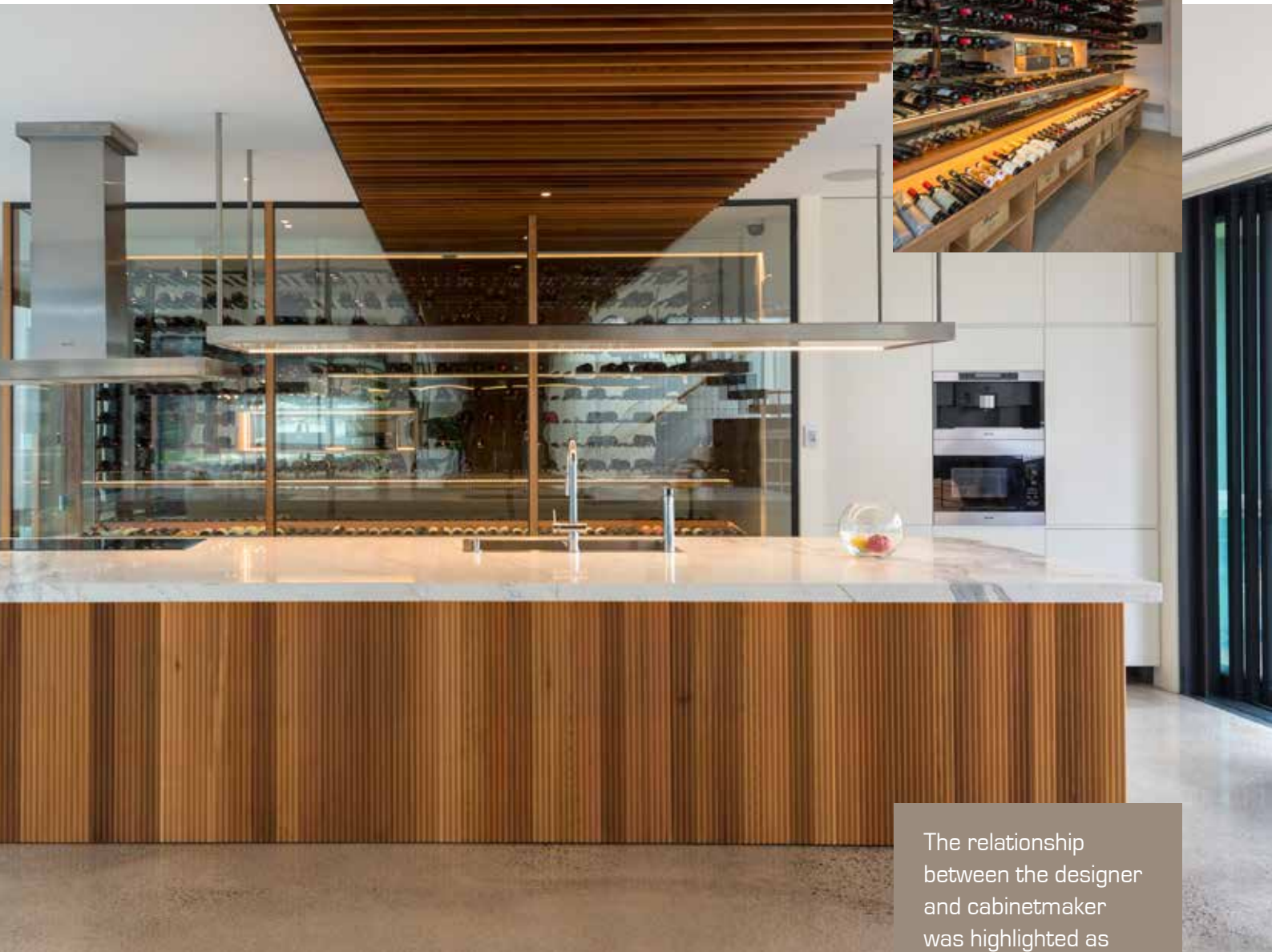
As a judge having reviewed all of the entries she commented that it was the least boring range of entries she had ever seen and that the variety was exceptional.

Shaynna emphasised that she believed that there were significant opportunities for Australian businesses to work collaboratively to supply projects which are currently being serviced by overseas manufacturers. To achieve this it would be important for the traditional barriers between businesses to be broken down and for people to use their particular skills to the best advantage. Her concluding remarks to her presentation were "change – innovate – make magic happen."



The Best Kitchen \$20,000 - \$35,000 Award was won by Kleverkamp Bros Cabinet Makers for this for functional kitchen that provides space for entertaining, cooking, studying and eating.

The Best Kitchen \$35,000 - \$60,000 Award was won by Hargreaves Joinery for this kitchen that includes a wet kitchen area that functions as a utility space, a dry kitchen area for hosting guests, as well as an elaborate wine cellar. This project also won the Best Contemporary Kitchen Award.



The relationship between the designer and cabinetmaker was highlighted as being critical, in particular with regard to changing trends and the opportunity to integrate new materials and hardware.



The Best Bathroom/Laundry Award was won by De Wacht Cabinets & Design. The client sought a floating bathroom unit as well as a large mirror and abundant storage.



The Best Showroom Award was won by Bourke's Kitchens for this renovated showroom that captures the latest finishes, textures and hardware available on the market.



Above: GMD Architectural Joinery won the Best Free Standing Furniture Award. The challenge for this project was to create a reception waiting area, including seating, that incorporated and represented the company's logo. It had to pack a visual punch, yet be inviting and comfortable.

Centre right: The Best Outdoor/Alfresco Project Award was won by GMD Architectural Joinery. This kitchen creates a seamless outdoor workspace – it is functional, accessible, and enjoyable.



2016 CMDA annual dinner and awards presentation

CMDA is pleased to announce that the 2016 CMDA annual dinner and awards presentation will take place in conjunction with AWISA in Melbourne on Friday, 8 July 2016.

Entries for the awards will open in September 2015 with discounted entry fees and will remain open until 27 May 2016. Projects completed on or after 1st January 2014 by CMDA members/non-members in the following categories are eligible for entry:

Kitchen under \$20,000	Bathroom/Laundry
Kitchen \$20,000 to \$35,000	Built in Furniture
Kitchen \$35,000 to \$60,000	Commercial Project
Kitchen over \$60,000	Free Standing Furniture
Contemporary Kitchen	Outdoor/Alfresco Project
Traditional Kitchen	Best Showroom

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

Award	Winner
Best Kitchen under \$20,000	Kitchen Design Victoria Pty Ltd
Best Kitchen \$20,000 to \$35,000	Kleverkamp Bros Cabinet Makers
Best Kitchen \$35,000 to \$60,000	Hargreaves Joinery
Best Kitchen over \$60,000	Art of Kitchens Pty Ltd
Best Contemporary Kitchen	Hargreaves Joinery
Best Traditional Kitchen	de Wacht Cabinets & Design
Best Bathroom/Laundry	de Wacht Cabinets & Design
Best Built in Furniture	Individual Design and Construction
Best Commercial Project	GMD Architectural Joinery
Best Commercial Project Special commendation	H K Joinery Design
Best Free Standing Furniture	GMD Architectural Joinery
Best Outdoor/Alfresco Project	GMD Architectural Joinery
Best Showroom winner	Bourke's Kitchens
Best New Member Entry	Art of Kitchens Pty Ltd
President's Award	Art of Kitchens Pty Ltd
People's Choice Award	Individual Design and Construction
Australian Cabinet Maker of the Year	Individual Design and Construction
Australian Designer of the Year	Art of Kitchens Pty Ltd

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Innovations in hardware – Interzum 2015

AS MANY of you astute readers would know, Interzum is held every two years in Cologne. What you may not be aware of is the intense battle that takes place in the halls at Koelnmesse when it comes to new hardware releases. The big three (Blum, Häfele and Hettich) come under increasing pressure from not only each other, but a variety of manufacturers (from the slightly innovative through to the masters of copy, who change address and company format to avoid a litany of Austrian and German legal teams almost every week!).

On many occasions it seemed as though every single one of the 57,500 attendees at the show were at either at the Blum, Hettich or Häfele stands. The stands were continually buzzing with representatives from around the world (it's alleged that one company had more than 600 reps from every corner of the market in Cologne that week). The three privately-owned giants of "inside of the white box" have a combined turnover of more than three billion Euro worldwide, and work hard to develop and produce better and more attractive hardware than they did last week.

Centre stage on the Blum stand at Interzum – Legrabox Pure and Ambia-Line.



focus on hardware - products the big three chose as their standouts

The competition in drawers was noticeable (very noticeable in fact), to the point where one company (not featured in this article) claimed theirs was the "smoothest runner on the market." Substantiating this claim, when challenged, resulted in marketing speak which could have come straight from a "Yes Minister" script, followed very quickly by a change of product and location!

So in this, the first part of two articles on Interzum, the focus will be on hardware and those products the big three chose as their "standouts" from the 2015 show.

Blum – based in Austria and always a crowd favourite – is the leader in hardware sales. The newly-configured stand displayed in Cologne, devised over the last two years, showcased Blum's latest releases including new lift mechanisms, new hinges and new drawers.

Centre stage at Blum was the new Legrabox Pure. Legrabox Pure is the next milestone for the industry with new technology, functionality and design. Straight lines, sleek design with clearly-defined shapes and a very smooth running action make this new innovation an absolute winner. A completely new runner system provides even greater quality of motion and combines a simple design with excellent runner performance. At only 12.8 mm wide, the new sides allow for complete use of the interior and are available in a range of four different heights and colours for the Australian market. Legrabox has already won countless awards on an international scale including the famed "Reddot design award" and is available from June 2015 (with your own branding if you choose!).

In tandem with the release of Legrabox (sorry, no pun intended) Blum also showcased Ambia-Line. This new inner dividing system stands out for its slim, minimalist design and diverse setting options. The narrow frames, which complement Legrabox in colour and style, can be used universally and are designed to fit Legrabox, ensuring perfect organisation for any living area. With frames that can be used in any configuration, the

outer frames are held in position by magnets concealed within Ambia-Line and are non-slip.

David Noakes, Blum Australia's sales and marketing director, said attendees at the stand had arrived at 9am on the first day and were still pouring through at the end of the show! André Dorner, managing director, Blum Germany said "the number of visitors as well as the quality of the talks was outstanding. We were able to inspire our customers and partners from all over the world and we are looking at Interzum 2017 with confidence." He was a happy man – and rightly so.

Häfele is renowned for not only its range of products, but its ability to manage its manufacturing and service an increasingly-demanding supply chain network.

Häfele's stand at Interzum was impressive. As with all large stands, representatives are fitted with GPS tracking devices so when a visitor from any country arrives, a photo ID is produced at reception and a "runner" is sent scurrying to bring the needed individual to meet their guests!

Tim Lelliott, national business development manager for Häfele Australia was the man our "runner" returned with – which was good because that's who we wanted. Tim showed us a variety of new products, asking for feedback on some, including a novel idea – a "lazy susan" product for the cabinet above a wall oven or fridge.

However, the outstanding product that wowed both reps and customer alike had to be "Climber". Previously exclusive to one German kitchen manufacturer, the unit is a wall of shimmering decorative glass: Climber is an innovative wall unit that responds to a gentle touch on the sensor which initiates a series of perfectly timed movements. The glass front splits into slats that glide up in effortless sequence. Climber can be supplied in two cabinet widths and a choice of two glass finishes; a high-gloss translucent black and white. The optics may be elaborate, but assembling Climber could scarcely be easier as the unit is supplied assembly-ready for mounting. An exquisite piece of furniture



Häfele's Climber wowed customers at Interzum.



Peka storage solutions

Clever storage with understated elegance



The kitchen is a key part of our living space, so why should we shy away from letting its inner beauty show? The Libell design range by peka blends in perfectly in any style of furniture and thanks to its understated elegance, it does not look out of place in the living room, wardrobe or laundry as well. The rounded shape of the Libell shelf ensures that every last inch of storage space is put to good use. Manufactured in Switzerland for over 50 years, peka's simple but elegant storage solutions enable you to organise everything just as you would like it and gives each item a special added value.

One of the storage solution products from peka is the Magic Corner Comfort. It allows for 80% of the available space to be used in a blind corner cabinet and the design permits for the front and back shelves to be completely exposed from the cabinet leading to easy access to all items. The design of the Libell shelves with its flat base stops the possibility of items falling over and allows for more items to be stored due to its thin side designs.

peka is proudly distributed exclusively by Lincoln Sentry in Australia.

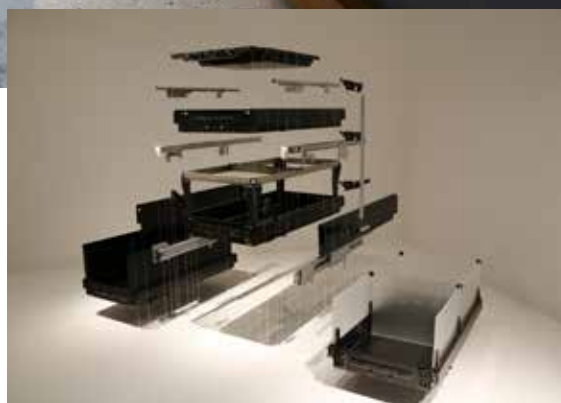


► combining the latest technology and materials, Climber is sure to enhance any room.

Häfele's variety of products is well known and the stand certainly reflected the breadth and depth of the company's offering. It would be very easy to spend six hours on the stand (including the occasional refreshment) and still feel as though there were more to see.

Hettich has undergone a major change in the past two years – worldwide. This was evident on the stand at Interzum which was a veritable hive of activity with some very impressive displays and new products. Martin Gane, Australia's managing director, was quick to point out that the turnaround in both product and attitude was both invigorating and challenging. His products of choice on the Hettich stand were two-fold.

The new Actro 5D runner system is designed to engage the senses: visually, acoustically and tactually. Actro 5D lets you adjust reveal alignment to the accuracy of one tenth of a millimetre. The drawer's exceptionally firm fit on the runner, as well as the high level of vertical and horizontal stability, permit the narrowest of reveals. With Actro 5D, drawer running action is noticeably quiet, smooth and without transitions to give a feel of exquisite quality. The integrated Silent System closes gently, too. Actro 5D is optionally available with the Push-to-Open Silent soft-opening function. Designed for loads up to 80 kg, the runner allows for the inclusion of larger drawers which still comply with standards when heavily laden. The Actro 5D runner system opens up all sorts of differentiation options while keeping production lean because the same runner is used for wooden drawers.



Hettich's Actro 5D runner – a feature at Interzum.

The second product Martin chose was the new AvanTech drawer system. Available in high-quality aluminium, the system is a designer's dream. Sleek, with precision edges and without cover caps or holes in the drawer side profile, the new system makes no compromises when it comes to design. AvanTech also captivates with its quiet, quality running action as well as its noticeably firm fit on the new Actro 5D runner.

Hettich also released a variety of new hinges, including a couple of new shallow depth hinges, which only protrude 8.5mm into the board, something Martin believes will be popular in Australia, especially for use in the outdoor kitchen market.

All three of the big guns spend a fair proportion of their annual marketing budget on Interzum – it is a "once every two years" extravaganza that provides the opportunity to excite visitors, create new business and cementing business relationships. It is undoubtedly the best place in the world to visit if you want to see 600 hardware sales people dressed the same - with hangovers! ■

The budget and building

Budget lifts confidence

We concluded last quarter's column with the hope that a Commonwealth budget that was more sensible than the previous one would help to lift business and consumer confidence.

Well, the budget has been presented and was warmly received by many. And as Chart 1 shows, consumer confidence subsequently rose strongly, returning the index to its ten-year average.

It is too early to judge the effect on business confidence – the latest reading is for the month of April, which showed no change from a historically low reading in March. But as the centrepiece of the budget was a \$5.3 billion package of measures to benefit small businesses – those with a turnover of less than \$2 million a year – the effect will probably be positive.



There are some 2.1 million business firms in Australia. The great bulk of these firms – nearly 2 million in total, of which 318,000 are in construction – have a turnover of less than \$2 million, and they are widely distributed throughout marginal electorates. There are more of these small firms in construction than in any other industry. No wonder the budget, which was essentially a political rather than an economic document, was aimed at small business and, in particular, at 'Tony's tradies'.

The small business package included a 1.5 percentage point cut in the company tax rate for small businesses; a 5 per cent discount, up to \$1,000, on tax for those small businesses that are unincorporated; and the ability to write off immediately 100 per cent of any asset purchases, from budget night to June 2017, of less than \$20,000.

These measures received a most enthusiastic press; but on close analysis they may not be worth much.

As Saul Eslake has pointed out, the Taxation Office's latest statistics, for 2012/13, show that half of all companies with a turnover of less than \$2 million were not profitable in that year, and that a further 17 per cent, although profitable, were not taxable because they had accumulated tax losses from previous years. So a cut in the tax rate is unlikely to help most small companies. And for the 70 per cent of small businesses that are unincorporated, it is doubtful whether a discount on tax of up to \$1,000 would be enough for those who do earn a profit to do anything they would not otherwise have done.

Eslake conceded that the instant asset write-off for purchases of less than \$20,000 would induce additional spending, but argued that as most of these assets are likely to be imported, the net benefit to the Australian economy would be small. But here again, this benefit is available only to firms that are profitable.

And as Jason Murphy, an economist and former Australian Financial Review reporter, demonstrated in Crikey, 20 May 2015, the only value of the instant write-off, compared with writing off the asset gradually over the course of its life, is the time value of money. If discounted at eight per cent, the present value of the benefit turns out to be \$1,040: hardly a bonanza!

There were many other new spending initiatives in the budget, including \$4.4 billion on childcare incentives and other family benefits. But these were linked to the removal of other family benefits that had previously failed to pass the Senate but were now, it was argued, needed to finance the childcare measures.

Impact of the budget

The likely impact of a budget on national spending and economic activity is measured by the change in the change of the cash deficit or surplus from year to year.

Last year, for instance, the planned impact was a massively negative change from a net injection of \$22.1 billion in 2013/14 to a net withdrawal of \$20.1 billion in 2014/15. That is a negative impact of \$42.2 billion or 2.7 per cent of GDP:

Geoff Bills

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



equal to about one year's growth and one of the most deflationary budgets on record.

But that is not quite how things turned out. Many of the planned tax savings failed to pass the Senate, and falling commodity prices hit tax collections hard. So instead of a planned deficit of \$29.8 billion in 2014/15 we now expect a deficit of \$41.1 billion. That, and a downward revision to the 2013/14 deficit, will result in a negative impact this year of \$27.9 billion rather than the planned \$42.2 billion. That still represents a cash withdrawal equal to 1.8 per cent of GDP and is one cause of our sluggish economic growth.

In the year ahead, the cash deficit is planned to fall by \$6 billion: some \$1.3 billion less than the fall last year. So there should be a very small positive impact on economic activity.

In the event, however, it is hard to believe that all the planned tax savings will be implemented. As the NATSEM analysis has shown, the current budget hits low-income families hard but benefits slightly those families on incomes of more than \$120,000 (approximately the top 30 per cent of families).

So although the budget has quite cleverly given the appearance of being helpful to business and fairer to families, it is not a sensible budget: it has failed to introduce any major reforms to either spending or taxing and relies almost solely on bracket creep – with inflation pushing wage earners into higher tax brackets – to reduce the deficit.

It is unlikely to make businesses confident enough to increase investment spending significantly; and its political consequences remain uncertain.

Treasury forecasts

Treasury's near-term forecasts of GDP growth in Australia, set out in Table 1, are only slightly higher than ours. The forecasts of 3.5 per cent growth in 2017/18 and 2018/19, used later in the budget, and which help support the forecast of falling deficits, are nevertheless much more optimistic than our forecast of 2.9 per cent.

Treasury sees dwelling investment, which includes spending on housing renovations as well as on new housing, rising strongly in the years ahead. It is true, as Chart 2 shows, that spending on new housing has been increasing in most states, as have approvals for new housing, shown in Chart 3.

National renovation activity, however, which accounts for some 40 per cent of total dwelling investment, was declining throughout 2014. A big lift in consumer confidence may be needed to stimulate significant growth.

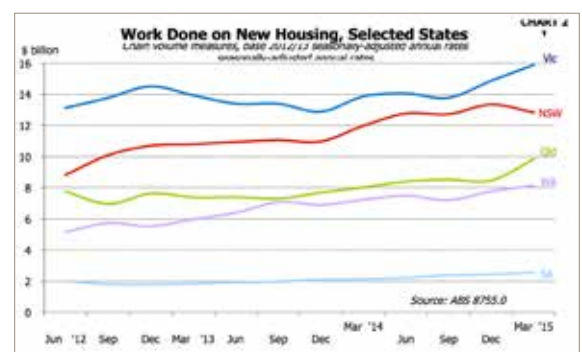
Much of the current boom in housing has been driven by investors, mainly in apartments. Housing starts are likely to peak in 2014/15 and ease in each of the following three years. So although investment in dwellings may well increase by 6.5 per cent this year, we see slower growth of around 4 per cent in 2015/16 and only about 1 per cent in 2016/17 as work on apartments starts to fall.

Similarly, although we agree that mining investment will fall very heavily, we are less optimistic than Treasury about non-mining investment. Non-residential building, which makes up perhaps a third of it, is likely to ease slightly this year and to fall by about 5 per cent in 2015/16 before returning to growth in 2016/17. ■

Table 1: Treasury Forecasts

% percentage change on previous year

	Actual 2013/14	Forecasts		
		2014/15	2015/16	2016/17
Dwelling investment	5.1	6.5	6.5	4.5
Business investment:				
Mining	-7.0	-15.5	-25.5	-30.5
Non-mining	-3.7	2.0	4.0	7.5
Total	-5.1	-5.5	-7.0	-3.5
Real GDP	2.5	2.5	2.8	3.3



Homag's "Titan the Robot" rocks Ligna

The Ligna of superlatives – more visitors, more businesses, more international, and the highlight: "Titan the Robot" and "Networked Production" paving the way to Industry 4.0.

Even with an exhibition area of over 6000m², the Homag Group stand at Ligna 2015 was always packed to bursting with visitors. The booth was especially busy when "Titan the Robot" was presenting the fully networked furniture production concept. The 2.5 metre tall "man of steel" presented the highlight of Ligna several times each day: over a length of 100 metres, the Homag Group was the first exhibitor worldwide to present a batch size 1 production process, from the chipboard to the finished item of furniture, live on an exhibition stand – and what's more, the entire process was fully automated, interlinked and networked.

With "Networked Production", the Homag Group simultaneously demonstrated how the focus topic of the exhibition – the entry of Industry 4.0 into furniture production – is already being implemented worldwide by customers today.

The advantages of networking mechanics, electronics and data are clear: Workpiece data only has to be entered once; data is prepared for production via rule-based systems; avoidance of sources of error (manual interventions in production data are no longer necessary); highly efficient production, maximization of potential; maximum flexibility and a high level of individuality in end products; less scrap, reduced storage area; paperless production; individual furniture tailored completely to the customer's wishes - at the same cost as mass production.



The new Practive area in Homag City in Hall 26, featuring around 30 machines for modern trade businesses, showed that "Networked Production" and the forward-looking topic of "Industry 4.0" are relevant beyond the confines of industrial businesses. The focus was on particularly efficient and sustainable solutions, such as an 80m² compact workshop or a 200m² networked workshop, specially designed to meet joiners' needs – because today, networked machines and integrated software are the key to success, particularly in the trade business segment.

In tune with the motto "Growing with the Homag Group", Holzma targeted emerging trade businesses that want to remain flexible with an entry-level saw and multiple machine configuration options. Brandt demonstrated trade solutions with AirTec zero joints or edge post-processing with multi-level technology (on the edition machines in the standard version). Homag demonstrated the zero joint with LaserTec, as well as the new Ambition series with innovative profile trimming unit, which enables trade businesses to achieve a new level of quality in edge processing. Weeke and Homag showcased S to XXL CNC technology, for example the BHX 200, which offers greater freedom thanks to new equipment, or individual machines from the Venture BMG 300 series. There was also growing interest for all CNC processing cells with TBA loading or robot automation. Since Ligna, the MPS 2.0 magnetic pressure beam system has been available from Butfering in the standard version with 12.5mm workpiece detection.

Over 4000 visitors in the Innovation Center

A 3D cinema, virtual machine and 18 units for the wood processing of the future: more than 4000 visitors got a taste of the future in the Innovation Center. How will the demands placed on furniture change over the next ten years? Which technologies for future manufacture will be the key to success for businesses from industry and trade? In a three-dimensional world and with 3D glasses, the Homag Group showed visitors how the global market leader is using the latest technology to develop forward-looking methods.

Sustainable business with "EcoPlus"

The growing interest in the EcoPlus technologies showed that businesses are becoming more aware of topics such as sustainability and resource efficiency. They allow users to save energy, time, materials and personnel - and thus reduce operating costs



The crowd puller
"Titan the Robot"
rocked Homag City
at Ligna



sustainably. Around 80,000 tons of CO₂ can be saved every year thanks to EcoPlus measures such as standby mode, optimal suction or controlled compressed air consumption.

Visitors from all over the world: From New Zealand to the Sandwich Islands

In total, 96,000 visitors from around 100 countries found their way to Hanover. And the atmosphere around "Titan the Robot" and the technology in Homag City was excellent. Around 60% of visitors to the Homag Group exhibition stand came from outside Germany. In addition to visitors from European countries such as Poland, France, Italy, Great Britain, Austria, Belgium and Sweden, there were representatives from the USA, Brazil and Russia. In comparison with the previous Ligna, the biggest growth was in visitors from Asia, and in particular China.

And action! Experience Ligna online

Several film teams were on site at the trade fair and recorded visitors' opinions in interviews. Watch all of the interviews and see highlights of the trade fair at www.homag-group.com/ligna or www.youtube.com/homaggroup.

For information about all of the highlights from the trade fair, see: <https://eshare.homag-group.com/share.jsp?file=vqfeoqmgyi>



Picture courtesy of: HOMAG Group AG

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The Homag Group was the first exhibitor worldwide to demonstrate batch size 1 production live in action on an exhibition stand. Length: 100 metres from the chipboard to the finished item of furniture.

The 2015 Interior Fitout Awards herald the new benchmark for fitouts

Stag Shopfittings

Stag Shopfittings won the National Fitout of the Year Award with its work on Chanel Boutique.

Twenty shopfitters from around Australia were heralded for their extraordinary work against a highly competitive field at the 2014/2015 Laminex/ASOFIA Interior Fitout Awards presentation held in conjunction with the Australian Shop & Office Fitting Industry Association's (ASOFIA) 19th National Conference in Hobart recently.

As the ultimate accolade for ASOFIA's member's projects completed within Australia over the past 18 months, the Interior Fitout Awards received a large number of high calibre entries across 30 categories.

Gerard Ryan, CEO of ASOFIA, praised the outstanding work of members across a wide-ranging number of projects including health and beauty, pubs and clubs, food and restaurants, fitness and leisure and high end fashion fitouts.

"The Chanel Boutique Store in Melbourne, completed by Stag Shopfittings, took out the National Fitout Award; as it was an absolutely exceptional fitout in every way. Every company who walked away with an Interior Fitout Award this year presented judges with a stand out project deserving of recognition."

"The industry has come through tough times stronger. It is refreshing to see members not simply achieving the 'same old thing', but rather challenging themselves and the industry by venturing into new directions. We have seen greater levels of creativity and innovation from our members showcasing their award winning talents," said Mr Ryan.

For the second time ever, the Awards program featured, The Australian Made Awards category, created to encourage individuals to use Australian materials, promote Australian manufacturing, and support local skilled resources. Transform Retail Projects took out the Australian Made Award for a Retail Fitout with its work on the Bowan Island Bakery / Café while Vos Construction & Joinery walked away with the Australian Made Award for a Commercial Fitout for its work on the Melbourne Park redevelopment.

An additional category was developed for this year's awards - Outstanding Contribution by a Specialist Contractor within the fitout process. This was awarded to two organisations – Arkade Interiors for its joinery work on Bump IVF and Hills & Mason for its glazing work on Furla Emporium.

"The 2015 Interior Fitout Awards created a new benchmark in the standard of fitouts that is set to only move higher with each ensuing year. This elevated benchmark has been driven by a number of factors; client expectations; new technologies and the evolution of shopping centres into experiential environments. It is certainly a welcome shift for the profile of our industry. The ASOFIA members have done the industry proud," said Mr Ryan.

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a new benchmark in the standard of fitouts



Top: Emac Constructions won the Special Recognition Award: Innovation with its work on Inhabit.

Vos Constructions won the TAS Interior Fitout of the Year and Australian Made Commercial Awards with its work on the Melbourne Park redevelopment.



Category	Company	Project
National Interior Fitout of the Year	Stag Shopfittings	Chanel Boutique
Victorian Interior Fitout of the Year	Emac Constructions	Rhodes & Beckett Emporium
Queensland Interior Fitout of the Year	Projects Queensland	TAG Heuer Brisbane
New South Wales Interior Fitout of the Year	Alexander Interiors	Max Mara
Western Australian Interior Fitout of the Year	Masterplanners Interiors	Apollo Health Medical Centre
Tasmanian Interior Fitout of the Year	Vos Construction & Joinery	Melbourne Park Redevelopment
South Australian Interior Fitout of the Year	Winkle Shopfitters	Krispy Kreme Donuts
Interior Fitout Kiosks	Bencee Les Wilson	Brisbane City Council
Interior Fitout Up to \$150K	AAFS Shopfitting	Franck Provost Paris Salon
Interior Fitout \$150K to \$300K	TU Projects	Sambag - Macquarie Centre
Interior Fitout \$300K to \$500K	Sidgreaves & Co	Hugo Boss
Interior Fitout \$500K to \$750K	Brodon Project Solutions	T.M.Lewin Emporium
Interior Fitout \$750K to \$1M	Emac Constructions	Furla Emporium
Interior Fitout \$1M & Over	Projects Queensland	Louis Vuitton Expansion Brisbane
Interior Fitout Commercial Fitouts	Projects Queensland	Sunland Brisbane Office Fitout
Interior Fitout Food / Restaurant up to \$250K	Associated Shopfitters	McDonalds - Yanchep
Interior Fitout Food / Restaurant \$250K - \$500K	Diverse Shopfitters	McDonalds Mirrabooka
Interior Fitout Food / Restaurant \$500K - \$1M	Alexander Interiors	A Little Something
Interior Fitout Food / Restaurant \$1M - \$2.5M	TU Projects	Nantucket Kitchen & Bar
Interior Fitout Food / Restaurant over \$2.5M	Dynamic Project Management (NSW)	One Central Park - Retail Precinct
Interior Fitout Club / Pub	Ryde Joinery	Avenue Hotel Canberra
Interior Fitout Health & Beauty	Alexander Interiors	Mecca Cosmetics
Interior Fitout Medical	Alexander Interiors	Bump IVF
Australian Made Award Retail	Transform Retail Projects	Bowan Island Bakery / Café
Australian Made Award Commercial	Vos Construction & Joinery	Melbourne Park Redevelopment
Winner - Special Recognition Award Innovation	Emac Constructions	Inhabit
Winner - Best Use of Sponsors Product Laminex	Projects Queensland	Louis Vuitton Expansion Brisbane
Winner - Best Use of Sponsors Product Polyflor	Onward Concepts	Billabong Wollongong Central

SPECIAL RECOGNITION AWARDS

Outstanding Contribution by a Specialist Contractor	Arkade Interiors	Joinery - Bump IVF
Outstanding Contribution by a Specialist Contractor	Hills & Mason	Glazing - Furla Emporium

Sensys fast assembly hinge - new functions for all sorts of purposes

The Sensys generation of hinges from Hettich combines front-to-back design with a feel of luxury that appeals to the emotions. Adding attractive new functions to its Sensys range.

Sensys with integrated Silent System

In particular, the Sensys hinge scores from automatic Silent System furniture door closure from the unusually wide angle of 35 degrees. Furniture doors that reliably close in response to a turn of the hand as well as even, gentle closing action are guaranteed in the temperature range from +5 °C to +40 °C and found nowhere else on the market.

Sensys wide-angle hinge

Providing an opening angle of 165 degrees, the Sensys wide-angle hinge gives furniture doors a wide opening angle and closes them evenly and gently. Zero- protrusion hinges make it possible to fit internal drawers without spacer profiles, preventing trapped fingers no matter what position the door is in. The Sensys wide-angle hinge has received the iF Product Design Award 2014 and the Red Dot Award "Product Design 2014".

Sensys thick door hinge

Hinges face a challenge from the movement cycles typical of profile doors and doors made of very thick material. Fitted with the new Sensys thick door hinge even thick furniture doors close smoothly, gently and silently, accommodating the trend towards narrowing the gap between chunky doors. The 2014 iF Product Design went to the Sensys thick door hinge.

Sensys without Silent System

Sensys has very good soft closing performance on large heavy doors and on small doors. The Sensys hinge without Silent System is also available to make a point of difference in furniture ranges wanting to use hinges of the same look.

Sensys never fails to impress with its elegant design: The hinge and mounting plate unite to give a look of harmony. A stylish cover cap hides the fixing screws on the hinge cup and the release button for removing the hinge is invisible from the front.

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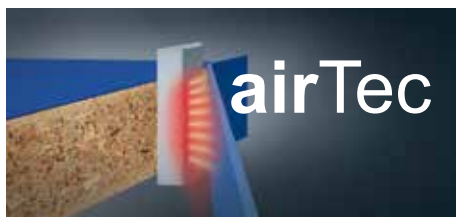




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Gosaustralia, evolving with Biesse

evolve

For a commercial joinery manufacturer, even one the size of Gosaustralia, the most important challenge is that of change. Gosa director Collin Ellul and manager Charles Caruana are both acutely aware of the changing commercial joinery market. They know that Gosa also needs to change to keep up with the needs and demands of its many diverse customers. Gosa is a real success story and stands to benefit from inner-city consolidation as Melbourne deals with urban sprawl, an issue affecting most large cities in Australia and around the world.

The Victorian government report (Melbourne 2030) states that "In the next 30 years, Melbourne will grow by up to one million people and will consolidate its reputation as one of the most liveable, attractive and prosperous areas in the world for residents, business and visitors. The trend towards fewer people in each household will continue to support demand for well-located apartment lifestyles around activity centres."

It's in this context that Gosa thrives as one of the preferred commercial joinery suppliers in Victoria. And the number one construction project in Victoria stands to define Melbourne's skyline for decades to come. The stunning "Array" apartment tower at Yarra's Edge is Melbourne's most elite waterfront address and Gosa's latest success. Described by Mirvac (builders) as "A little bit French Riviera, a little bit Manhattan; very Melbourne," every apartment bears the buyer's personal touch.

The Waterfront Collection apartments were tailored to meet the demands of individual purchasers. This job was like no other commercial fit-out. Gosa was able to meet the exacting design requests due mainly to their flexible manufacturing technology, technical know-how, skilled staff and business acumen. The reception; form-work; apartments and all the joinery in the two super penthouses were completed with the utmost fine detail; quality and technical capability.

The commercial joinery sector is a fluid business. Delivery deadlines can be pushed back or brought forward, often with little notice. No company can afford to manufacture whole apartment blocks of joinery and have them stored for up to several months while the building becomes available. Gosa must be able to manufacture a limited amount for when the installation can actually start and then swing production rapidly onto the remaining floors. Gosa's highly efficient manufacturing strategies; coupled with Biesse equipment is able to meet these demands.

To achieve the shifting deadlines common with modern building practices, Gosa needs equipment that can be readily programmed from CAD drawings. They need equipment that is easy and quick to set-up. They need equipment that is fast, reliable and efficient. To meet these critical demands, Gosa chose Biesse. In the case of Gosa's high-volume cutting and CNC production, Biesse met Collin and Charlie's expectations with regard to performance as well as price. The company now



boasts four CNC processing centres including a newly commissioned nesting Rover BG with automatic labelling. Biesse's 'State of the Art' nesting cell has exceeded Collin and Charlie's expectations.

The most interesting machine at the moment though is their new Selco WNT610TP with automatic labeling on the beam. For a manufacturer of predominantly flat-panel products one would expect its existing flatbed CNC machinery would be more than capable of handling the work done on the Selco but in reality, the new beam-saw is proving to be a great success. And this success is evident in ways one would not normally think of. Collin and Charles sat down with the Biesse team and analysed their work and flow through their existing machines. This consultation led to new ideas about how to further improve their business and in turn, their bottom line.

What's really attractive about the Selco is the ability to cut some of the smaller components efficiently. And there are a surprisingly large amount of small components, especially when tackling some of the more "designer" furniture and fittings demanded in modern apartments and hotels. The Selco literally eats up these smaller parts and does so with surprising efficiency. Parts are designed on CAD and then sent to the machine for processing. Costly mistakes are a thing of the past and the recovery of parts from each sheet has jumped due to the smaller cut of a saw blade.

Charles sees information as a critical part of a modern business. Biesse has the software integration that guarantees a high level of performance and manufacturing confidence and the Selco fits right in. With cut-line printing, part-labels are added to the sheet either before or during the cutting so each part can be sent to the correct job. The latest technology in beam saws is the Twin Pusher and with the Selco WNT610TP several parts can be docked with variable cutting lengths. This provides an amazing increase in production and has proved that with the Biesse Selco machine, Gosa made the right choice.

Their old machine would work 12-hours a day; six days a week. The new Selco has cut production time considerably. Other benefits

are the robust base for dead-accurate cuts; easier access for maintenance; faster cutting; a cleaner operating environment and the possibility of adding additional automatic board loading at a later date. With the new Selco, Gosa demanded instant backup support while the machine was being integrated into its production and Biesse had the staff and expertise to provide the support Gosa needed.

Collin and Charles are both qualified cabinet makers and both very much hands-on. They know what they want through experience over Gosa's 28-year history. They want flexible, high-performance machinery; intelligent software and exceptional service. Charlie says that Biesse delivers on all counts and that they are completely satisfied.

Gosa is not just about the "here and now" but is focused firmly on the future. The company always looks for the next improvement; the next "edge" that keeps them number one in their field. Future delivery times will decrease and the need to meet those demands

means its machinery will need to be the fastest and most efficient available. They don't need problems.

The future won't be any easier than it is now but Gosa is tuned in to its market and manufacturing strengths. The design brief for the two exceptional penthouse residences at the pinnacle of Array was to "Design precious, valuable and desirable penthouses, the likes of which Melbourne has never known." With Biesse as a partner, Gosa was able to deliver on that brief. As Melbourne's population approaches five million the demand for inner-city housing will increase and Gosa is well-placed to take advantage of this timely opportunity. With Biesse bringing world-wide experience and the latest technology, the future of Gosa is assured.

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New product selection, cabinet planning and design package

Blum continues to support design and manufacturing through the extension of its service offer with the release of a new structure to the existing planning and ordering package designed to support product selection, cabinet planning and design.

Blum's Dynalog 3.3 presents a new structure to the Dynalog package with the introduction of the Online Product Configurator, providing support for precise cabinet planning, quick and efficient fitting selection and ordering. The Online Product Configurator will sit alongside the Dynaplan cabinet planner.

Dynalog 3.3 is provided by Blum with complimentary access and is available for download from the Blum Australia website. Dynalog 3.3 includes the release of Legrabox Pure along with the export functionality of planned cabinets in .dae format allowing easy compatibility with SketchUp.

New functionality and content to assist in quick and convenient selection of Blum fittings solutions is available online through Blum's Online Product Configurator.

The configurator supports design with cabinet planning information, 2D/3D CAD files along with product information through videos, brochures, installation drawings and complete parts lists through the online shopping basket.

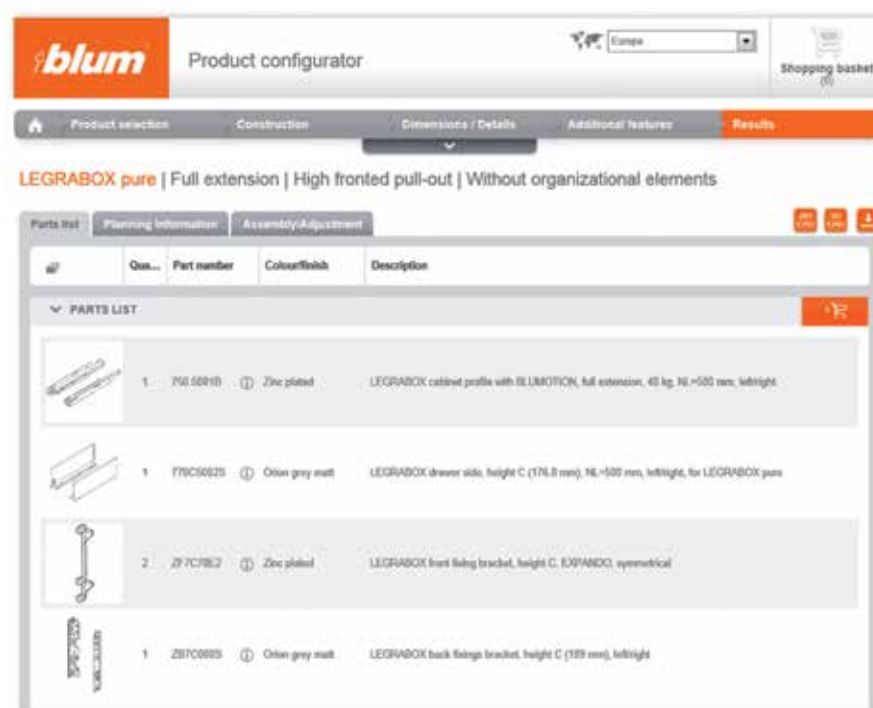
The Dynaplan cabinet planner provides various ways of planning cabinets and ordering the right Blum fittings. A



collision check ensures furniture will function perfectly once it's assembled.

Additionally the Dynaplan interface is used to export data to various CAD/CAM programs for further processing to allow users to get the best out of both programs.

Blum Australia's director sales and marketing, David Noakes states "Our new online services will make it as easy as possible for our customers and partners to fulfil the high expectations of their customers. The extensive range of services will ensure users get the best possible support for precise planning and easy selection and ordering of Blum fittings."



quick and convenient selection of Blum fittings solutions

The release of the new look Dynalog featuring the online product configurator comes at a convenient time with the availability of the next milestone for the industry, Legrabox Pure.

The new package allows customers to familiarise themselves with the new Legrabox Pure programme featuring four new side heights, an extended range of runner lengths and a new colour concept opening up a wide range of design possibilities. The elegance of Legrabox Pure continues throughout kitchen and furniture interiors with Ambia-Line inner dividing frames which can be selected through the new online product configurator.

To download Dynalog 3.3 and experience the Online Product Configurator visit www.blum.com.



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New online services from Blum

Blum has extended its range of services for manufacturers by providing complimentary access to DYNALOG 3.3 online; including DYNAPLAN and the new Online Product Configurator to support precise planning and the easy selection and ordering of Blum fittings.

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New hinge systems for mirror, glass and slender doors



With their feeling for the design trends of tomorrow, the Grass product developers developed the Tiomos Mirro and Tiomos M9. Since then both hinges have been providing the high-tech functionality for very demanding door applications. For Interzum 2015, Grass extended the Tiomos family with a new member designed especially for thin, heavy materials such as stone panels, solid surface materials or aluminium.

The world is becoming more transparent - at least in living interiors. The demands for lightweight solutions and increasingly slimmer surfaces will increase, with special focus on materials such as glass that blend unobtrusively into all contemporary interior designs.

Tiomos won a Red Dot Award Honourable Mention in 2010 for its outstanding, detailed solution. The jury was also very impressed by the complex interior of the hinge arm. The purist design conceals the integrated damping technology with its tool-free adjustment, and has physically optimised kinematics for extremely easy opening of furniture doors.

One system – three new door applications

This Grass premium comfort that has become an essential element of high-quality furniture design is featured in all three versions, Tiomos Mirro, Tiomos M9 and the new Tiomos M0. Product developer Tarek Utturkar comments: "With the three front connections we have achieved three real milestones for special design solutions in the Tiomos family. Tiomos

was developed in response to the greatest challenges in contemporary bathroom and living interiors."

Tiomos Mirro for glass and mirror doors

Grass has created an elegant solution with the front connection for high-quality mirror and glass doors. The hinge system is attached with an eccentric screw to a self-adhesive adapter on the door and provides permanent and firm stability for fragile materials - without any need to drill the glass. Tiomos Mirro can also be fastened to existing self-adhesive adapters of the Nexis range.

Unique: with soft-close damping

In addition to the mature fastening technology that has a light, floating look on transparent





glass surfaces, Tiomos Mirro now also enables the use of track-proven, fully integrated soft-close damping for the finest glass and mirror doors. The entire damping technology is invisibly integrated into the hinge. With or without soft-close damping - the design of the hinge remains identical.

Strong for slim thicknesses – Tiomos M9

Tiomos M9 also combines sensibility and strength. Designed especially for very slim furniture doors and a four-sided mitred application, Tiomos M9 has an extremely shallow cup depth. Even with a front thickness of only 12mm, the unique hinge system remains durable, firm and stable.

Tiomos M0 for thin and heavy materials

Tiomos M0 moves thin, heavy materials such as stone panels, solid surface materials or aluminium smoothly and with ease. This new member of the family is simply screwed on without a cup hole and is therefore ideal for materials with a thickness of 6 to 10 mm. The tool-free damper adjustment ensures a smooth closing movement irrespective of the door size and weight. This perfect motion guarantees permanent stability in all positions. With this new member of the Tiomos family, processors are not only able to move very thin, light and sensitive materials smoothly and easily, but also their equally slim but much heavier counterparts.

At Interzum 2015 Grass presented the new member of the Tiomos family for mirror, glass and slender doors. Tiomos M0 was designed especially for thin, heavy materials such as stone panels, solid surface materials or aluminium.

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The Australian Wooden Boat Festival - the four days that Hobart celebrates wooden boats

BUOYED BY the resurgence of interest in wooden boats and their construction revealed recently in these pages, AWISA is visiting the Australian Wooden Boat Festival, held every two years. The number of visitors is expected to exceed the 200,000 who visited the previous festival, with more than one in three coming from interstate and overseas. About 560 wooden boats have registered to participate, either afloat or in on-land displays. These numbers make it, organisers say, the largest maritime event of its kind in the southern hemisphere.

It is Friday 6 February, the first of the four day long festival in Hobart's harbour. The sun rose over the watery horizon some hours ago, and the barometer is already rising heralding an unseasonably warm day. The crowd is swelling, and the anticipation is evident as enthusiasts already await the arrival of the hundreds of boats in the colourful Parade of Sail in the afternoon.

Watching in the crowd, are husband and wife, Eric and Chris. It is such a wonderful event, they say. Eric adds, "We lived in Launceston and we always came down, and now we live in Hobart, and it's easy to pop down. My father used to come down for a day, and end up staying the whole weekend. He'd come to look at the boats every day."



A little later, the speaker of the Tasmanian House of Assembly, Elise Archer, officially opens the Festival, pointing out, "For the first time, an International Wooden Boat Symposium is being held to coincide with the Festival and has attracted some of the world's foremost experts on wooden boat history, design, restoration and sailing."

Topics include why wood is still a great boat building material in a talk presented by Meade Gougeon. Tim Philips will speak about the resurgence of cutout boats in Australia. Taylor Allen will describe his restoration of a 1924 schooner. Kraig Carlstrom and Bruce Stannard will tell the story of the transformation of the Varg from a wreck to one of the most beautiful wooden boats in Australia. The Women on Water group and how they built a skiff, the St Ayles, is the subject of a presentation by Lorri Harrison and Ali Grant.

Taking a step out of the hot sun and away from the television cameras where Ms Archer was speaking, AWISA chats with Steve Knight, the Festival's chairman. He talks about the success of the festival since its inception 18 years ago, and how it has fostered an appreciation of timber and wooden boats. "You have only got to look at the number of people just touching and admiring the boats, and soaking up the atmosphere. People walk up to any number of dinghies or one of the bigger boats, and you see them standing back and running their eye along the sheer of the hull. They are admiring the quality of the varnish work, or the construction. These boats are made out of a living thing, wood. If looked after, they can last indefinitely. There are a number of boats here



Images: Rob Driessa



onsite that are over a 100 years old. If you look after them and use them, and you've got to use them, they'll reward you handsomely many times over."

People are milling about in front of the Shipwrights' Village in Hunter Street adjacent to Victoria Dock. They are waiting for a bullock team to arrive, bearing a hand-felled log. The Festival's general manager, Paul Cullen, explained in a statement that it seemed appropriate to look at how about 200 years ago timber was selected, felled, transported and prepared for the ship building activities for which Tasmania was to become globally famous. Bullocks were the most common means of delivering heavy loads such as timber, and the team working today is the last working bullock team in Tasmania.

When the bullock team is settled under the steady, expert hand of the owner, the log is removed from the wagon and the skilled craftsmen study how to break it down using traditional methods into timber suitable for ship building.

After lunch, and there is a fine selection of eateries, a short walk to the head of the marina gains a vantage point to view the Parade of Sail, some 200 strong flotilla sailing into the harbour.

For architect and long-standing Sydney-Hobart Yacht Race sailor,

Michael Hesse, it is his first visit to the Festival. "I love the attention to detail that goes into building the boats. It is staggering. They were built much more beautifully than they needed to be. People love working with wood, it's obvious," he sums up.

Simon Kurts won the Sydney-Hobart Yacht Race three times in his Love & War. It is a timber boat, built in 1973, of oregon and Queensland maple, using the cold moulded timber construction method. "I think people just love the timber work and the look of it. It is an art to make a timber boat."

The organisers are already working on the next Festival, which will coincide with the 375th anniversary of Abel Tasman's landing in Van Diemen's Land.

AWISA has pencilled onto the 2017 calendar, a tentative date for early February to visit the next festival. ■

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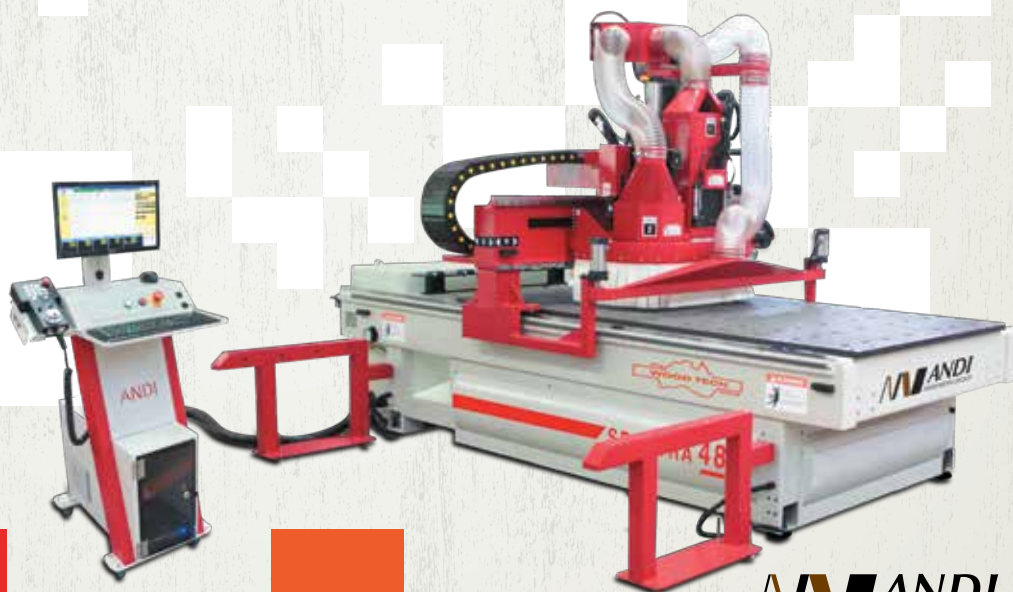
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Innovation number one: Splashback storage

Looking back to the old tambour bread boxes, users can see that sometimes it's nice to be able to quickly grasp something that's on the same level - not up above the head or somewhere by the knees. Tambortech recognised this early on and so developed the splashback storage system. Commonly used kitchen items, hidden away but available at a moment's notice - no reaching required. Bench space is maximised and there is no intrusion onto the benchtop area.

Innovation number two: Laundry transformation

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Technik für Möbel

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Storage system for smart waste management

Due to the rapid technological development in optimising production processes, local furniture manufacturers can hardly avoid investing in new equipment. In order to increase productivity and cash-flow, an investment in automation becomes more and more essential. Intelligent storage systems and software solutions help today's cabinet makers to increase their flexibility and improve their competitiveness.

The Wagga Wagga based company Adaptive Interiors in rural New South Wales have recognised the importance of automation processes and recently purchased a Homag Automation (Bargstedt) TLF210 and a Weeke Vantage 100/612 CNC processing centre from Homag Australia. Additionally, they invested in Cut Rite, the software optimisation package from the Homag Group.

Refining the production process

Adaptive Interiors is a family-run business that started operation in 2007. 25-year old William Pridham is the son of the owner John and has now taken over the general management role while his brother Lester looks after point of sale and marketing and his brother-in-law is responsible for full commercial construction and fit out. The company began making furniture just using a panel saw and drilling machine. Today, the amount of machinery has been multiplied, with a mix of commercial joinery and furniture projects as well as full construction and fit out. Employing 10 staff on the floor and another 11 in the office, Adaptive Interiors has continually been growing over the years. The last two years had been the years of significant changes, in particular with the investment in new processing equipment.

Countless overtime hours and tight delivery times have affected the productions costs for many small to medium sized cabinet making companies. "Our project work increased and we couldn't keep up without doing ridiculously long hours", William remembers. Both the storage and the CNC have played an important role in reshaping the company. "By having the right machinery to refine the whole production process, we are finally able to increase our capacity and margin."

With the Homag Automation TLF210, Adaptive has purchased a stand-alone storage system without a connection to any other machine. "It revolutionises the way we think about joinery and furniture making in three major areas: safety, productivity and cleanliness," says William. "It makes the factory operations flow smoothly."

A cornerstone for smart waste management

Homag Australia's salesman Grant Jones says, "The main reason for Adaptive to invest in the new TLF210 was to

manage their off-cuts. Our task was to intelligently manage all these off-cuts by placing a high priority on these parts. Due to the very high material cost using these off-cuts more efficiently will save Adaptive significant money." The Homag Automation storage system recycles off-cuts by automatically updating lists of all available off-cuts in real time. Grant gives an example, "When only half a sheet is needed for cutting, the storage system returns the other half into the system where it is registered as an off-cut. It will be accorded priority to be used first when the next suitable job comes along."

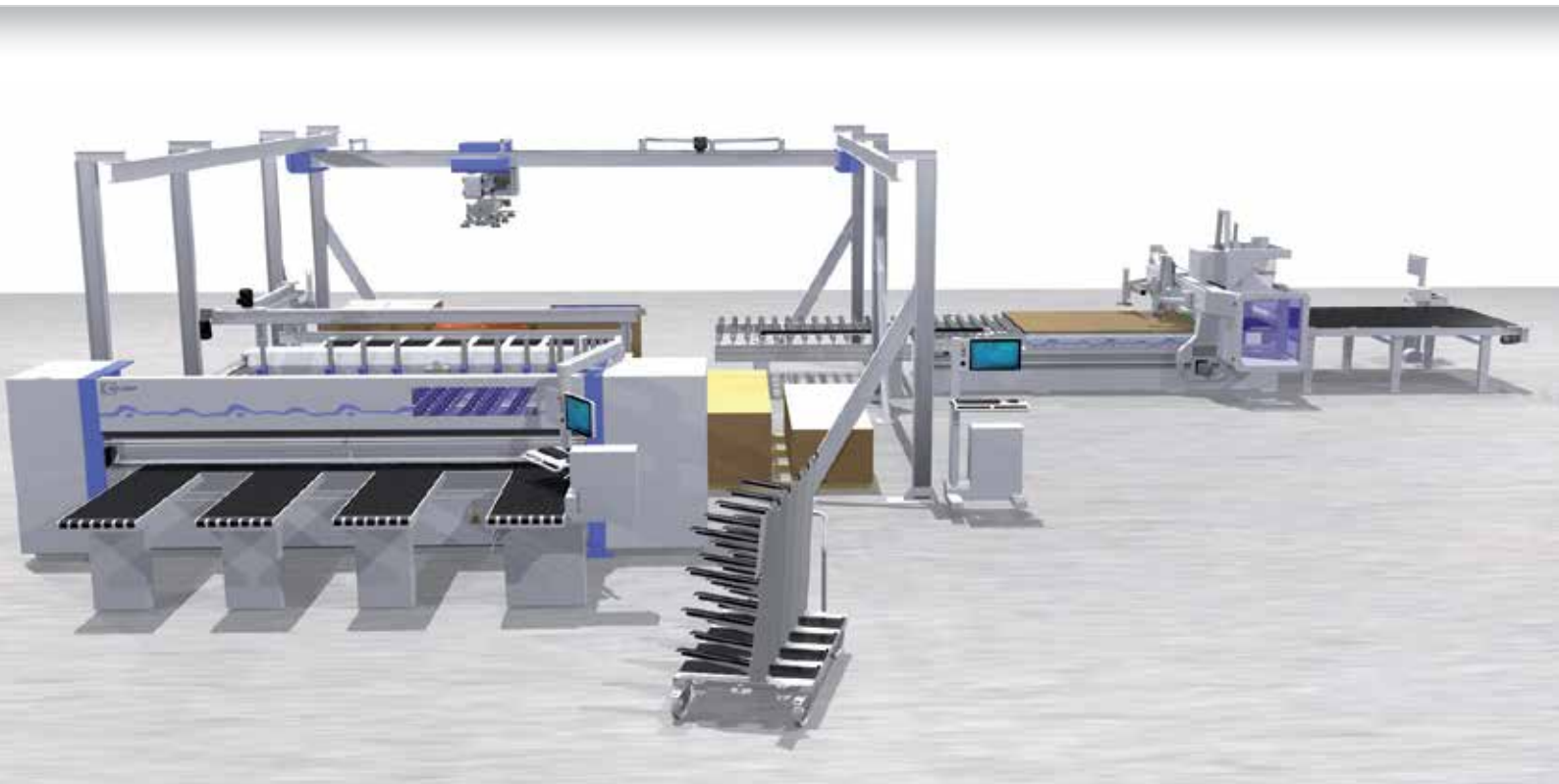


Before installing the intelligent storage system, the workshop looked a bit untidy and often hazardous, William says with a laugh, and continues, "Dad kept all the scraps and they were lying around in the factory. Now, if any off-cuts do not get stored daily in the Bargstedt, they are worthless and are binned. Our general housekeeping has changed massively."

Improved safety and time management

In addition to the intelligent waste management, the overall safety has improved for Adaptive Interiors. Having once had an incident caused by lifting load from the ground with a forklift, the business not only had to cope with injured staff but also with loss of work time. "Now there is no manual lifting required anymore. This saves us money, too."

Cabinet makers are increasingly confronted with tight lead times and the need to be highly flexible. William sees ►



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With the Homag Automation TLF210, Adaptive Interiors has purchased a stand-alone storage system without a connection to any other machine. "It revolutionises the way we think about joinery and furniture making in three major areas: safety, productivity and cleanliness," says William.

- ▶ growing customer expectations, especially in regards to delivery times and lower volume work. "We also take on little jobs and are known for being highly flexible which has been a winning argument for us in the past. I want to continue this reputation. Word-of-mouth in the local area is huge as well as within our rising number of clients in Sydney and Canberra."

CNC and software for customised work

Predicting a significant increase in project work in the next years, Adaptive Interiors sees the needs to stay ahead of the game. Therefore, the purchase of the Weeke CNC processing centre was aimed "to step up" as William explains. "Nearly all project work has to be done really fast and the speed of the Weeke was a powerful argument for us."

In addition to the machinery, the Wagga Wagga based company has also invested in Cut Rite, the optimisation software package of the Homag Group. It comes in a modular design and it generates data for cutting components on saws and nesting machines. Highlights include a board library, a calculation system of material costs and label creation in the office that also includes a layout editor.

The customised system is easy to operate. However, if there is some uncertainty, Homag's technicians make sure to train everyone to the highest standard. "Homag's service and software support is amazing and their staff's knowledge very impressive. They trained me and my brother very well so we were able to provide training to the rest of our staff."

Further business development

William is enthusiastic about the value the software has added to the business, "We optimise a lot of jobs. The way how we now control our stock by just clicking a button is unreal. The information goes directly to the storage. With Cut Rite, material can be saved and the production time cut short." He continues, "Cut Rite has taken us to a next level of smart manufacturing and that's where the money is. It gives us the opportunity to develop our own products and provide a whole package solution customised for the client with locally made products – and that is where we want to see our business going to."

Since leaving school in 2007, for William the Australian manufacturing industry hasn't got easier but "continuous improvement" has been a major driving force and a high priority. Now, 8 years later, Adaptive Interiors has grown to a smart manufacturer in New South Wales that stays ahead of the game to achieve a healthy cash flow.



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having the right machinery to refine the production process, we are finally able to increase our capacity and margin

Häfele Free flap fittings: slimmer, lighter, simpler



Free flap, the hingeless stay flap fitting for all common cabinet heights (200-650mm).

Free fold, the innovative double flap lift up fitting from Häfele is designed for 450-1040mm high wall units.

A high-class opening experience

Häfele is highlighting its development expertise in engineering and kinematics with its innovative flap fittings in the Free family and a new, extremely economical Free flap H 1.5 stay flap fitting, which is made from high-quality plastic. A harmonious combination of technology at the highest level; rational installation capability that is suitable for industry and an attractive design. Slimmer, lighter, simpler - the Häfele flap fitting solutions have been designed in accordance with these specifications, and have been independently and successfully tested with double the requirement of the standard (80,000 cycles) and developed to series production level. These high quality flap fittings, with their immaculate quality in accordance with German standards and unrivalled opening experience, are developed in the company's own manufacturing plant in Hungary.

The flaps, which swivel upwards, fold or open parallel to the cabinet in an elegant way, are simply too smart and practical. They open up access to the entire cabinet interior, and save space because there is no hinged door projecting into the room. The way in which innovative flap fitting technology engineered by Häfele increases convenience and functionality in furniture construction was demonstrated by the Nagold fitting specialist at Interzum in Cologne.

Free is a completely new, independent range of fittings designed as a modular system and is therefore extremely flexible to use. All of the most common opening types are covered with Free flap, Free fold, Free up and Free swing.

Slimline design with extremely efficient installation

One goal during the development of the new Free fittings was to have a slimline design. The components should be as inconspicuous as possible whilst doing their job in the cabinet. The cover caps are also appropriately stylish. A high degree of operating convenience and good access to



the cabinet interior were also on the to-do list of the Häfele engineers. All flaps can be extremely conveniently operated and are characterised by their smooth movement, and they are suitable for all of the most common front panel materials and flap sizes.

The ease of installation of the Free flap fittings may give them a competitive advantage on the market. All Free fittings have an integrated soft closing system for easy and gentle closing, works in both the opening and closing direction in Free fold, Free up and Free swing.

Exhibition debut: Free flap H 1.5 stay flap fitting

The prototype of a new stay flap fitting in plastic was the topic of a great deal of discussion at the Häfele Interzum exhibition booth. The new Free flap H 1.5 product solution, available early 2016, will be in three versions and has a load bearing capacity of up to 5.5kg when used at one side and with a cabinet height of 400 mm, i.e. 11.0kg when it is used at both sides. Similarly to the Maxi lid stay, which was successfully launched on the market by Häfele many years ago, the new Free flap H 1.5 is extremely flexible and multi-functional during use, e.g. for push-to-open applications with front panels without handles. Opening takes place extremely conveniently, assisted by an integrated spring package. The new fitting can be precisely adjusted to the multi-position stop function that is so typical of the Free product family, so that the flap stops in any position and is always easily reachable for the user.

Free flap stay flap fitting

Free flap is a hingeless stay flap fitting for the most common cabinet heights (200-650mm) and flap weight combinations. Free flap is available in the 1.7 series for flaps weighing up to 7kg (for cabinet heights of 400 mm) and the 3.15 series for flaps weighing up to 15kg (for cabinet heights of 600mm).



Photos: Häfele

The fittings impress with their ease of operation and cost-effectiveness in serial furniture production. During development, Häfele placed a considerable amount of importance on having a slimline and minimalist design in order to create more space in furniture, and having an attractive appearance as a result. Having a uniform drilling pattern on the side wall and a uniform front fixing bracket for both series results in cost-effective processing on the cabinet in the 32/37 mm series drilled holes and on the flap.

Minimal opening resistance

The Free Flap stay flap fitting is in touch with the latest trends with regard to compactness and design. Because of the numerous adjusting facilities, the fitting easily compensates for production tolerances. Many different flap sizes in kitchens, bathrooms, offices and living areas can be equipped with Free flap. Another advantage of this flap fitting is its unique, minimal opening resistance.

Free fold double flap lift up fitting

Free fold creates smooth-running double flap lift up solutions and is designed for 450 to 1040 mm tall wall units. The minimal opening resistance ensures that there is an extremely pleasant operating feeling, even with extremely heavy flaps. Optimum operating convenience is provided by the multi-position stop function. Using this function, Free fold can be exactly adjusted for the individual flap weight so that the front panel is locked in every position. The connecting hinge has an integrated safety stop and adjusting facilities for exact alignment of the lower flap. Free fold can be used in practically any of the usual wall units. Available late 2015.

Free Swing swing-up front fitting

The Free swing swing-up front fitting is the ideal choice if the furniture flap needs to be swung out over the cabinet. It is designed for 370 to 800 mm tall wall units. This high-quality

fitting is also characterised by minimal opening resistance and a multi-position stop.

Free up parallel lift-up front fitting

The new Free up parallel lift-up front fitting from Häfele for cabinet heights of 320-600 mm moves one-piece front panels upwards parallel with the cabinet. It is designed for wall units in kitchen, bathroom and living room furniture and has been designed using the modular principle of the Free product family. Free up uses the same front fixing brackets and identical adapter solutions as Free flap and Free swing, with identical cross bar and length in the latter.

Free E – Additional convenience with electric drives

The new electromechanical drives, available early 2016, have been designed as add-on components for all mechanical standard Free flap fittings. The flap can be opened and closed effortlessly and effectively by means of a gentle press on the front panel or the push-button sender embedded in the side panel without the need for manual guidance. Quiet operation, the integrated auto-stop function and the soft closing in the end positions mean that this version is predestined for high-quality furniture construction.

With the Free flap fittings, Häfele has designed a clever modular system that can be used with all of the most popular flap sizes and materials. The flap fittings can be used in all areas of furniture construction and contribute to increasing the value to the furniture thanks to their functionality and appearance. Free flaps have another competitive advantage due to the option of simple electrification using plug and play.

The Free swing swing-up front fitting is the ideal choice if the furniture flap needs to be swung out over the cabinet.

The new Free up parallel lift-up front fitting from Häfele for cabinet heights of 320-600mm moves one-piece front panels upwards parallel with the cabinet.

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Peka storage solutions

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One of the storage solution products from Peka is the Magic Corner Comfort. It allows for 80% of the available space to be used in a blind corner cabinet and the design permits for the front and back shelves to be completely exposed from the cabinet leading to easy access to all items. The design of the Libell shelves with its flat base stops the possibility of items falling over and allows for more items to be stored due to its thin side designs. Peka is proudly distributed exclusively by Lincoln Sentry in Australia.

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FIAA Industry Conference

Novotel Sydney Olympic Park
18th September 2015

**Delegate information
& registration**



“Future-Proof your Business”

Conference Partners



Invitation to FIAA 2015 Industry Conference

“Future-Proof your Business”

Welcome members and industry partners. We are excited to announce that the Furnishing Industry Association of Australia Ltd (FIAA) is hosting a conference event on the 18th of September 2015 with the theme, *‘Future Proof Your Business’*.

We are delighted to host this event in Sydney this year, which will be held at the Novotel, Sydney Olympic Park. An impressive line-up of speakers has already been confirmed, bringing along the knowledge and experience that relates directly to our theme.

The manufacturing sector is under severe pressure in the midst of imports, high production costs and lack of economies of scale. FIAA’s intention is assist our members and industry partners to navigate their way to become more competitive, productive and efficient through innovation, collaboration and industry best practice.

The conference theme and program is in response to member concerns about the future of manufacturing in Australia.

The conference will provide many opportunities for thought provoking discussion, collaboration and networking with current and future industry leaders.

I hope to see you in September!

Fred White

President FIAA Ltd



Speakers and Sponsors

FIAA are excited to announce confirmed sponsors and speakers for this not to be missed event.

Our presenters will be speaking on a range of topics such as, but not limited to:

Software innovation - current and future trends (Steve Cugley, General Manager, Planit Cutting Edge Solution and Major Conference Sponsor)

Finance solutions for your business (Michael Ryan, Finlease and Conference Sponsor)

The future of manufacturing and design innovation (Dr Sasha Alexander PhD BDesID FDIA I/DSA, Senior Lecturer, University of Western Sydney)

Big business practice and how this can be implemented into an SME (Jim Snelson, CEO Borg Manufacturing and Greg Miles, General Manager, Marquis Bathroom Products)

Design and new trends (Judy Johnson, President Trends)

Statistics on the future of housing and renovations (Shane Garrett, HIA Senior Economist)

Sales and Marketing techniques for your business and website (Phillip Parisi, Digital Producer ABSC Marketing)

Innovation in the workplace through skills development (Michael Hartman, CEO ForestWorks)

Further speakers and detailed information on the topics and a bio on each of our presenters will be updated on the events page of the FIAA website at www.fiaa.com.au/events as they become available.

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Further details and our conference program will be announced on our website closer to the event.
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REGISTRATION

"Future Proof Your Business"

The Novotel Sydney, Olympic Park

September 18th 2015



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Accommodation: Accommodation can be booked directly through Accor Hotels Sydney Olympic Park - Novotel, Pullman or Ibis. QUOTE **FIAA170915** to receive **10%** off the best unrestricted rate of the day. Phone: 02 8762 1111.

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Conference Registration includes: Conference session, morning tea, lunch, afternoon tea & invitation to cocktail party.

Please enter the number of attendees:

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Terms and Conditions

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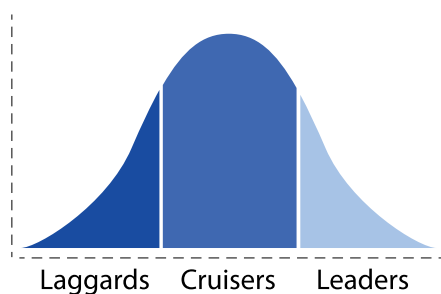
Program Amendments: Although every effort will be made to keep presentations as represented, FIAA reserves the right to make any necessary changes to the program as required.

Which bell-end are you?

IN TODAY'S competitive world of business, it should be an annual task to analyse the health of your organisation in relation to your ongoing competitiveness. But a business that only looks at its financial health is missing vital indicators of how well they compete and the company's ability to adapt and grow into the future. A little self-evaluation can reveal how truly healthy the organisation is and how its culture can drive success or contribute to its failure. First I should rephrase the title question:

At which end of the bell curve do you sit?

As an analytical tool, the bell curve graph can provide an easy to understand snapshot of all kinds of data and information. But in this case we are looking at your business to reflect its culture and ability to move forward with confidence. As a business owner or manager, the following exercise will give a clear indication of the commitment to your company's cultural health and where problems, if any, may lie.



As leaders, it is imperative to understand that company owners and managers hold the key to company culture. Employees follow the lead and adapt to examples set by their leaders. Alarming, recent surveys indicate that only 33% of small to medium business owners and managers can be described as leaders.

Key aspects of the surveys focused on:

- Ability to communicate and engage with customers and staff
- Willingness to invest time and money in technology
- Commitment to improving efficiency and process
- Openness to ideas and feedback
- Commitment to development and growth
- Flexibility in accepting change and willingness to act

The resulting bell curve gives a simple and easy to understand view of the situation and reflects exactly what I have witnessed over years in business. Some quiet reflection and a truthful self-evaluation using the key factors above can give an indication where you sit on the curve graph.

48% of those surveyed in studies fall into the cruiser category and represent those who have an interest in these key aspects of good business but lack the motivation or commitment to implement them to varying degrees. And sadly 19% have no interest and no desire to improve their business practice.

Using the same bell curve it can be useful to analyse staff attitudes using the same key indicators as a guide. Placing each employee into a bell curve graph can give you a quick reference as to who adds value to your organisation and who is committed to the company culture. There will always be those high performers who jump at the chance to excel. These are the leaders who can carry the company forward, but only if owners and managers can harness and nurture their appetite and attitude towards good business culture.

A bigger challenge, and most rewarding for the company, is to take the cruisers, get them to truly engage with the culture and turn them



into leaders. This can only be achieved if the owners and managers are committed to the key platforms of good business as described above. We cannot expect others to commit if we don't lead by example.

Laggards have no place in a business that wants to thrive and grow. They have little regard for the wellbeing of customers, fellow employees or the Company that employs them. At the extreme end of this category is the inclusion of white ants amongst employees. They seek to undermine all efforts to succeed and often make deliberate attempts to poison the system. 'Dragging the chain' as the saying goes, is a badge of honour for this minority and they must be rooted out as quickly as possible.

In conclusion, it is up to owners and executive managers to lead the way by acknowledging and embracing behaviours described above that will generate a culture of sustainable development and growth. Some honest self-evaluation can help identify the areas that need your attention and effort. Once it is clear that you are sitting on the leaders section of the bell curve, you can concentrate on your cruisers and getting them to sit on the right bell-end with you. ■

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

Consumer kitchen and bathroom survey hones in on the 'wish lists' of Australian consumers

The Kitchen and Bathroom Designers Institute of Australia, in conjunction with its media sponsor, Kitchens and Bathrooms Quarterly, has recently carried out the largest survey of consumers in the kitchen and bathroom market for a decade. Their purpose was to find out what consumers are looking for when renovating or building these increasingly specialised areas, and the results are encouraging for designers and manufacturers alike.

Whilst other studies in the kitchen and bathroom industries tend to focus on volumes/economics or trends, this survey sought out a more practical 'wish list' of consumers who were planning for an upcoming project, or in the early stages of a build or renovation.

a 'wish list' for consumers planning an upcoming project

The survey attracted significantly more 'renovators' than new home builders, and the participants were mostly undertaking projects for homes they intended to occupy (rather than sell or rent out). Not surprisingly, a new kitchen topped the list for those undertaking new home builds and whole home renovations, but laundries were very close behind in an unexpected swing, even ousting ensuites from the renovation hit list.

Kitchens

Appliance manufacturers and suppliers would be pleased to know that a third of survey participants were planning to invest over \$10,000 on appliances for their new kitchen, indicating

that high-end appliances are both desired and valued. New rangehoods and cooktops topped the list, closely followed by refrigerators. Permanent hot/cold water dispensers have taken hold too, with 24% of consumers looking for this option, while an impressive 39% consider a coffee machine to be a must have.

Not surprisingly, 84% of the consumers questioned would expect casual dining and/or entertaining areas to be included in their kitchen space. For almost a quarter of participants, a small office/workstation or homework/study nook would need to be factored in as well.

Bathrooms

The average number of bathrooms in Australian homes has risen significantly in the last decade, and the list of desired inclusions in ensuites, main bathrooms and 'boot rooms' has grown, too. A shower/bath combination is far less desirable than a shower cubicle, with only 14% looking for this space saver in the main bathrooms, and only 6% in ensuites. This is not to discount the desire for a bath; 57% of consumers want a stand-alone bath in their main bathroom, and 16% seek a soak in the ensuite.

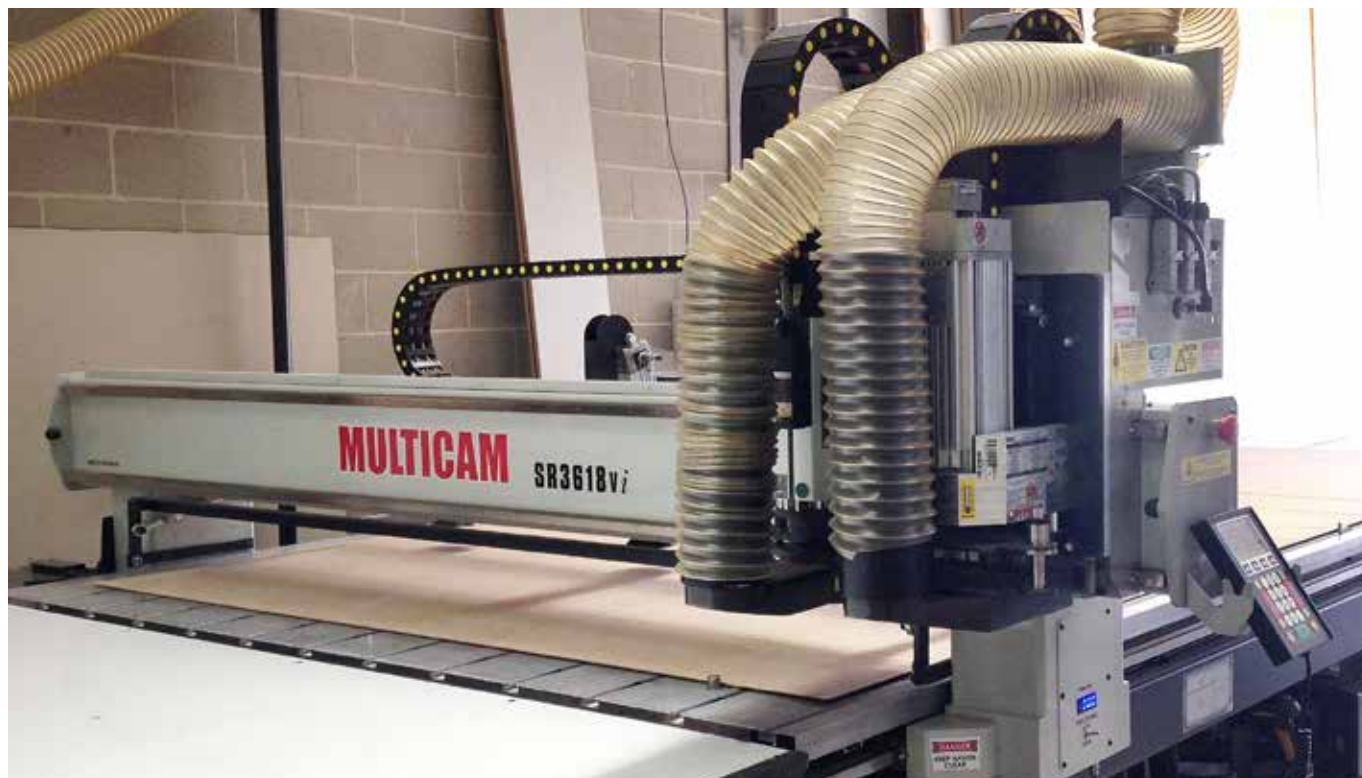
The study uncovered an overwhelming increase in the desire for an 'alfresco room' in New South Wales, Victoria and the Northern Territory, along with some very interesting finds regarding consumers' changing attitude to design fees. KBDi members can access the full survey results from the members area of the KBDi website.

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JL Cabinets expand with second Multicam CNC router



JL Cabinets has been a leading designer and manufacturer of custom domestic and commercial kitchens for businesses and commercial builders for more than 20 years. The company prides itself on providing premium quality, affordable designer kitchens to match customers' style of living and taste.

In response to an increase in contracts, and a desire to streamline and modernise the business, JL Cabinets purchased what was to be their first CNC routing machine in 2010. John Liu, owner of JL Cabinets explains his decision.

"Our work load was increasing so much that we couldn't hope to continue to meet demand without making some significant changes to our manufacturing processes, so we started looking at CNC routing machinery. In order for us to continue to grow and expand it was important that we purchased wisely. Things such as reliability, value-for-money, expandability, service and support were high on our list of priorities."

John says that they spent a lot of time researching various CNC routers available before making their decision.

"We decided to purchase a Multicam CNC router because it met all of our criteria and also had the added benefit of being Australian made," says John. "That first Multicam machine put us in a position that allowed us to continue to expand the business to where it is today."

Over the last twelve months JL Cabinets has supplied over six hundred kitchens to the Sydney commercial and domestic markets. "Supplying to the commercial market has taken off so much that it now accounts for nearly two thirds of our total output," adds John. "These include high rise and medium density unit constructions." John believes that it is their personal touch that separates them from the competition.

This year JL Cabinets took delivery of their second Multicam CNC router, a dedicated nesting machine with a process area of 3600mm x 1800mm.

John says "The decision to buy a second Multicam machine was made because of the increased work load and the type of jobs we were moving in to. This new machine has a full material handling system to cope with the large sheets of material we are dealing

with, much to the relief of the guys on the floor. It also has a second head with a drill attachment for faster processing of panels with multiple holes. The barcode scanner integrates perfectly with our design software and eliminates operator errors."

John says that the decision to buy their second CNC router from Multicam was made as a direct result of the reliability of their first Multicam machine, and the service and support they have received from Multicam.

"We employ 15 people in our business. They all depend on us being able to get product out of the door, so it is reassuring to know that we have the full support of Multicam when we needed," says John. "We are proud of the fact that we can supply top quality, competitively priced kitchens that are all locally made. Buying an Australian made Multicam machine means that we are dealing with a company that has the same outlook as us and is in turn supporting local industry."

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Success of FCJ industry leaders forums carries through to the west

THE LATEST of the FCJ (Furniture, Cabinets, Joinery) industry leaders forums was recently held in Perth and has proved as productive and successful as the Sydney, Brisbane and Melbourne forums held over the course of 2014. The industry leaders forums are an initiative of the FCJ Alliance (FCJA) run with the support of the federal government's Department of Industry and Science.

The purpose of the series of forums is to identify the core issues confronting the FCJ industry throughout Australia and consequently derive a policy framework to drive the industry's ongoing development. The FCJA will develop an industry position paper based on the deliberations of the four forum meetings held to date and present this to government for formal response. This will then provide the focus of the fifth and final industry leaders forum to be held at Parliament House, Canberra in mid August 2015.

Jason Windows hosted the forum at its production facilities in Welshpool, Perth and this provided a conducive backdrop to some very lively and informed debate.

The Hon Barry House MLC, president of the Legislative Council WA, opened the Perth forum, firmly setting the scene for a very positive and fruitful round of discussions. Barry's knowledge of, and passion for, the FCJ industry was clearly evident, no doubt fuelled by his own family involvement in timber milling over the decades. While noting the many challenges confronting the industry, Barry strongly commended the industry (and the FCJA) in taking such an evident leadership role, noting

that it was clearly an industry that is "prepared to take its destiny in its own hands" and that he stood ready to help wherever he could.

Ron Scott, the FCJA's chair, warmly thanked Barry for his comments. Ron noted that the industry has the same problems all around Australia and heeded Barry's advice that it was important for industry to present with one concerted and unified voice. He also welcomed Barry's support of an industry position that is focused on working jointly with government to achieve positive outcomes for the industry. The FCJA recognises that part of the solution lies with industry itself, and Ron stressed that we all need to do our part. Of course, there are also areas where government has a role to play, and the FCJA will continue to strongly advocate for government action in these areas. Andrew Trainer from the federal Department of Industry and Science, highlighted that the government's own analysis of the FCJ industry and its supply chain closely mirrored the conclusions and recommendations derived by the FCJA in the development of its strategic industry plan. The industry leaders forums were then initiated as a collaborative effort between the government and the FCJA to confirm that the issues were common throughout Australia and to gain consensus on the action needed to address priority areas of concern and opportunity.

Greg Redden, WA state director of AusIndustry – Entrepreneur Development outlined the federal government's new industry support programmes, which are specifically focussed on advanced manufacturing businesses, i.e. businesses undertaking leading edge design

work or supply chain innovation, or with the intention to do so. That is, the programmes are not intended for businesses that plan to just continue on the same path as always.

The first of the key-note speakers, Brad McGill of Kyoto Designs, presented a fascinating story outlining their evolution from agriculture to manufacturing to now exporting around the world. While Brad did not mention it specifically, it was interesting to note that much of the growth could be attributed to the company's responsiveness to market signals, with quite different product being supplied from one period or one market to the next. Brad and his brother Michael have clearly listened to the customer, and have designed and produced to meet the stated need with product that is clearly unique and innovative.

Ron Scott and Frank Parker, WAFMA secretary and from the Australian Furniture Directory, then conducted a Q&A on the challenges confronting the FCJ industry, particularly in WA, and the implications of the changing retail environment. Not surprisingly, the challenges confronting the WA industry are much the same as encountered throughout Australia, with low cost imports setting the price points, yet not meeting the same craftsmanship or regulatory standards of local manufacturers, limited scope for differentiating product at retail given need to match price-points and the SME nature of local businesses limiting scope to find alternate routes to market. Frank stressed the importance of providing enhanced value to the customer through better, differentiated product with an obvious service element (exclusive/customised design, right product at the right time).





The final formal presentation was made by the host of the forum on the day, Jason Window's managing director, Brendan O'Reilly. Brendan outlined how Jason Windows had repositioned itself as the dominant player in the industry in WA through a process focussed very much on strong customer service, quality, operational efficiencies, and people.

Brendan and his team then led the forum delegates on a tour of the Jason Windows manufacturing facilities. This proved a highlight of the day, especially as the tour provided a clear demonstration that the strategies Brendan espoused had clearly been implemented as was reflected in the highly productive and efficient operations in evidence.

As with the previous forums, participants then engaged in intensive round-table discussion about the future prospects for the FCJ industry and the priorities that should be pursued. There was valuable contribution from all participants with insightful comment being provided by a diverse range of



industry executives, including not just the speakers but also representatives from Inglewood Products Group, Antry (and the Cabinet Manufacturers Association of WA), Upholstique, Blum, Proform, Clarence Valley Kitchens, to name a few. Copies of presentations, from this and earlier Forums can be found at the FCJA website.

The next FCJ industry leaders forum will be the final in this series, designed to foster debate on the Policy Framework developed as a result of all forum deliberations to date. It will be held in Canberra in the third week of August, 2015. Anyone interested in attending should contact Peter Kreitals, FCJA's policy adviser at peterk@kreitals.com.au. ■

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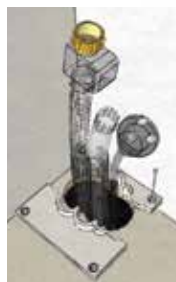
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Biesse 'revolution' at Ligna 2015 - heavy investment in automation and robotic systems

Ligna 2015 in May put the major spotlight on automation and Biesse's biggest-ever display at the giant wood machinery exhibition in Germany showed the Italian company is ready to embrace the 'fourth industry revolution' to make customers more competitive.

"We are focusing on software and automation, the two pillars of this revolution," Biesse corporate marketing and communications director Raphaël Prati said.

The next industrial revolution – Industry 4.0 – is described as a marketplace in which machines offer their services and exchange information with products in real time. Although Industry

fourth industrial revolution where we are heading today," says Mr Prati. "We're talking about cyber-physical systems and the joining of the virtual online world and the physical, which might be manufacturing for example."

Robotic machines that communicate with one another by way of automation and immediate interaction software reflect Biesse's heavy investment in these systems.

Raphaël Prati says the thing about automation is that Biesse developed it several years ago; a huge number of lines are installed all over the world.

"We have also managed to bring the advantages of this solution to smaller customers without them losing any performance," he said. "Softwares with Bsolid and Bsuite are actually leading the market with these solutions."

Biesse modules were presented at Ligna in a full package of integrated machinery and management. Bsolid is a software that once it realises there is a problem, it actually suggests another solution to the operator.

"So we are actually avoiding any incident on the machine; you don't have to lose time testing the machine before producing," Mr Prati said. "We are actually testing the production without producing anything, giving great advantages to the people using the machine. And we do it in a very simple way."

Mr Prati was excited about a new automatic handling method that impressed visitors at Ligna - the Biesse Winstore range K1, K2 and K3, and the Next Step sizing centre.

The pride of automation technologies, Winstore, optimises the management of panels. No longer just the preserve of large industries, this technology is being accessed by small and medium-sized businesses to increase their competitiveness. Winstore can be integrated into cutting centres and nesting cells, guaranteeing a significant increase in productivity.

Ligna is the most important wood machinery show in the world and it is the most important investment for a company such as Biesse.

"We doubled the space that we had in Milan last year. We had 1500 sq m more than we had in



4.0 is catching on slowly in Australia, many large international companies, including Biesse, see it as the next stage of industrial manufacturing, describing it as a paradigm shift towards smart factories, and even proclaiming it as the advent of a 'fourth industrial revolution'.

The first three industrial revolutions were a result of mechanisation, electricity and IT. "But it's the

2013, so that gave us 3700 sq m of floor space, 120 sq m dedicated to software and 100 linear metres of integrated production systems”, said Mr Prati.

Biesse also raised the curtain on its AirForce system at Ligna, which has completely outdated current laser-based technologies.

The system emits very forceful, very hot compressed air through a slot nozzle directly onto the reactive layer of commonly available laser banding. This activates the layer and bonds the banding to the substrate.

The AirForce system's technique allows changes based on banding colours without any set-up, overriding current laser technology that is very sensitive to edge material colours.

The award-winning, revolutionary AirForce system developed by Biesse now allows companies of all sizes access to invisible glue line quality achieved by laser edges without the need of for a complex and expensive laser system.

“We’re very positive and proud about this technology,” Raphaël Prati said.

“This is because normally laser technologies are for expensive machinery only. But AirForce is not, which means more and more people are taking the advantages of producing high quality products and have access to this incredible technology which is simple but very efficient.”

Innovation is everywhere, but it’s technology companies like Biesse that are driving revolutionary systems and moving towards the common global goal – the future of industry.

Mr Prati concluded: “One of the steps towards Industry 4.0 is using energy more appropriately. There are so many opportunities for industrial energy efficiency programs that can help make us more competitive.”

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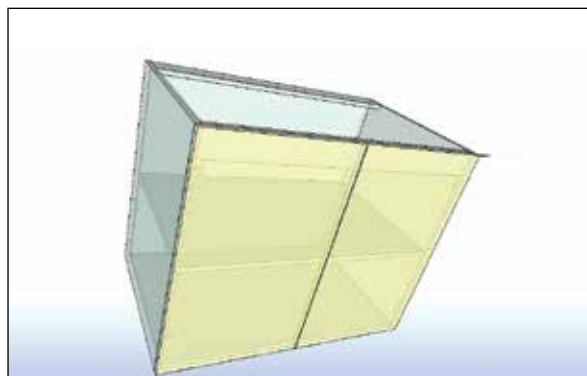


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Vacuum lifter secret weapon

Well-established Victorian cabinetmaking family business Top Class Cabinets has a hard-earned reputation, a very diverse customer base, yet surprisingly straight-forward, proven manufacturing process based around a CNC router, edgebander and panel saw.

Although the secret weapon in the company's armoury is perhaps the recently installed Schmalz JumboErgo vacuum tube lifter supplied and commissioned by Millsom Materials Handling.

Operating from Kilsyth in Melbourne, Top Class Cabinets spans the field having both residential and commercial customers. According to owner Gary Brown they are pleasantly busy. "Perhaps at least in part this is a reflection of Victoria's current buoyant housing and commercial building activity."

"While we have a workload dominated by cabinetmaking for new houses and units, we also do home renovations and a substantial amount of commercial cabinetmaking and shop fit-out work for customers right across Melbourne and further afield, including Geelong."

The company's Schmalz JumboErgo vacuum tube lifter is cleverly positioned to service both the CNC router and busy panel saw. "It gives us real work efficiency and safety benefits," says Gary.

Millsom's David Porter says manually-operated vacuum lifters like the JumboErgo provide great light-weight handling systems that still dominate across the wood working industry in typical family-based businesses like Top Class Cabinets."

David says that Schmalz is one of the world's leading suppliers in automation, handling and clamping technology. "Vacuum handling systems from Schmalz are used in a wide variety of industries to ensure efficient material flows."

"The vacuum lifter in operation at Top Class Cabinets allows loads to be handled faster and more securely protecting both the materials and employees."

He adds that the operator handle for the JumboErgo is designed with safety in mind, allowing the operator to maintain a safe distance when oversized work pieces are being lifted. "Also due to their modular design JumboErgo vacuum tube lifters can be configured to suit the requirements of individual applications."

Top Class Cabinets owner's son Darren who operates the vacuum lifter says it is straight-forward to use. "It was a no fuss installation and commissioning. We have a great relationship with the guys from Millisom and hope that continues."

Manually operated vacuum handling systems have the ability to simplify production processes through easy and efficient handling of work pieces. They also substantially improve employee health and well being measures.

The lifting unit, operating unit, suction pads and vacuum generator on Schmalz Jumbo vacuum lifters can all be configured according to customer specifications. The Jumbo lifting unit contracts and extends when lifting and lowering the load and the large suction area strengthens the safe holding of work pieces.

Schmalz offers a wide range of individual vacuum lifting devices. Vacuum gripper systems provide for maximum flexibility when used in robotic applications. Vacuum handling systems that are operated manually simplify production processes through easy and efficient material handling. Vacuum clamping systems offer short set-up times, making the all-round machining of work pieces possible in CNC machining centres as well as in manual machining processes.

Darren Brown with
Millsom's David Porter
... collaborating on
the clever positioning
of the JumboErgo
vacuum lifter to service
both the CNC router
and panel saw.



Millsom Materials Handling is Australasia's leading supplier of cranes, hoists, vacuum lifting systems and materials handling solutions for the wood working industry. Millisom's provide a full installation, maintenance and repair service to suit all materials handling situations. The company also provides periodical service and inspection as required under occupational, health and safety regulations.

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Intelligent fittings make trends marketable - new products from Hettich at Interzum

Besides the trends in surface finish, three other trends are currently dominating the design of furniture: narrow reveals, handleless fronts and quiet, convenient functions. At Interzum 2015, Hettich presented fittings that provide the perfect, cost effective key to turning these trends into reality for all market segments.

Precision that excites: new Actro 5D runner

The new Actro 5D runner system from Hettich perfectly pampers the senses: visually, acoustically and to touch. Actro 5D lets the user adjust reveal alignment to the accuracy of one tenth of a millimetre. The drawer's exceptionally firm fit on the runner as well as the high level of vertical and horizontal stability permit the narrowest of reveals. With Actro 5D, drawer running action is noticeably quiet, smooth and without transitions to give a feel of exquisite quality. The integrated Silent System closes them gently too. Actro 5D is optionally available with the push to open Silent soft opening function. Designed for loads of up to 80 kg, the runner permits the construction of large furniture when drawers are laden in compliance with



With the new Actro 5D runner system from Hettich, reveal alignment can be adjusted to the accuracy of one tenth of a millimetre. Photo: Hettich



standards. The Actro 5D runner system opens up all sorts of differentiation options while keeping production lean because the same runner is used for wooden drawers and the new AvanTech drawer system.

Experiencing perfection: AvanTech

The new AvanTech drawer system in high quality aluminium takes purist furniture design behind the front panel. Sleek, with precision edges and without cover caps or holes in the drawer side profile, the new system from Hettich makes no compromises when it comes to design. AvanTech also captivates with its quiet, quality sounding running action as well as its noticeably firm fit on the new Actro 5D runner. Actro 5D permits outstanding front panel alignment with the narrowest of reveals which can be adjusted to the accuracy of one tenth of a millimetre.

On the cutting edge: InnoTech Atira

The new InnoTech Atira drawer system from Hettich combines attractive options for differentiating with high cost efficiency. Clear, sharp contours, numerous colour options and a wide range of side elements complemented by attractive interior organisation create the perfect mix for greater individuality. InnoTech Atira follows an economical platform concept based on a single drawer side profile and belongs to the InnoTech range.

AvanTech captivates with its quiet, quality sounding running action. The Actro 5D runner permits perfect reveal alignment. Photo: Hettich



The new AvanTech drawer system in high quality aluminium provides purist design behind the front panel. Photo: Hettich

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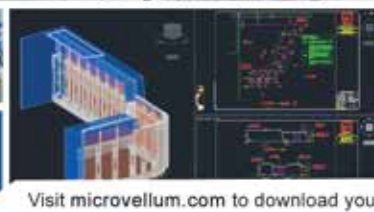
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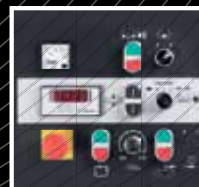


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Hideaway Bins launches laundry hamper that works with a laundry chute

As the demand for land space escalates, the need for houses to be built upwards instead of outwards increases. There is now a demand for laundry chutes to be built into homes to deal with laundry from the upper levels. The new to market base mount laundry hamper by Hideaway Bins is an ideal solution installed under a laundry chute to catch dirty laundry and keep it hidden away.

Typical to the quality of Hideaway Bins no stone has been left unturned in the design of this ergonomic and functional new product. The strong and sturdy, yet stylish base mount tray holds the hamper in place and conceals the German soft close runners when the unit is open. The 60 litre hamper is also locked into location by the use of a handle support attached to the door fascia to ensure the hamper does not tip when pulled open should there be a back log of washing above. Any clothing that should fall into the base of cabinet is protected as all runners and moving parts are covered and extra attention has been given to ensure all metal edges are smooth protecting clothing from any possible damage.

The light-weight 60 litre hamper is very ergonomic as it lifts easily at waist height from the base mount tray and does not require the user to bend or lift the hamper high to remove it from a frame. The hamper is made from a high grade polypropylene plastic which has smooth insides for clothing protection, air venting for moisture reduction, a solid base to protect the internal cabinet from drips and moulded handles to assist the user in moving the hamper.

The hamper can be installed into any area of the home to suit laundry chute requirements. For example it can be installed into a laundry, hallway cupboard or even in the bathroom.

New Zealand designed and manufactured, a base mount laundry hamper by Hideaway Bins is a space saving solution that will keep laundry off the floor and hidden away.

The hamper is available throughout Australia from distribution partners Hettich, Nover and Galvin Hardware.



The base mount laundry hamper by Hideaway Bins is an ideal solution installed under a laundry chute to catch dirty laundry and keep it hidden away.



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Huge energy savings thanks to centralisation of vacuum supply

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

Starting from humble beginnings as a rope manufacturer in around 1900, ADA has evolved into an ultramodern furniture producer that is still run as a family firm. In addition to its factory in Anger, ADA also has production sites in Hungary (in Körmend and Nova) and Romania. Until 2009, there were two CNC portal machining centres installed at the production site in Anger with grid-based clamping tables for nested-based manufacturing, featuring two dry rotary vane vacuum pumps on each table and a suction capacity of 500 cubic metres per pump per hour.

economical and reliable
vacuum supply integrated
into the production process



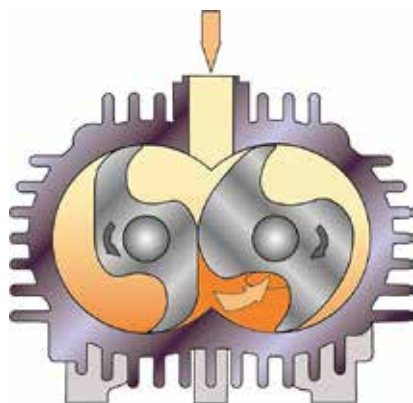
These vacuum pumps were continuously in use across the two shifts and as they were each powered by 15 kW electric motors they consequently consumed a large amount of energy. Furthermore, the vanes in the rotary vane vacuum pumps had to be replaced once a year due to wear. The management at ADA therefore decided to look for a more economical alternative for its vacuum supply system and they placed particular importance on obtaining a new CNC router, which would be equipped with two additional rotary vane vacuum pumps with 4 kW motors.

They consequently looked into the Mink claw vacuum pump technology from Busch in close detail. In contrast to regular rotary vane vacuum pumps, Mink claw vacuum pumps operate using a non-contact process. This means that the rotating parts within the vacuum pump do not touch each other. The advantage of this is that the Mink claw vacuum pump creates a vacuum without any wear occurring, so no operating fluids, such as oil or water, are required in the compression chamber. The need for maintenance and part replacement is reduced to a minimum. The only maintenance task that remains is an oil change in the gear unit, which must be performed after every 20,000 operating hours. A further advantage of Mink claw vacuum pumps is that, thanks to their non-contact operation, they use less motor power, which in turn has a highly positive effect on energy consumption. During the discussions with Busch Austria the idea of centralising the vacuum supply was put forward.

Busch Austria therefore designed a customised central vacuum system for ADA, consisting of eight identical Mink claw vacuum pumps, each equipped with a suction capacity of 300 cubic metres per hour. This vacuum system provides a sufficient vacuum supply to the two CNC machining centres with NBM clamping tables and to the additional machining centre with vacuum blocks. An additional Mink acts as a back-up pump. This pump is hardly ever used, but if required it can be used to increase the suction capacity of the system such that an additional CNC router can be connected to the vacuum supply.

The suction capacity required varies greatly and is dependent to a large extent on the materials used and the size of the work pieces. For example, when materials with a high level of air permeability are being machined simultaneously on each of the three connected machining centres, a higher suction capacity will be required than when solid wood is being machined on all machines at once. The control system for the vacuum system is therefore designed

One of the two CNC processing centres with NBM clamping tables



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

in such a way that at any one time only the pumps required to supply the power currently needed are in operation. All other pumps are automatically switched off.

The energy consumption level for the vacuum supply system would have added up to 68kW in the case that, with the two portal machining centres each equipped with two 15kW rotary vane vacuum pumps, the proposed CNC router was installed, featuring two further, small rotary vane vacuum pumps, each with 4kW motors. The central vacuum system supplied by Busch requires 44kW for the eight Mink claw vacuum pumps, which represents a theoretical energy saving of 35 percent. Thanks to the on-demand control system, the individual Mink vacuum pumps are only in operation for an average of 10 hours out of the 16 hours of the two shifts. This enables a further energy saving of approximately 38 percent.

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



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Zero joint technology is not some fad; it is the latest technology in edgebanding. It's being taken seriously and an uptake around the world is accelerating. At Ligna last month in Germany, one of the highlights was without doubt edgebanding processing in order to achieve the optimum zero joint. One of the leading suppliers in zero joint technologies is the worldwide Homag Group. The world market leader from Germany offers AirTec and LaserTec, which open up a whole new dimension in edgebanding.

The more affordable hot air system "AirTec" is both an industrial and craft-oriented solution. To achieve a zero joint finish, the function layer on the edging material is reactivated by compressed hot air, providing seamless adhesion. The German machine supplier Brandt, part of the worldwide Homag Group, offers trade solutions with AirTec.

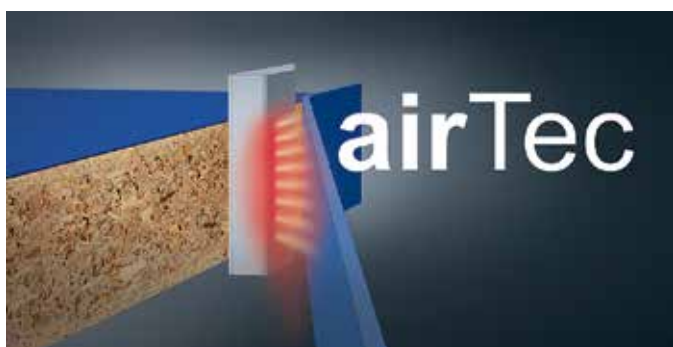
"There is a lot of noise out there at the moment in regards to zero joint technology," says Peter D'Adamo, Homag Australia's sales representative for Western Australia and Northern Territory. He has delivered the first Brandt Ambition 1440 AirTec machine in Australia to his Perth client Ikal Kitchens – and more machines of its kind are following all over Australia.

Brandt Ambition AirTec – unique selling proposition for Perth company

The Perth based company Ikal Kitchens with its owners Joe Grassi and Paul Kingston pride themselves as being pioneers in this cutting edge of technology. "This is going to be the technology you need to have if you want to differentiate your products from the competition," Joe Grassi says confidently, partly because the investment is already paying off. "We sold a kitchen within 24 hours only by showing them the AirTec sample. The customer was so impressed from the edge quality. There are no black lines and even no visible lines at all. It is a major difference compared to edges done on machines without AirTec. We now use it as a selling feature for our products."

The award winning kitchen and bathroom specialist is proudly West Australian owned and built, and they started operation in 1993. Located in Perth's north western suburb Osborne Park for 22 years, Ikal has been delivering custom designed kitchens, bathrooms, laundries and cabinets throughout Perth and regional Western Australia.

Ikal cater to a different end of the market with bespoke kitchens in new homes and renovations. "Every kitchen is unique and made with the best technology, materials and fittings", Joe explains. With the Brandt Ambition 1440 AirTec edgebanding machine, they can offer even higher quality products "where the edge is different to everyone else's." Joe continues, "The finishes are much higher end, and this is where we see our products."



Left: Michele Kingston and Joe Grassi (right) are proud of their awards they have won in the past. Ikal Kitchens has been delivering custom designed kitchens, bathrooms, laundries and cabinets throughout Perth and regional Western Australia for 22 years.

Below: Joe Grassi, here with business partner Paul Kingston, says, "We sold a kitchen within 24 hours only by showing them the AirTec sample. The customer was so impressed from the edge quality. There are no black lines and even no visible lines at all. It is a major difference compared to edges done on machines without AirTec."



Simple technique for perfect results

Hot air systems, such as Brandt's AirTec, are simple techniques where the edge and work piece are joined together by using hot air. Special edge materials which consist of a hard décor layer and a meltable functional layer need to be used. The functional layer is melted by the AirTec activation unit and the edge is pressed onto the work piece. Temperature and pressure are adjustable via control; and it all can be adapted to different work piece thicknesses from 8 to 40 mm via a gate inside the air nozzle.

When it comes to the edging material, AirTec can be used to process all types of currently popular, laser suitable edging types, such as ABS, PP and PMMA that are equipped with a functional layer on the backside of the edging material.

If the AirTec unit is not needed, it can be easily switched off. Peter from Homag explains, "The way the AirTec reactivation unit is installed makes it possible to either work with the standard glue application unit or with the AirTec system, and therefore is highly flexible due to the specific requirements. Also the energy and air consumption is surprisingly low." The Homag Group has introduced EcoPlus technology that can deliver energy savings of up to 30 percent.

Long-term investment to stand up from competition

Apart from the AirTec activation unit, the Ambition 1440 basic machine also features a joint trimming unit, an EVA gluing unit, an end trimming unit and a two-motor corner rounding unit. The perfect finish is obtained by a radius scraper, a glue joint scraper and a buffing unit.

Not to mention the PowerTouch controller which allows users to swipe, tap, zoom and scroll. The PowerTouch operating concept from the Homag Group combines design with function to create a totally new generation of control that feels like the tablets and smart phones we use every day.

The system centres on a large multitouch monitor which allows operation of the machine functions by direct touch. New on-screen helps and assistant functions significantly simplify working – while standardised operating elements and software modules ensure a uniform operating experience at any of the Homag Group machines.



The Brandt Ambition 1440 AirTec machine offers Ikal Kitchens long-term competitive advantages and a variety of innovations. Using Brandt's AirTec technology, virtually any design requirement with a range of material, colour and print can be met. Ikal Kitchens prides itself on offering seamless edging that is hard to detect giving doors the lacquered look.

"AirTec provides a long-term and seam-free bond; it enhances an aesthetic appeal with no joints to collect dirt or yellow and it increases the resistance of the finished board to heat and moisture," Peter cites further benefits of AirTec.

Loyalty and good service

Before stepping up with a Brandt AirTec machine, Ikal Kitchens had purchased two edgebanders from Homag Australia; the first one was installed in 2004, followed by a second Brandt machine in 2008. Additionally, they have owned two Weeke CNC nesting machines.

"The time was just right for an upgrade," says Joe, "Peter knew what we wanted and which machines were available at the time." He has helped Ikal a great deal over the years with great service and advice. Every machine breaks down at some time, but Homag is always prompt in fixing the problem."

Apart from the zero joint edge quality, an investment in AirTec adds more value to any business as Peter emphasises, "It reduces set-up times as well as cleaning and maintenance times; it eliminates time required to match primer and adhesive and increases process reliability."

These had been all winning arguments for Ikal Kitchens to invest in the new technology. Ikal delivers products mainly to Perth clients but due to their good reputation they also installed the 27th order in a small town in regional WA. Joe says, "We benefit greatly from word-of-mouth. Customers have returned 3 and 4 times for their future requirements and recommended their family and friends."

Zero joint technology opens a whole new dimension in edgebanding



► Making dreams a reality

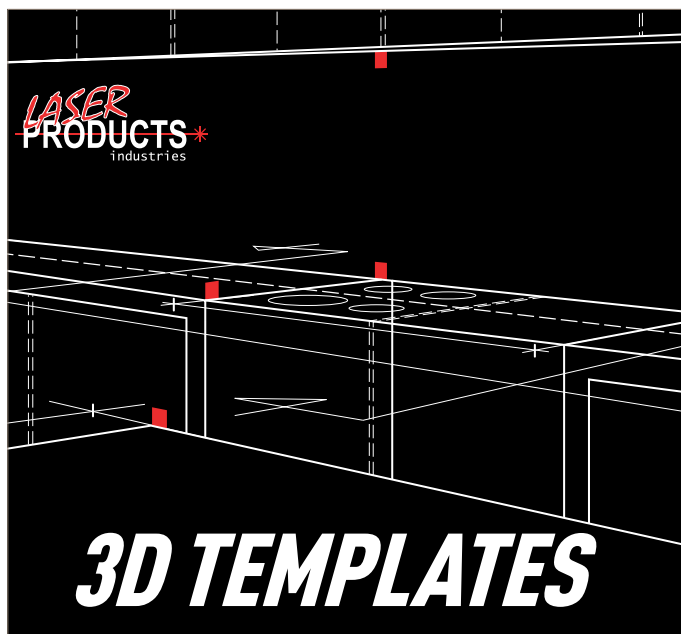
The company from WA highlights their ability to transform kitchens and bathrooms into beautiful and functional spaces that truly represent the individual personalities and lifestyles of their clients. Ikal Kitchens want to remain to be known as one of the market leaders for excellent design. Three staff, including owner Joe, are responsible for the design, and they use 3D computer software to make the design even more appealing to their clients.

Joe is passionate about designing kitchens, "we listen to clients' ideas, wants and needs, and put them into shape. We make their dreams a reality – even though every dream is different."

While Joe does see many new trends in colours and materials, most clients desire the 'lacquered look'. "They want quality edges without visible joints. With our Brandt Ambition AirTec machine, we can now fulfil their wishes."

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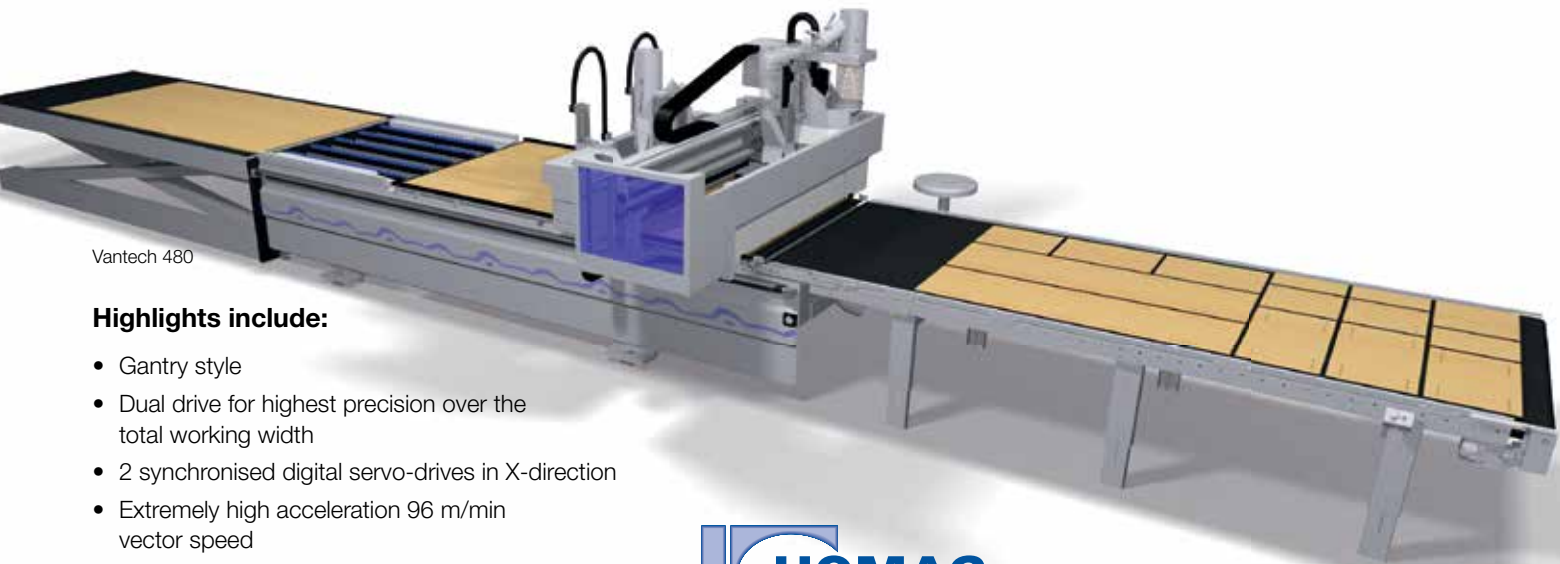
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Edgebander key to shop-fitter who doesn't want to be seen

When does a shop-fitter not want their design or manufacturing prowess to be on display? When they are doing shop fit-outs for Australia's largest appliance retailers. When brand and appliance prominence must stand out, minimalist shop fit-out is a key to client satisfaction.

This is the recipe that has seen one-time residential kitchen manufacturer Finecut Joinery grow into an Australian shop fit-out success story.

Really a shop-fitting company with a bias is towards kitchens, Finecut Joinery now specialises in shop fit-outs for big appliance retailers right across the country. The company's customer list includes Australia's biggest appliance retail brands, such as Harvey Norman, Bing Lee and the Good Guys.

With an unassumingly modest operation at Prestons in Sydney's outer-west Finecut Joinery runs a nation-wide business designing, manufacturing and installing brand and appliance displays for the big-end of the appliance retail trade.

The family-owned business was founded by Daryl Black, initially as a traditional kitchen manufacturing business. These days Darryl spends a fair bit of his time handling sales and interacting with clients, so son Mitchell runs the day-to-day production right from conceptual drawings, to full design, manufacturing and installation.

Mitchell Black and edgebander operator Sam Lentini. Holzher Sprint 1329 edgebander was well priced and provided confidence in its quality and performance.



Mitchell describes the company as "somewhere in-between shop-fitters and kitchen manufacturers."

"None of our jobs are small, with factory manufacturing for a single fit-out taking about eight weeks and then there is the installation."

"Yes, we use our own staff to do installations, even in Western Australia. They know what they are doing and we think it is actually quicker and we can guarantee quality," says Mitchell.

Finecut Joinery has a neat production model centred around a CNC router, panel saw and new edgebander.

"We needed to upgrade our edgebanding capacity, especially as much of our production is now in glossy board. So we went to the AWISA show in Brisbane last year and after a good look around finally settled on the Holzher Sprint 1329 edgebander supplied by Weinig," says Mitchell.

He adds that they were impressed with Weinig's attention to their needs at AWISA. "We now have a great working relationship with them and in particular we have been really pleased with the technical service, knowledge and support for Weinig's technician Daniel Tasich. He has been central to the 'comfort' we have in the ongoing performance of the edgebander."

"The Holzher Sprint edgebander was well-priced in its range and we are now confident about its quality and continuous, precise operation."

"The installation, commissioning and training provided by Weinig was all faultless and the ongoing support has been all that we could have wanted," says Mitchell.

Weinig Australia managing director Neil Forbes says the Holzher Sprint 1329 edgebander provides multifunction technology at the highest level. "Motor-driven adjustable axes are used for the entire machine and this allows conversion to precisely reproducible dimensions at the touch of a button."

He says the Sprint 1329 is available in three high performance versions for complete processing of state-of-the-art edging and panel materials. This ensures flexibility for every new edging trend and product.

Left: Production manager Mitchell Black oversees the design, manufacture and installation of brand and appliance displays for big-end appliance retailers.

Holzer Sprint edgebanders are designed for the highest requirements in terms of quality and flexibility. Plus compact models are available for processing of state-of-the-art edging and panel material. Program selection allows the machine to be set up without opening the hood, so that it is ready for immediate production.

The GluJet application system on Holzher Sprint edgebanders ensures perfect edge appearance. With its hybrid technology, this unit ensures perfect interaction between glue, edging and panel material. The GluJet system provides for easy use of EVA or PUR glues in cartridge or granulate form. Contributing to operational efficiency and cost minimization the system has a low energy short heat-up time of just three minutes when remelting glue.



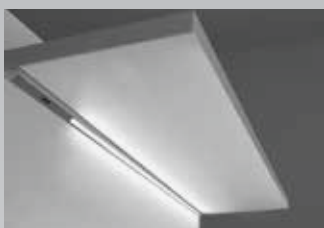
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Monty Elsarkey discusses assembly with Mitchell Black. A neat production model centred around a CNC router, panel saw and new edgebander.



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Hideaway Bins launches a 60L base mount laundry hamper that works with a laundry chute!

As the demand for land space escalates the need for houses to be built upwards instead of outwards increases. There is now a demand for Laundry Chutes to be built into our homes to deal with laundry from the upper levels.

The new to market Base Mount Laundry Hamper by Hideaway Bins is an ideal solution installed under a laundry chute to catch dirty laundry and keep it hidden away.

Typical to the quality of Hideaway Bins no stone has been left unturned in the design of this ergonomic and functional new product. The strong and sturdy, yet stylish base mount tray holds the hamper in place and conceals the German Soft Close runners when the unit is open. The 60 litre hamper is also locked into location by the use of a handle support attached to the door fascia to ensure the hamper does not tip when pulled open should there be a back log of washing above. Any clothing that should fall into the base of cabinet is protected as all runners and moving parts are covered and extra attention has been given to ensure all metal edges are smooth protecting clothing from any possible damage.

The light weight 60 litre hamper is very ergonomic as it lifts easy at waist height from the base mount tray and does not require the user to bend or lift the hamper high to remove it from a frame. The hamper is made from a high grade polypropylene plastic which has smooth insides for clothing protection, air venting for moisture reduction, a solid base to protect the internal cabinet from drips and moulded handles to assist the user in moving the hamper.

The hamper can be installed into any area of the home to suit your laundry chute requirements. For example it can be installed into a laundry, hallway cupboard or even in the bathroom.

The new Base Mount Laundry Hamper is available throughout Australia from our distribution partners Hettich, Nover and Galvin Hardware. For more information visit www.hideawaybins.com.au



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- High quality over-extending soft close runners that have a dynamic weight loading of 52kgs
- Strong and sturdy base mount tray to hold hamper in place and conceal runners when unit is open
- Robust 1.2mm zinc treated steel frame work, powder coated for durability
- Solid base on hamper to prevent drips
- and protect carcass
- Moulded handles on hamper for easy removal
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- Stylish cover to conceal all door bracket fixings for a tidy, modern finish


Hideaway®

Blum sponsors emerging talent award for TAFE SA

Blum continues to support the future of residential kitchen and bathroom design through sponsorship of the new Blum Emerging Talent Award - recognising the future stars of kitchen and bathroom design from TAFE South Australia.

Blum extends its ongoing support of future members of the Australian design community, by recognising and rewarding the top design student from TAFE SA Certificate IV in Design of Kitchens, Bathrooms and Interior Spaces Design, with the ongoing sponsorship of the Blum Emerging Talent Award, forming part of TAFE SA's annual Building and Construction Awards.

The Blum Emerging Talent Award trophy and gift was presented for the first time on Tuesday 24th March, by Blum South Australia's state sales manager Jamie Freeman, at the TAFE South Australia Building and Construction Awards in front of over 200 new and existing members of the building and construction Industry. The TAFE South Australia Building

and Construction Award Ceremony honours 37 of the best students in the building and construction field.

According to Blum Australia's director sales and marketing, David Noakes, "In alignment with our investment in a number of industry partnerships and conference and event sponsorships within the design industry, we are embracing all this opportunity presents to further invest in and support the future of our design community."

David continues, "This sponsorship also ties in well with our continuing drive for design students to experience and attend our Dynamic Space workshops to enhance their knowledge and to support their conversations with their clients, in order to differentiate them in the future."

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Blum state sales manager Jamie Freeman presents the new Blum Emerging Talent Award to Joan Donato. (Photo by TAFE South Australia)



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A1's challenge in the top end

Minimising overtime hours in order to cut costs becomes a crucial factor for any cabinet making business. Companies in remote areas in particular, often struggle with high labour costs. Putting the right machinery in the workshop can help to avoid paying extra hours and therefore, save money. The Darwin based company A1 Cabinets knows this too well as production manager Warren Pedersen points out, "Our two CNC machines and two edgebanders save us a lot in regards to overtime wages."

Smoothing the production process

Founded 14 years ago by Michael Christofis, A1 Cabinets started making furniture with just a table saw and a beam saw in the workshop. Over the years they have been continuously expanding and investing in new equipment. The first major investment was a Brandt edgebander from Homag Australia in 2005 and this, says owner Michael, has changed the whole production process, "With the Brandt we were able to process large quantities much quicker." Even though the Brandt is still running, A1 Cabinets purchased a new Brandt Ambition 1220FC edgebander within the last few years as well as a Holzma HPP 250 beam saw and two Weeke CNC machines; a Vantage 100/480 and a Vantage 22S – all from Homag Australia.

Warren appreciates the importance of machinery. "You can easily double your machines but you need to pick the right ones, you need to learn how to work with them and finally, how to maximise the benefits. I get all the information on the computer; it enables us to take on more jobs."

When Warren joined the company as a production manager, he started to transform the company by recommending the purchase of more machinery and computer software. With his extensive industry knowledge and experiences gained over the past 20 years, he added a lot of value to A1 Cabinets. While owner Michael was born and bred in Darwin, Warren grew up on the Gold Coast and had lived in Sydney for 13 years where he worked for a large kitchen manufacturing company. Sydney became too busy for Warren and therefore, he decided to move to the 'top end' – and never looked back, "It's the best fishing and hunting in Australia."

Remote places - challenge Darwin

A city like Darwin in the Northern Territory is challenging in every respect. "Darwin is a small city. You always need to plan ahead. Suppliers don't stock everything and shipping can take up to ten days. Some heavy rains might delay delivery too. Nevertheless, we still want to provide the best possible service to our clients and are continuously keeping

'you need to pick the right machines, you need to learn how to work with them to maximise benefits'



Due to the investment in high-quality machinery from Homag Australia, A1 Cabinets is able to allow its tradesmen to spend more time on assembling, which all goes back to the quality of its products.

our showroom up-to-date with the latest range of materials and hardware to bring Darwin up to speed," says Warren.

A1 Cabinets offers all-house joinery from bathrooms to kitchens to wardrobes and entertainment areas and "we take pride in our work to suit everyone. We try to quote on the job within 24 hours." Besides producing custom-made furniture, they are involved within a lot of projects, currently working on a large commercial building project consisting of 78 units," Warren says. Additionally, some of A1's work is for clients in even more remote areas in the Northern Territory.

If the business picks up as it has been in 2015 so far, they will need to employ extra people in addition to their current 12 staff. Due to the investment in high-quality machinery from Homag Australia, they are able to allow their tradesmen to spend more time on assembling, which all goes back to the quality of their products. Warren points out, "We do benefit from our investments in regards to labour. It saves a lot of walking in between the old machines we used to have." A1 currently manufactures on 1,700 square metres and has halved the number of staff within the last six years.

Service as the decisive factor

Without doubt the high-end machinery from Homag plays an important role in the company's achievements. "Thanks to our machines, we can perform the job much quicker and can now work smarter not harder. The newer the machinery, the better the finish and the accuracy." Warren explains the reason behind the purchase, "The previous companies I worked for owned Homag gear and Michael already had a Homag edgebander by that time so we looked into Homag again – and never regretted it."

Homag Australia's sales representative Peter D'Adamo says, "Companies in remote areas like Darwin have to consider carefully which supplier they chose. Service might be the decisive factor at the end." Homag Australia regularly flies in their service technicians several times a year. Warren says, "We are remote so we need to take special care of our machines. If we don't look after the machines, the machines don't look after us. We don't just talk about damage of a couple of hundred dollars. When Homag's techs are here, they spend whatever time is necessary on every machine. Most of the ad hoc problems can already be solved via remote telephone service, which is very helpful." Warren is also very happy with all the machine installations. "Homag delivered on time and planned around the production so we minimised downtime. The techs worked hard and efficiently and had a lot of patience to bring every one of us on the same level."

Now, A1 Cabinets are well set up for the future. "We can concentrate on quality and pricing which is extremely important," Warren summarises.

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Founded 14 years ago by Michael Christofis (right), A1 Cabinets started making furniture with just a table saw and a beam saw. Warren Pedersen (left) transformed the company by recommending the purchase of more machinery.



by Lee Gabbett

Gabbett Machinery Pty Ltd

Top tips for the federal government's generous new tax deductions



THE NEWLY announced \$20,000 tax deduction for small business announced in the recent budget has been broadly welcomed by the business community – particularly those in the woodworking manufacturing industry.

An integral part of the federal government's small business package, the temporary scheme is designed to stimulate business spending – resulting in more cash flowing through our economy.

Assuming you qualify, your company can claim immediate tax deductions for selected sub-\$20,000 purchases made between 7:30pm on budget night and 30 June 2017.

This is a huge increase from the current deductions, which are set at \$1,000 and require you to spread the deductions over several years.

However the items must be a physical asset. There are some exceptions, such as software for your business – mainly due to the fact they already have dedicated tax break schemes.

Purchase wisely

Business analysts and advisors are all repeating the same mantra. While a new coffee machine is great to have, the smart business owner will invest in income producing assets.

Workshop equipment to automate production, increase productivity and increase your cashflow is where your focus should be. The government stimulus is a great way to invest in your business, and have the government give you a hand at the same time.

Know your numbers

Firstly, remember it's a tax deduction, not a refund.

Your accountant can claim the full purchase amount from your income to reduce your tax bill, and there is no limit on the number of items a business can claim.

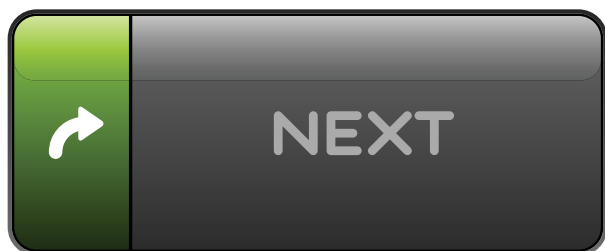
If you want to buy something over the \$20,000 threshold, no problems, you can still claim the normal tax deductions as per previous financial years, nothing has changed in this regard.

What should you do now?

Firstly speak to your accountant to ensure that you do qualify for the tax deduction.

Then decide where you can invest your funds to get the best return. What process or manufacturing area do you need to improve? How can you take advantage of this offer to move your business to the next level?

Used correctly, this tax incentive can provide your business with some great opportunities. For more in depth information, take a look at the Australian Taxation Office website (www.ato.gov.au) ■



How do you make sure your company qualifies?

Once the budget is passed in parliament, any small business or sole trader with an Australian Business Number and turnover of under 2 million dollars is eligible. Obviously the item purchased must relate to your business activities.

Interestingly, there is no differentiation between new and second hand goods – both are covered under the scheme.

It's recommended that you speak to your accountant before investing, to ensure your company meets the required criteria.

Make sure the product you are purchasing qualifies

Any asset involved in running your business is covered by the scheme. "If you're a tradie, it might be new tools or a computer for the home office, anything under \$20,000 is immediately 100 per cent tax deductible from tonight," Mr Hockey said in his budget speech.

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Homogenous and customised linear lighting solutions

Lincoln Sentry presents the latest recessed luminaires from Hera: the FR (round) and FQ (square) 68-LED, perfect for uniform, glare-free lighting. With an outer diameter of 75mm (68mm borehole) and an extremely shallow recess depth of just 11mm, these models are ideal for flushmounted installation. Perfectly reflected light spots merge together with a frosted luminous window into a uniform surface.

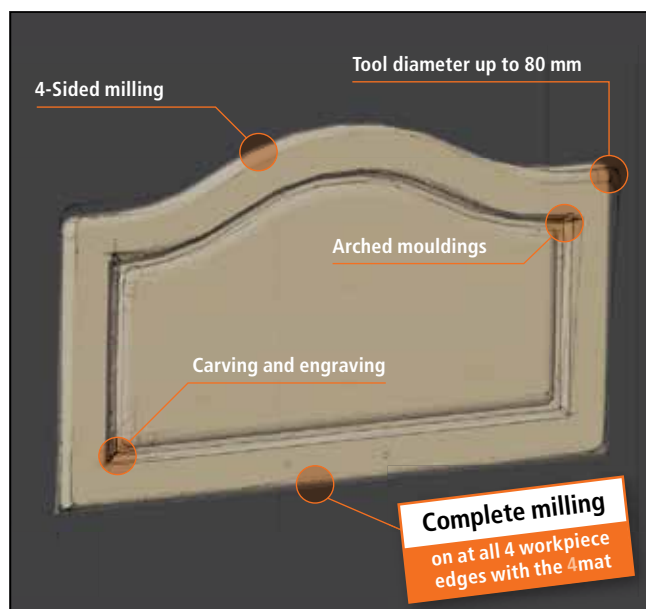
Thanks to this extremely even light distribution, the FR and FQ 68-LED illuminate the room with an incredibly gentle and homogeneous light. The luminaires are available in two colour temperatures – 3,000 Kelvin in warm white or 4,000 Kelvin in neutral white. A low power input of just 4 watts also guarantees low energy consumption.

Depending on requirements, the FR and FQ 68-LED are available individually and as a set of 3 or 5 luminaires that include a 24V transformer.

Lincoln Sentry also offers customised linear lighting solutions from Hera. Combining LED Basic-Tape and Aluminium Profile 24 users can create linear lighting solutions of varied lengths to suit any space. Horizontally in an overhead or vertically within a pantry, this combination allows users to create as small as 50mm or as long as 2.4m linear luminaires. Hera LED Basic-Tape is available in warm or neutral white colours and available in two model options to ensure the right look.

Hera Profile 24 comes with a highly matt diffuser to disperse the LEDs evenly across the illuminated area. With an anodised aluminium finish and metal end caps, Profile 24 is a discreet and non-intrusive inclusion in any cabinet space.

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Planit helps produce unique joinery

Based in the Illawarra, on the south coast of NSW, PKJ Designs is a company that specialises in custom designed kitchen and joinery work. Owner, Peter Binns, established the company after working for other joinery companies in the area. Peter wanted to utilise his skills and build a business that produced more than just standard cabinets, but also had a strong customer service approach.

After experiencing what software could do in his previous job, Peter knew that software was going to be an important resource for his business. Peter researched which particular software package would best provide the tools and functionality PKJ would need to produce the type of work it does. Peter spoke with Planit, and decided that Cabinet Vision was the solution that was going to best fulfill the specific needs that PKJ required.

Peter and one of his experienced employees, Darcy, spent time building their skills and knowledge through both onsite and In-house

training with Planit. Peter mentioned that both he and Darcy originally had a limited understanding of computers. However, both have since regularly spent time using the software and both are now completing jobs in Cabinet Vision and sending the information, including the G-code for their machine, down to the factory.

As Peter shared, "At first, Darcy would regularly be telling me about his frustrations trying to understand how it all worked. Yet now he is designing all the jobs and getting it ready for machining down at our CNC." The experience has been a learning curve, but now, both Peter and Darcy are proud of what they can achieve in Cabinet Vision.

Peter explains that "With Planit's help, we can really push the program to where we need it to be for the type of work we do. We are really impressed by what we've been able to achieve." One of the current jobs Peter has produced was a round table top with various



parts that interlock together. "With Cabinet Vision, you are able to work through it step by step, just how you would build it yourself. We are able to draw the whole thing in Cabinet Vision, and then send it straight to the machine".

Since integrating Cabinet Vision into the business, Planit has really been able to help PKJ build on the operational side of the business. Peter has been able to shift his focus from worrying about minor details that used to take up his time. He can now concentrate on winning new clients for the company, and putting time back into other parts of the business. This extra time has allowed him to spend more time with his staff, and share his skills with them.

On the wall in his office, Peter has a quote that reads, "Growth demands a temporary surrender of security". When discussing it with Peter, he jokes, "I do every day... I've certainly had to since purchasing the machine and Cabinet Vision." PKJ is embracing the efficiencies that implementing Cabinet Vision has brought to the business. As Peter commented, "Planit's really helped us do so much more than we thought we'd be able to do. The journey we have been on is fantastic."



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How to stay competitive – nesting with D’Arcy Cabinets

In a competitive market, small companies find it hard to compete on jobs, both from a turnaround time and a price perspective.

John D’Arcy of D’Arcy Cabinets realised this early, understanding he needed to invest in smarter, more efficient manufacturing to ensure his company stayed competitive.

Located at Somerville on Victoria’s Mornington Peninsula, John D’Arcy cabinets has always enjoyed a reputation for a high quality standard of work. Based on this, John’s brief for improving the manufacturing was relatively simple

- Be able to continue the current high standard of product.
- To be able to machine product quicker.
- Reduce rework and errors (both in the factory and onsite).

The first step was investing in Cabmaster software in 2012. This allowed for visual presentations for clients, and streamlined the data (like cutting lists) getting to the workshop.

The next step was to improve the manufacturing process itself. John spent a lot of time looking at the different suppliers and their machines’ features. In the end John made the decision to purchase the SCM Pratika 310 through Gabbett Machinery.

John was already familiar with Gabbett Machinery, as his panel saw and edgebander are both made by SCM.

“I’ve had both my machines since 2010 and they’ve been great” said John. “Gabbett Machinery has always serviced and supported my machines, so I felt more than comfortable with their ability to look after me with the nesting machine”.

John made the decision at AWISA 2014 show to go ahead with the SCM Pratika 310.

“My wife and I had a good look around at AWISA and narrowed it down to a couple of machines that would work well for us. After looking at the finer details, there were a few features on the Pratika that were in its favour”.

Most important of these was the footprint of the machine, the Pratika’s unique guarding and safety system makes it

one of the most compact on the market – yet still able to process a full 2400x1200 sheet.

Since taking the CNC plunge John hasn’t looked back. “It’s been a great machine. It was set up in the factory quickly and my existing Cabmaster software synced easily with it. Getting the jobs from the planning stage to the back of the truck as quickly as possible is very important in my business. Now I can get jobs out the door faster than ever before and it has given me the chance to look at where I take the business next”.

In fact, since John has been able to manufacture faster, he has been able develop a flat pack avenue to his business. The nesting machine has been able to take the expansion in production in its stride. John says, “The Mornington Peninsula is rapidly expanding. We noticed a hole in the market for flat pack supply. Predominantly our customers are the public and installers. It’s very much word of mouth at the moment but its moving ahead very well”.

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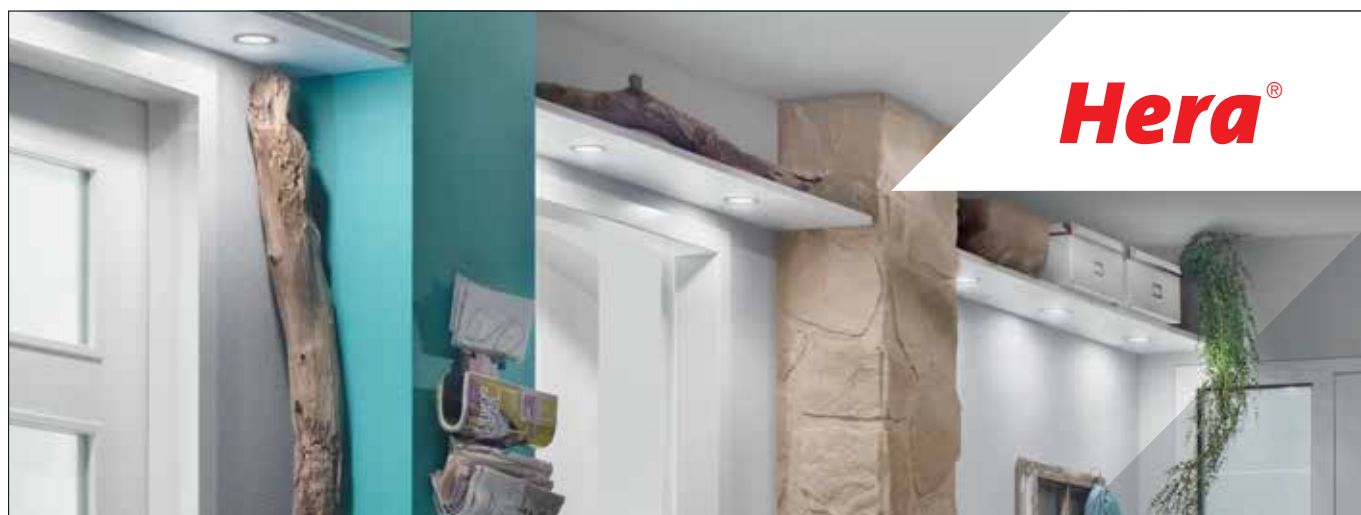
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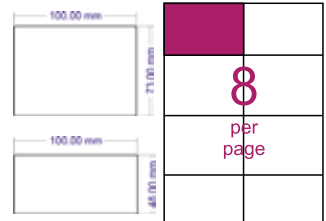


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AWISA The Association



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

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

AWISA The Exhibition



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

The next AWISA exhibition will take place in Melbourne from 6-9 July 2016 at the Melbourne Convention & Exhibition Centre. For more information visit awisa.com or phone Geoff Holland on 0412 361 580.

AWISA The Magazine



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

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