

# AWISA THE MAGAZINE

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6-9 JULY

2016



  
Hettich



# On the cutting edge: InnoTech Atira Drawer System

The new InnoTech Atira drawer system by Hettich will be launched at AWISA 2016. A striking design with straight lines, clean contours and a selection of colours in a modern finish. The internal organisers offer many practical storage solutions and complement the style elements.

InnoTech Atira can be used in a variety of applications and provides a selection of design options based on a single platform – ideal for lean and flexible production.

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Technik für Möbel

The Hettich logo, consisting of a stylized 'H' made of four parallel diagonal lines in blue, green, yellow, and red, positioned above the word 'Hettich' in a bold, black, sans-serif font.

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# AWISA THE MAGAZINE

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## EDITOR AND PUBLISHER

Geoff Holland  
General manager, AWISA Ltd  
Phone 02 4861 7040  
Email: [info@awisa.com](mailto:info@awisa.com)

## CONTRIBUTING WRITERS

John Halkett, Rob Ditezza,  
Simon Hodgson,  
Pam Kershaw and Rick Lee.

## DESIGN

Felicity Carruthers

## PRINTER

Major Graphics Printers Pty Ltd

Post all correspondence to:

AWISA Ltd  
P.O. Box 895  
Bowral NSW 2576

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## DEAR READER,

**Show time is here again.** This July, AWISA presents the largest woodworking industry trade show ever organised in Australia, and one that is an absolute 'must-see' for the industry. If you want to stay ahead of the game a visit is essential.

The 92 pages of this magazine and the 40 pages of the separate show preview magazine will give readers some idea of the scale of the event and of the range of products on display.

But reading about it is not the same as seeing it. Start planning your visit now. Whether you are a small manufacturer or a large one, whether you are the owner of the business or working in the design office, the factory, or installing products, AWISA 2016 offers you the opportunity to be brought right up-to-date with everything that's new in machinery, tooling, software, materials and hardware. Plus it's a great opportunity to socialise with your work colleagues, suppliers and even your competitors.

In the previous edition of this magazine some of our bigger exhibitors made comments such as "an occasion not to be missed", "the cornerstone for business in the woodworking industry", and "we are truly excited about the show being in Melbourne." I'm sure that if you visit the show you will be sharing their sentiments.

On a different note, I would like to take up some of this editorial to thank one of our regular contributors. Geoff Bills has contributed an economist's view of industry in these pages ever since we started publication over six years ago. Geoff has had to retire because of ill health and I am sure readers who have enjoyed his columns will join me in wishing Geoff all the best.

## Geoff Holland

General manager  
Australian Woodworking Industry  
Suppliers Association Limited

FRONT COVER: The Melbourne  
Convention and Exhibition Centre in right  
foreground, with Melbourne's CBD to the  
left across the Yarra river.

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by Brett Ambrose  
Chairman  
Australian Woodworking Industry Suppliers  
Association Limited



# An invitation and welcome to AWISA 2016

stay in touch with important industry developments

## WELCOME TO AWISA 2016.

The exhibition, the largest AWISA has ever organised, presents the best possible opportunity to see all the leading brands and suppliers to the industry, and to learn about all the latest developments. We welcome visitors from throughout Australia and New Zealand,

but in particular we welcome Victorian visitors. It is a long time since AWISA last took place in Melbourne in 1990. Victorians have always been a significant proportion of our visitors

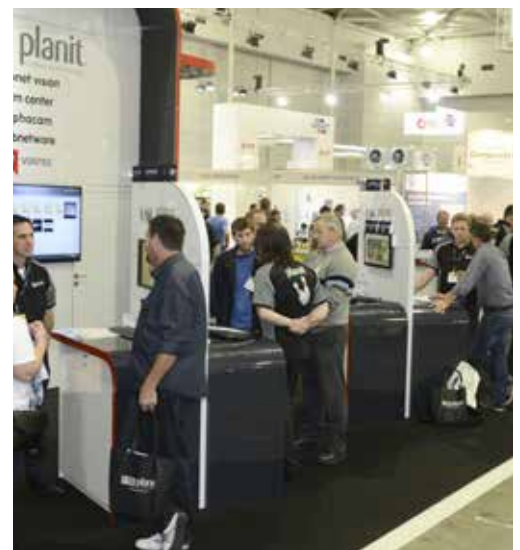
when the show took place in other states. But we hope that the Melbourne venue will make it just that bit easier for local companies, large and small, plus their staff, to visit an AWISA exhibition.

The search for machinery, software, tooling, hardware, and all the related products is much easier when everything is under the same roof. But the most important reason for attending is the chance to gather information and stay in touch with important industry developments. Spend

a day or two at the show. Get away from the day-to-day commitments of business and take the opportunity to learn. Not only will great new products be on display, but in many cases experts from around the world will be on the stands of their Australian subsidiaries or distributors.

AWISA 2016 is not just about business. What better place to meet up with friends from the industry or to make new acquaintances. The show is in a great location. Just across the road from Crown Casino with its superb range of dining options, and just across the Yarra river from Melbourne's CBD. With an industry breakfast and many supplier/customers events in the evening it is a great time for the industry to get together.

This exhibition is one of Australia's largest trade shows. If you haven't visited an AWISA, be assured that it is a magnificent event presented to the highest standards - a great source of help, information and inspiration. As chairman of the association and on behalf of the board of AWISA Limited, I would like to take this opportunity to welcome you to attend the 2016 exhibition and urge you to take advantage of this truly great experience. ■



# The AWISA celebrity breakfast

**AT AWISA 2016** another celebrity breakfast will take place, and this year the guest speaker is Shane Jacobson.

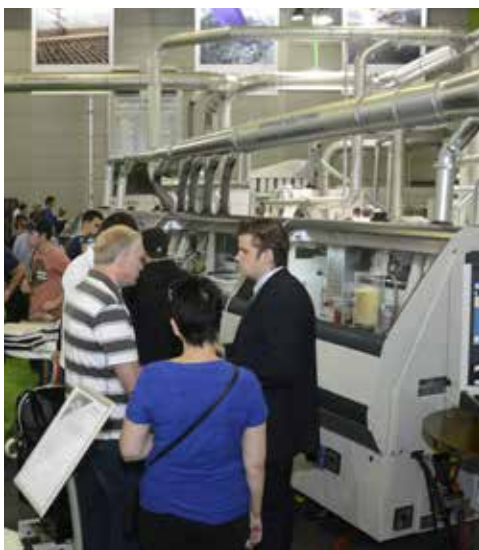
For some he will be well known for his role in the ABC drama Time Of Our Lives, others will probably know him from Top Gear, but most will know him best as the lovable plumber in Kenny. For his role as Kenny, Shane won five major awards including the AFI Award for Best Lead Actor and the Australian Star of the Year Award.

Shane is one of Australia's busiest actors, presenters and entertainers, having worked in radio, television, film and theatre for 30 years with some of the biggest names in the business including, Geoffrey Rush, Paul Hogan, Jeremy Clarkson, Bryan Brown, Guy Pearce, Hugo Weaving and Kate Winslet.

His notable credits include The Bourne Legacy, Charlie & Boots, The Mystery of the Hansom Cab, Jack Irish, Fat Tony and Co, Beaconsfield and Guys and Dolls for which he won a Helpman Award. In 2013 Shane became a best-selling Australian author after releasing his biography The Long Road to Overnight Success.

The breakfast takes place at 7.30am in the Melbourne Room at the Melbourne Convention and Exhibition Centre. Tickets cost \$60 each reducing to \$500 for a table of ten.

To book email [info@awisa.com](mailto:info@awisa.com) ■



# Planit continues support of AWISA with its biggest show yet

Planit Cutting Edge Solutions is excited to be attending AWISA 2016, with the company attending every AWISA show since it began back in 1988. Planit values the opportunity the show provides to meet face-to-face with businesses right across Australia and New Zealand and bring them information and concepts that will contribute to growing their businesses.

In 2016, Planit is excited to be showcasing new products, the latest developments in industry recognised software and engage with customers throughout the show. This year's show will be the biggest for Planit, with its growing team and expanded suite of solutions on display.

## Benefits of Automation

The Planit team will be ready to show the benefits of increasing the automation in business. With software dedicated for design and manufacturing, the company can show how increasing automation with its software can lead to increasing productivity, saving time and money, and drive the design and manufacturing operations further. Its software caters for a wide range of areas in industry including cabinet making, joinery, shop fitting, routed doors, unique componentry, stone, composite materials and much more.

Planit will have the latest versions for Cabinet

Vision, S2M Center and Alphacam on show, bringing the latest advancements in software designed for the industry.

## Vortek

After a successful launch at the show in 2014, Planit will again be showcasing Vortek as a platform to inspire and immerse customers with high-impact visualisation. Manufacturers can let their clients feel their designs come to life with virtual walk throughs, change colour and material selections in real-time and see the effect of true light reflections. Vortek allows the creation of a virtual display in a 1:1 scaled virtual showroom using the latest 3D TV technology. AWISA 2016 will also see the official launch of Vortek Spaces, a new platform to bring designs to life. Vortek gives a new and unique way of presenting designs to clients.

## ELaser

Planit is excited to this year, launch ELaser to the Australian market. Using the latest laser measuring technology, ELaser allows the user to create a room model from the measurements that have been taken. Benefit from improved accuracy, reduced mistakes and the need to remeasure. Users also benefit from being able to measure around obstructions and communicate unique details back to the office effectively. ELaser is ideal

for a variety of applications across industry such as cabinet layout, shop fitting, building, stone templates and much more.

## 5pm Drinks

AWISA 2014 saw Planit host 5.00p.m. social drinks, which included the memorable virtual bowling alley. This provided a great opportunity for everyone to come together and network over a drink and some entertainment. At this year's show, Planit will again be hosting 5.00p.m. drinks on its stand, with another unique experience in store for people to participate in. After spending the day walking through the show, these social drinks provide a great opportunity to relax and catch up with others in the industry.

## Tech Bar

An exciting addition to the stand this year is a dedicated Tech Bar for customers to come in and discuss systems with Planit's services team. Ensuring that designers and manufacturers are using their software to its potential is an important part of getting a return on investment, so Planit staff will be ready to provide tips and tricks in using its software, as well as answering technical questions.

Blake Cugley, Planit's marketing and events coordinator, shared "Planit has really put an emphasis on giving visitors a memorable experience when they attend the show and visit our stand. AWISA is such an important place to discover the latest innovations and technology for your business, and we'll be showcasing products that will help take your business to the next step in growth. We encourage everyone to stop past our stand and have a chat to one our team members. We are excited to be in Melbourne for this year's show, and looking forward to the Victorian hospitality. We hope to see you at Stand 901, at the entrance by door 6."



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 **BIESSE**

# Celebrating excellence in Australian cabinet making design, craftsmanship and ingenuity



The third national Cabinet Maker and Designers Association Annual Awards is the association's flagship event, celebrating the top echelon of cabinet making and design. The awards are a perfect platform to acknowledge and showcase the best of the best in craftsmanship and creativity in Australia.

Held at the iconic Melbourne Cricket Ground on 8th July, the Australian Cabinet Maker and Designer of the Year Award celebrates the suite of national talent who design and create smart and beautiful cabinetry.

A massive suite of 17 awards are on offer including the People's Choice Award, Best Bathroom/Laundry Project and a swag of kitchen awards. The two top gongs – Australian Designer of the Year and Australian Cabinet Maker of the Year represents first-rate inspiration and innovation.

CMDA is also hosting the inaugural presentation of the Furniture Cabinet and Joinery Association (FCJA) Award for Excellence – an award that will be judged and presented by FCJA to a member of one of the FCJA organisations at future AWISA exhibitions.

Guests and nominees have the opportunity to network and witness the array of premium work quality, design panache and pioneering use of products and materials.

Award-winning designer, The Block judge and Selling House Australia co-host Shayna Blaze, will be hosting the event and is always in awe of the level of talent of offer in Australia.

Executive officer CMDA, Richard Brooks is looking forward to the awards ceremony as it is an opportunity to celebrate excellence amongst world-class designers and cabinet makers.

"Looking back at past award winners and the extraordinary calibre of the finished product, is a testament to the depth of talent we have."

"It is so important for Australian designers and cabinet makers come together to share ideas and be part of this important business and creative community."

"It is also a night where creative design and flawless joinery is acknowledged and celebrated, and where functionality and innovation are combined to create striking products for our customers."

The awards ceremony will include a lavish three course dinner, as well as MCG tours including a walk on the ground, change rooms and the famous Long Room are available as an option. This tour can be extended to include a tour of the National Sports Museum.

Limited seats are still available for members and non-members.

Images shown in this article are of 2014/15 winners' work.



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





## Hettich will release a new range of product and innovations that will be displayed in Melbourne at AWISA 2016

Hettich will continue to present a range of exciting new products and innovations at Australia's largest woodworking AWISA exhibition in Melbourne, 6-9 July 2016. Hettich is placing particular focus on drawers, hinges, and sliding and folding door fittings and service offer.

The Hettich stand (603) will showcase the product launch of the new InnoTech Atira drawer system. The drawer offers a striking design with straight lines, clean contours and a selection of colours in a modern finish. The internal organisers offer many practical solutions and complement the range. InnoTech Atira can be used in a variety of applications and provides a selection of design options based on a single platform - ideal for lean and flexible production.

Hettich has continued to focus on innovations and product development and will present two new products which were recently awarded the IF Product Design Award for 2016. AvanTech, the drawer system for the premium segment, and the Sensys shallow cup door hinge.

The AvanTech premium drawer system meets the most exacting demands on design with sleek looking perfection, sharply rounded edges and no breaks in the drawer side profile. The quiet, quality sounding acoustics glide on the new Actro 5D runner the hidden secret for the AvanTech drawer system's perfect performance. Actro 5D also permits outstanding front panel alignment with very narrow reveals which can be adjusted to the accuracy of one tenth of a millimetre. AvanTech drawer cuts a fine figure with perfect sleek lines on the high quality 13 mm aluminum drawer side profiles.

The new Sensys thin door hinge impressed the 58 international jury members of the IF Design Awards this year. With its extremely shallow cup the hinge provides maximum design flexibility in making a mark of distinction. It permits the use with thin door material such as 13mm compact laminate, PVC light board and bonded door panels. Thin solid front panels made, for example, of solid surface materials are also an option. The look and feel of exclusive materials can now be combined with the purist style of slender lines and narrow reveals.

For the first time, Hettich will have a dedicated area for providing an overview of Hettich's comprehensive eServices package. Consisting of various electronic solutions these have been produced with the cabinet making industry and commercial architectural in mind. Whether planning, designing and managing orders – Hettich's eService provides the best possible support for every activity online.



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## Free Family of flap door fittings

The Free Family of flap door fittings is the next significant step in the development of Häfele's expertise. The expectation to set a new standard for flap fittings in the market, and to have those fittings meet Häfele's typical level of quality could only be achieved by developing and manufacturing the product in-house.

A new manufacturing facility, the latest machinery and the most modern standards are the cornerstones for reliable production. Experienced development engineers in the factory ensure continuously high quality. The goal is to connect the opening and closing of cabinets with a feeling of luxury and reliability. Engineered by Häfele.

The entire Free Family of flap door fittings is being showcased on the Häfele Stand at AWISA 2016. With Free Flap, Free Up, Free Fold and Free Swing, Häfele covers all of the most popular types of openings for flaps on wall units. It doesn't matter whether it is lifted, tilted, swivelled or folded – it immediately provides added value to any furniture item, not to mention more options in the visual and technical design

of furniture. The Free Family fulfils the highest of demands with regard to creative freedom and choice of material, design, ease of installation and convenient operation on a new level. To put it simply: they are slimmer (with regard to design), lighter (to operate) and simpler (to install), all this without compromising on quality and value.

Häfele has also announced the soon to be released E-drive, the natural progression for a product family such as this and will be showcased for all to experience at AWISA 2016. All of the Free Family fittings can be optionally equipped with E-drive (electric drive). E-drive allows the flap to be effortlessly and effectively opened and closed all at the gentle tap on the front panel, providing maximum convenience for both the user and the installer.

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# Titus Tekform will be exhibiting its latest hardware solutions at AWISA 2016 in Melbourne

Visitors to the Titus Tekform stand will have the opportunity to experience the following innovations: Titus new generation hinge T-type Glissando tuned to 'ConfidentClose', a consumer preferred door closing action; the Tekform drawer, a family of double wall drawers characterised by a simple mounting procedure; Titusoft SD100 soft closing mechanism for sliding doors; Titusoft for metal boxes, now in knock-in version; and Titus multi-purpose damping technology.

## T-type Glissando hinge

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

## Tekform drawer

Tekform drawer, a family of double wall drawers characterised by a simple mounting procedure and a reliable performance with 'ConfidentClose'. The fast and simple 'EasyFix' locking system of the front panel connector requires just a hand insertion and a quarter turn of the screwdriver to reliably lock the connection. Its expanding feature allows for repeatable assembly and disassembly of the front panel. Optimal drawer alignment is comfortably accomplished through an intuitive vertical and horizontal adjustment procedure.

The rigid drawer and rail design assures drawer stability in open position. The Titus damper that is integrated in all Tekform drawers, adds value to the furniture providing a reliable and consistent soft closing tuned to end consumer preferred 'ConfidentClose' features: fast, gentle, silent and safe.

## Titusoft (MD), knock-in damper for metal drawers

Titusoft MD is an add-on damping system for a wide range of metal drawers, including the Tekform single wall drawer. Intuitive mounting on the cabinet side allows for a simple and quick installation. Following the demand for the fast and efficient solution appropriate for high-volume production, Titus has enlarged its range with the knock-in version. With its life-long reliable performance Titusoft improves the drawer quality and perseverance. Like all Titus soft closing systems also Titusoft MD is tuned to follow the requirements of the furniture consumer for 'ConfidentClose'.

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New Age Cabinet Design is renowned for high quality workmanship in furniture and cabinets. The company has established itself as one of the leaders in its field with design and manufacturing for all luxury residential and commercial requirements. New Age Cabinet Design is a partnership (Milan Josic and Elvis Basic) owned and operated business with 8 employees. The company has been in business since 2008 with quality and continual innovation of new ideas in the design and construction of cabinets and furniture, a by-product being the acquirement of some of WA and Australia's most prestigious industry awards.

Before the CAD+T software solution was implemented, all the drawings and designs were produced in a regular version of AutoCAD. Production drawings were produced in 2D and offered no flexibility with regard to plans and elevations. All changes had to be made manually. All the 3D presentations were produced in Arch-CAD and AutoCAD without any production benefits, in other words all production materials like cutting lists had to be produced in yet another program. All the drillings, routings or any of the curved elements were produced with numerous amounts of hand tools, for example: hand router, Blum drill press, jigsaw, hand trimmer and so on. All cutting of sheet material was done on a panel saw.

In order to improve business workflow and prevent repeated work, the New Age Cabinet Design management decided to go for the CAD+T software. CAD+T, an Austrian software developer that has been in business for over 25 years with clients all over the world, provides software specifically

tailored for furniture manufacturing. After implementation of the software system, the company benefited in many ways, one of them being the flexibility to implement changes on every custom design extremely fast and efficiently. Furthermore, production of the 2D and 3D drawings now are made all in one package without redrawing things a couple of times. Almost all hand tools, manual cutting-lists and unnecessary documentation was eliminated, while CNC operation increased speed of production considerably compared with the old panel saw system.

Overall, factory production increased by 50% and presentations to the client gained quality, which in turn led to faster approval of sale quotes. Manufacturing labour costs were reduced by 30%, while material costs decreased by 10%. Furthermore, the business owners report a significant increase in accuracy and quality.

As business manager Elvis Basic puts it: "Currently because of all the benefits mentioned above we have a great number of work input from our work suppliers (completely booked for the year of 2016). To be more specific, our current workload is driving our business to expand significantly because of our production efficiency and presentation ability (drawings). We believe that our business wouldn't grow in this direction without the CAD+T software, and for that reason I would like to say on behalf of the New Age Cabinet Design team, I would like to pay a great respect towards the CAD+T software and would like to thank them for all the benefits that have been introduced in our business and without them we don't think that all of this would be possible."

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\* Figures based on our reference client New Age Cabinet Design in Perth

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## “Now is the time to invest in the future”

All stock that comes off the truck is directly transferred into the system. “We are now ordering just in time,” Martin says. “Everyone is able to see what is in storage. We used to have spreadsheets but now it’s just a click.”

It did not take long until Martin Smith and his team at Euroline recognised the benefits of their newly purchased horizontal storage system. Since the installation of the Homag Automation TLF 210 in November last year, the workflow has increased big time. “The efficiency is massive and it’ll pay off in 4 to 5 years,” says Martin, who is the general manager of the Sydney-based company. The company has now made the workflow more effective in order to remain successful on the market.



### Changing from old-school to modern mindset

However, Euroline was not always as forward-thinking as they are nowadays. “We were a bit old-school,” Martin admits, “but when Alex from Homag brought up a storage system we started to change our mindset. We went to see already installed Homag storage systems at both big and small companies and could clearly see the benefits. We were then ready to try something new.”

Considering the fact that they started as a small joinery in a unit block around the corner from where they are located now, their pace of development had been rapid. Founded 20 years ago, Euroline underwent radical changes in the long-term direction of the company. When Martin joined Euroline 11 years ago, the company from Sydney’s western suburb of Auburn changed the market they were delivering from residential to commercial.

On the basis of the way the company produces and the machinery set-up, commercial projects suit its profile very well. Within the last years, Euroline has worked its way up and is now dealing with Tier 1 builders, which are the largest and most experienced firms in the industry. One of the largest projects they were involved with included the Sydney University School of Business.

### Being at the right place at the right time

Since 1992, Euroline has built its reputation to become one of Sydney’s leading architectural joinery companies. It services a range of areas across the industry including one-off high-end architectural joinery, multi floor fit-out, hospital fit-outs, health, airports and banks.

Since the relocation to the current premises in Auburn 8 years ago, the company has made its biggest move taking into account that they grew staff numbers from 8 to 60 during that time.

After putting the storage system into place, Euroline didn’t increase its manpower but did increase its capacity. “We want to keep our number of staff stable and rather invest in more automation,” Martin says.

He continues, “Now is the time to invest in the future. We are busy for the next 3 to 5 years, and therefore, we made the investment last year. We have to keep up if we want



to be in the right place with our infrastructure in order to maximise profit.”

**Finding stock by just one click**

The TLF is an all-rounder for a wide variety of panels. It helps to reduce utilised capital from storing up to nesting or sawing and the material used is coordinated with the ordering system and the order planning. Running orders over night is not a problem, and there’s no more manual handling necessary. The TLF sets the program a night before, picks orders over night and is ready for production the next morning.

Furthermore, stock-keeping is managed as needed as well as offcuts managed automatically. It not only shows what is in stock but also precisely where it is. Additionally, the scanning of bar codes provides a quick integration of panels into the system. Even offcut panels are integrated in the storage and can be used for further cutting. Thus, the sophisticated material management reduces offcuts.

The management of stock is the biggest benefit for Martin. “We used to accumulate our stock. We found sheets of

8 years old. Now it’s all in the system, and our office staff can see it and make the floor staff use the old boards first. We then print the reports of boards and use or move them out of the system. This is a smart way to use our stock,” he explains.

It also allows Euroline to have more variety of stock. All stock that comes off the truck is directly transferred into the system. “Now we are ordering just in time,” Martin says who appreciates the fact that everyone is now able to see what is in the storage. “We used to have spreadsheets but now it’s just a click. ”

**Minimising manual handling**

With the implementation of the storage system, Euroline could not only increase its safety but also its productivity. Production manager Daniel Buchanan explains why, “We reduce our forklift work by 80 per cent. The time for manually loading has dramatically decreased. We were able to put our forklift driver, who is actually a machinist, back to the machine.”



► In relation to this, Euroline is able to prevent any damage that is caused to boards by moving them around. Daniel says, "The storage takes the stock and loads it directly into the infeed bay. The amount of boards the TLF can move is incredible."

#### **More output by integration of existing stand-alone machines**

"We didn't shop around," Martin says with regard to the decision for a storage system from Homag Automation, reinforced by the fact that Homag is able to integrate existing stand-alone nesting machines into a storage system.

Their Weeke Vantage 100 is fully integrated; the 10-year old nester of the same kind is partly integrated. Nevertheless, the team at Euroline can clearly see the further benefits of such integration as Daniel illustrates, "In connection with the nesting machines, we don't need to stop our work and don't have downtime."

Having found "the perfect employee who ticks by itself without any sick days" will be the key to Euroline's success, Martin says.

With 3,500 square metres factory space, Euroline accommodates in-house spray painting facilities, state-of-art machinery, dedicated assembly areas and large storage facilities under one roof, which allows the company to continue the highest level of quality control ensuring it maintains its reputation in the industry.

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Homag was able to integrate Euroline's two existing stand-alone Weeke nesting machines into the storage system.



## NOVA PRO SCALA DRAWER SYSTEM

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Simple. Clear. Timeless.

**AWISA Exhibition**  
6. - 9. July 2016  
Stand 444



**More glass. More height. More space.**  
Alongside the familiar Crystal and railing options, the Nova Pro Scala range also includes a high glass version and a drawer side in height 186 mm.

### **Nova Pro Scala incorporates the best of Nova Pro. And much more besides!**

Elegant edge definition is a striking feature of Nova Pro Scala. The broad spectrum covered by the product range enables segmentation from the entry-level version through to the premium segment and provides the individual styling option of designer panels which fit snugly on the drawer sides.

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New Zealand: info-newzealand@grass.eu

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# Nova Pro Scala: always an idea different

Nova Pro slide technology, already proven millions of times over in practical use, is now progressing to the next generation. With the comprehensive new drawer range Nova Pro Scala, Grass is presenting a system which offers the variability to harmonise with the contemporary styles of tomorrow's living spaces. This innovative drawer system represents a true design innovation that sets new standards. This is borne out by the recent award from the German Design Council honouring the Grass product design.

Innovations are nothing unusual among the movement systems from Grass. With Nova Pro Scala, Grass has nonetheless lent the term "system" a completely new meaning; the latest generation of the double-wall drawer family ensures variability in every dimension. Nova Pro Scala provides the means for creating a wide choice of styles, functions and values.

Based on the track-proven Nova Pro slide technology, the comprehensive new drawer solution creates maximum scope for creative styling as well as enabling efficient production processes.

## For all living spaces and furniture types

The drawer side families Nova Pro Classic and Nova Pro Deluxe are at home in all markets around the world. With excellent running characteristics, smooth movement and extremely low opening forces, the Nova Pro movement system is a benchmark in the drawer sector.



## Proven technology housed inside 41mm

Purist, clear and timelessly aesthetic – chief developer Günter Grabher and his team have accomplished a drawer side with minimalist right angles: "We wanted to design an economically attractive drawer system that stands out for being extremely versatile as well as for its optimised use of materials." The development specialists minimised the space required to house the technology, enabling customers to make full use of the scope for creative styling. Even the tilt angle adjustment was optimised so that it could be accommodated in a drawer side height of exactly 41 millimetres.

## Steel combined with a variety of materials

Covered in laser-welded, powder-coated steel, the characteristic drawer side is a unique trademark; and the complete drawer becomes an individual and special experience. Thanks to its right-angled shape, the intentionally understated metal version can be combined with designer panels to suit all tastes, such as premium mineral resin surfaces or luxury real wood versions.





**Global innovations: box-type drawer and Crystal Plus glass version**

The multifaceted Scala range includes drawer solutions with heights of 63, 90 and 122 millimetres as well as a snugly fitting railing version and a new, stunning-looking box drawer with a height of 186 millimetres. A special highlight of the modular Scala family is the large-surface Crystal Plus glass version. Whether fitted with glass or any other of the available design elements, the frame-sided drawer is a unique design statement.

**Extremely simple handling and installation**

During the development of Nova Pro Scala, special attention was paid to simple processes in drawer production. The cabinet dimensions and drilled holes of the standardised Nova Pro technology remain the same. Prefitted attachment posts for the glass panels on the Nova Pro Crystal Plus makes work even easier.

This solution does not require any gluing, drilling or tensioning of the add-on elements. Nova Pro Crystal Plus features an innovative clip technology; the design elements can be fitted securely and without tools.

**Less material - greater efficiency**

Grass has succeeded in developing an innovation which implements the concept of lightweight design virtually throughout. Functional reliability, smooth running, stability, longevity and not least the drawer side design are all decisive factors in modern drawer systems. The idea of significantly enhancing these features while using less material was the vision.

Innovative laser welding technology was developed especially for production, and there is a strong focus on the conscious and responsible use of resources, and the efficient coordination of processes. Nova Pro Scala is therefore a premium product that is optimally equipped for a competitive market.

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## Designs and finishes for every taste in the Häfele handle collection

Decorative fittings must not only function perfectly in modern furniture, they must also meet the highest demands in terms of design and finish - like the new furniture handle generation, which Häfele presented at Interzum 2015. The current models are stylish accessories and give each furniture item its own unique appearance.

Today Häfele is expanding the product range with a second series of 13 high-quality models, which will be highlighted at AWISA 2016. It is understood that functionality and quality are key ingredients in any Häfele product. As in the first handle series Häfele pays attention to workmanship and finish. The handles sit well in the hand and are pleasant to grab. There are no unpleasant corners or edges that compromise the feel. The hardware is made of zinc alloy or aluminium and is suitable for any type of operation: for hinged and sliding doors as well as flap

doors and drawers. Even heavy doors such as those found on refrigerators, dishwashers or on pull-outs for kitchen pantry units are easily opened. The handles are also easy to clean and therefore the perfect alternative for those who are disturbed by ugly fingerprints on furniture fronts with push-to-open functions.

They continue to feature a clean and elegant design but with this edition Häfele not only pays attention to functionality but also places a major emphasis on trendy finishes. Therefore, the handles are not only available in the standard versions of chrome plated polished and nickel plated brushed but also in frequently requested vintage style including warm hues of copper and bronze coloured tones as well as the stylish option of nickel plated black polished for fans of high gloss panels. These new Häfele handles enhance every piece of furniture in the kitchen, in living rooms, bedrooms and bathrooms.



## Intelligent design meets simplicity

Tell clients to throw out the step ladders. Manufacturers can now offer a pull down system that offers ease of use, better accessibility of the storage, a better overview of the cupboard and faster access. A product that combines both value for money and innovation is iMove from Häfele, to be featured at AWISA 2016. This innovative solution turns a classic overhead cabinet into an ergonomic storage system with considerable space and function. In a single effortless movement the iMove and all of its contents are pulled downwards and outwards, bringing unreachable contents within an easy to reach area.

The iMove is built on proven Kesseböhmer technology and is made of high quality materials, with simply smart mechanics. The clever use of the lever mechanism in combination with strong support springs and mounting accessories, makes it the ultimate in operating comfort and function, while proving extremely simple to assemble and install.

That's why they call it an intelligent move – iMove; It presents perfectly as an overall concept, making it an easy sell to clients, and to ensure the manufacturer gets the best part of the deal it has been designed for quick, secure installation or retrofit and a lifetime of impeccable use.



# Entertainment for rooms and furniture

It is hard to imagine life without music. It's simply unthinkable for many. Favourite songs and playlists accompany people wherever they go; usually stored in smartphones, tablets or notebooks. And music is always accessible, whether by wearing headphones while jogging, listening in the car via Bluetooth and of course at home.

In doing what they do best, Häfele hits the market with its newest development – Loox Sound System 105. This innovative sound system allows customised furniture

to be designed and built with built in sound, which is sure to impress the music loving clientele.

The Loox Sound System 105, is an invisible sound system that is ingeniously developed to be installed into furniture pieces. A Bluetooth receiver with an integrated exciter (sound transducer), are neatly encased in a specially designed compact body. This sends vibrations through different surfaces, transforming every piece of furniture into a sound conductor (speaker). Even at such an early stage in the development, the Loox sound system 105 perfects the new technology.

To make it even smarter, those already familiar with the Loox system have it even easier. The Loox Sound System 105 is designed and built to suit the plug and play Loox Driver. Combine the excitement of sound with the ambience of Loox LED Lights and only have the one driver to install.



# Loox: the fourth dimension of furniture

In furniture design light is often the first consideration when additional comfort and functionality are required. Häfele will be introducing the third generation of its LED lighting system Loox at AWISA 2016. With 60 new products; half of those being new lights. Loox is an innovative modular system solution marked by quality, flexibility and creative freedom. Easy plug and play installation and convenient operation are additional features. Loox was specifically designed for the furniture industry and can be installed with an expectation of great results.

With the right installation light in furniture and furnishings will strike a soothing balance with the ambient light in the room, creating a comfortable and harmonious atmosphere at all times. The properly choreographed balance of its components and the creation of nuances and zones and accents for specific areas convey a holistic impression. Häfele calls this the "The fourth dimension of furniture". It can be achieved very easily and economically with the Loox LED lighting system.

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# The manufacturing edge for Diamond Edge Joinery

Diamond Edge Joinery is an award winning cabinetmaker that specialises in providing a wide range of cabinetry and joinery services to customers throughout the greater region of Melbourne.

The 'company vision' says it all- 'Lasting Perfection'. At only 2 years old, the company already enjoys a reputation for high quality workmanship.

Directors Steve Malin and Christine Muscara had a very clear vision of where they wanted to be in the market; to deliver the highest quality joinery, materials and fixtures for kitchens, bathrooms, wardrobes and outdoor alfresco areas. Their approach is built on creating ongoing customer satisfaction, trust and reliability. By actually listening to their clients, they produce an end product that is innovative, functional and beautiful.

Like most companies, they started with a panel saw and edgebander, but within the first twelve months of business they recognised that to get to the next level; they needed to invest in technology. In particular there was a need for a CNC nesting machine.

"After twelve months in business, we knew that we wouldn't be able to sustain the level of quality that we were producing with the turnover we were generating", said Christine. "We knew a nesting machine was going to help us keep up to the demand and was the only move to make, so we started shopping around".

So how did Diamond Edge Joinery ensure that they continued to deliver on time, on cost and on quality? After viewing several machines, Diamond Edge Joinery decided on the SCM Pratika 310 with Xcab software purchased through Gabbett Machinery.

"Gabbett Machinery went above and beyond their competitors. Where some companies came in and told us why this or that machine was no good, Matt Gabbett showed us the benefits of the SCM solution. Matt took us to a number of companies similar to our size and showed us how the technology had helped them increase productivity. In fact, we already had software and intended to use that. But once we saw how the Xcab software worked hand in hand with the machine, it made

sense to go with the entire package. The Xcab cabinet library has helped us to keep the designs of the kitchens flexible and make changes quickly", said Christine.

The SCM Pratika 310 fits comfortably into the factory. The patented SCM protection system means that less space is required without limiting the use of the 2400 x 1200 bed. No laser curtains or safety mats are required and the operator works in complete safety. The machine has ample tool storage with a linear rack able to hold up to 8 tools and a drill head with positions along and across the machine.

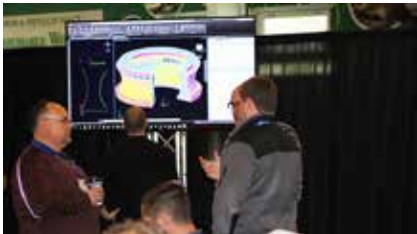
Steve says, "The SCM Pratika 310 has helped us increase productivity, without sacrificing the quality of our work. The other big plus is the repeatability. The cabinets we produce today will be exactly the same as the one's we produce tomorrow and the day after".

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# Microvellum concludes first annual TechCon User Group Conference



Microvellum Inc., a leading cabinet and manufacturing software provider, specialising in AutoCAD based CAD/CAM/CIM technologies, recently held its first annual TechCon 2016 event – Microvellum’s North American User Group Conference.

The event which drew more than 140 woodworking professionals, Microvellum Software users, technicians, and account managers from across the United States, Canada, Australia and New Zealand focused around the theme “Iron Sharpens Iron”, which relates to the interaction and constructive feedback between Microvellum’s customers and its service and development teams.

Microvellum’s director of operations, David Fairbanks, kicked off the opening general session by encouraging all in attendance to learn from each other; learn from real world user experiences and ideas; learn from power users and gain best practices. “Our goal over the next few days is to provide an arena for you, our customers, to learn, to be heard, and to work with others to gain the knowledge you need to not just be successful, but to become empowered to take your company to the next level.”

The first day’s session began with a new product showcase, led by Dominic Florez, Microvellum’s director of development and the development team. This educational presentation gave attendees a short glimpse into some of the new features that they would be learning throughout the two-day event. One of the new features highlighted was Extruded Product Builder (EPB), a new AutoCAD-based tool engineered to simplify the creation of complicated products like diewalls, furniture, reception areas, and banquette seating.

Another impressive achievement for Microvellum was the official release of its Fluid Designer software, a Blender-based tool developed specifically for companies that require fast design, fast rendering, accurate pricing and syncs to Microvellum’s manufacturing engine. Attendees had the opportunity to meet with product developers, receive training and discuss implementation and setup. Fluid Designer is well suited for

companies looking to provide their designer networks with a design solution that not only syncs with manufacturing, but also provides cutting-edge tools for virtual reality, fast and unmatched quality renderings, and offers a completely customizable user experience.

Attendees were also treated to a tour of the new component product library, a new and simplified Face Frame and Frameless product library that provides users the ultimate flexibility of formula driven products combined with the simplicity of product subassembly inserts for custom product creation. These classes, led by Lenny Scianna, were some of the most popular of the two-day event, often left with standing room only.

The TechCon 2016 schedule was arranged to allow customers the flexibility to roam through the entire event, and choose the courses they wanted to participate in. “TechCon provided excellent access to the guys that have the answers. It also provided valuable insight into where the software is going in the future. Great Conference! Keep doing what you’re doing!” commented Rick Zaik of CenterMark Industries.

Attendees were also treated to a developer conference, led by Florez and the rest of the development team. This 2-hour, interactive session gave attendees the ability to comment on new features, present ideas for future product development and discuss existing features.

“We really appreciated the direct line that was open to the development team during TechCon. To hear what they will be working on in the coming year and also to be able to suggest ideas in an open forum, really felt like we are able to have direct impact with the software that we depend so heavily upon.” commented Peter Kearney of Giffin Interiors.

Microvellum’s next TechCon event is scheduled for the northern spring of 2017 in Central Point, Oregon.

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## Quality bathroom products even better with quality edgebander

Timberline Bathroom Products is a country-wide success story. "With a hundred-plus staff we run a substantial operation here in Armidale," says operations manager Marius Van Der Walt.

"Currently we are the second largest bathroom specialist manufacturer in Australia, and confidently expect to be the largest in the country in the not-too-distant future."

Timberline Bathroom Products is a family-owned Australian business manufacturing high quality bathroom products and distributing them across Australia via a network of distributors and bathroom stores. Timberline also does some exporting.

Timberline offers an extensive range of Australian-made vanities, shaving cabinets and tallboys complemented with Australian or Italian tap-ware and accessories. They also offer a comprehensive collection of solid surface, stone tops and ceramic basins.

Marius says the company's design team regularly travels to international bathroom shows to bring the latest range of products, up-to-the-minute designs and the best possible value for money ideas back to its in-house design team.

Timberline is able to offer an almost endless range of customisable design options in any colour with any handle style and configuration.

Timberline installed a Holzher Accura series edgebander in July 2015 that has transformed the company's production

processes. "Since the day it was switched on, it has lifted the morale of the entire work force. Production is up at least 30 per cent on our previous edgebander and the quality is much better," says Marius.

"The Holzher has eliminated the cleanup work needed with our previous edgebander, so quality has increased. The time and effort needed on redo and cleanup work has all but disappeared."

"The edgebander has also widened the scope of our production capacity. This has meant that we are now able to offer a wider range of choice to our end users," he says.

In relation to technical backup support Marius says Timberline enjoys its relationship with Weinig. "Their service is fantastic – we certainly can't complain – its head-and-shoulders above the service provided for the other machines we operate," says Marius.

Weinig Australia's managing director Neil Forbes said that through its Holzher brand, the company has a strong relationship with Timberline. "We are very proud to be associated with them. They are a great regional manufacturing company, leading the way in bathroom design flair, manufacturing and distribution."

"I think they are a great demonstration that our Holzher range of machinery takes some beating in high throughput industrial manufacturing situations demanding precision, repeatability and reliability," he says.

As with Timberline's operation, because of their leading German engineering and technology, Holzher routers and edgebanders are popular across the industry. "Holzher offers a wide range of CNC machining centres, edgebanders plus a range of other solid wood and panel processing machines, and a complete range of supporting equipment and software operating systems technology."

Neil says that, as in Timberline's case, the Holzher Accura series edgebanders are designed for the highest requirements in terms of quality and flexibility. They certainly set the highest standards for edgebanding. Program selection allows the machine to be set up without even opening the hood, so that it is immediately ready for production.

Timberline Lisbon Vanity ... an almost endless range of design options in any colour, with any handle style and configuration.



## high quality Australian made bathroom products with customisable design options

1500mm Ashton Vanity ...  
Timberline offer a massive range  
complemented with Australian or  
Italian tap-ware and accessories.



Maintenance supervisor  
Dave Chisholm with  
operations manager  
Marius Van Der Walt ...  
the Holzher edgebander  
has lifted morale.

Neil adds that interested attendees should take the opportunity to visit the Weing stand at the Melbourne AWISA show. "We will have our Holzher range of CNC routers, edgebanders, other machinery and associated equipment on display."

"With over 80 years combined experience in the panel industry, Holzher offers technological leadership in quality routing and edgebanding and caters for every manufacturing situation with regard to machining, automation and gluing options," he says.

"Certainly we will be very keen to demonstration the latest machinery and automation offerings from Holzner to our existing valued customers and prospective customers in Melbourne – so come and see us – we will be hard to miss."

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## Lamello Pioneering Wood Joining

Lamello's pioneering wood joining system, P-System, is all about saving you time and money on every single office or shop fit-out you undertake. Exclusively distributed by Lincoln Sentry.

Lamello P-System's unique feature is its form-locking joining elements that do not require the use of adhesives or screws, and they don't require those annoying clamps to hold the work piece together while you sit and wait for the glue to dry before being able to install. Once you have put together your cabinet using the P-System, it is ready to install straight away.

The P-System can be loaded into your CNC machine and the benefits continue with the ability to run large quantities of the same design that can be prefabricated and stored in your warehouse until you require them on site. Once you arrive on site you can build your cabinets and furniture pieces from flat pack form, again saving in production time and transportation costs.



For more information, visit [www.lincolnsentry.com.au](http://www.lincolnsentry.com.au)  
or contact our National Customer Service Centre on 1300 551 919



# Innovative and ergonomic storage solutions from Peka

Swiss based storage solution manufacturer Peka is passionate about practical and elegant interior design that enhances people's enjoyment in their homes. Peka has developed and manufactured pull-out systems and complete solutions for the kitchen and furniture industry for 50 years. Its products are developed in close co-operation with customers and strive to be user-friendly, space-saving and built to the highest quality standards. Peka has now partnered with one of Australia's leading distributors of cabinet hardware products, Lincoln Sentry, to start offering these innovating products to the Australian market.



last inch of space is put to good use. Also the fact that there are open corners makes them easy to clean.

The character of a living space and its furniture is very much influenced by the choice of materials and colours. Simple, elegant storage solutions enable everything to be organised as anyone would like it and give each item a special added value. The Peka range of storage solutions on offer through Lincoln Sentry is based around the Libell shelf, which is a completely flat based shelf manufactured from a single piece of metal and powder coated for a clean and modern look. With their abundant storage space and clear, linear design, Libell shelves form an integrated solution with frames and slide-out systems. Their closed bases prevent stored items from falling out, while their rounded shape ensures that every

The Peka range of storage solutions covers most main areas of the house including kitchen, butler pantry, laundry, wardrobe and alfresco.

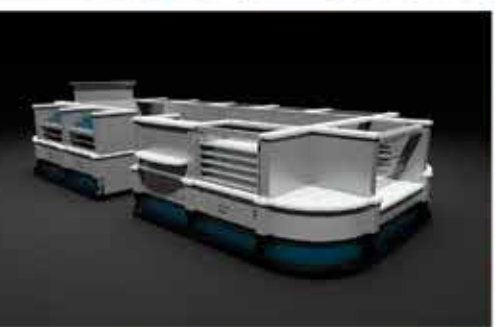
The Peka range of storage solution products are covered by a 7 year warranty which gives that extra piece of mind when specifying one of Peka's products into an Australian business or home.

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# Hideaway Bins laundry hamper included in winning interior of the year

Hideaway Bins is proud to have won the 'most trusted waste bin brand' in the Architecture and Design Trusted Brand Awards over two consecutive years of 2014 and 2015. But to also be included in the design of the winning NZ House and Garden Interior of the Year Supreme Award by the highly regarded designer Natalie Du Bois says a whole lot about this product and the company.

Natalie Du Bois included the Hideaway Bins pull out laundry hamper in her design as it discreetly hides away to help keep things tidy in this multi-functional room which sits in behind the main kitchen area in this award winning home.

Hideaway Bins laundry hampers are designed to hide laundry, store extra linen or to be used as a removable washing basket – the soft closing laundry hamper is a high quality storage solution for the home.

The 60 litre hamper features air vents to reduce moisture; smooth contoured sides designed to be gentle on

clothing; a solid base to protect the internal carcass; and molded handles to make removing the hamper easy.

The innovative system runs on a robust steel frame designed to withstand the weight of wet washing; has German soft close tracks for a quiet close, and the hamper has even been set low in its frame to allow for the over loading of washing.

The Hideaway Bins laundry hamper has been designed to sit behind a 450mm door front making it ideal for use in laundries, bathrooms and wardrobes. Hideaway Bins can be purchased through distribution partners Hettich, Nover and Galvin Hardware.

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# Furnipart handles and virtual showroom

Wilson & Bradley is proud to introduce the new Furnipart range of handles. Established in Denmark in 1977, Furnipart has more than 30 years' experience designing, developing and supplying designer handles for the kitchen and bathroom industry. The company is continuously presenting unique design ideas with all handles being crafted by award winning designers and sold all over the world.



Furnipart firmly believes that knobs and handles are far more than simple functional devices designed for opening and closing cabinet doors. Furnipart believes that they are genuine design objects in their own right and can often be the defining factor in a kitchen and bathroom design. At Furnipart a lot of time and thought is spent on creating the right handle, on making the design match the surface that it will be mounted on and making it pleasant for the hand that will be touching it. All handles combine innovative design from critically acclaimed designers along with ergonomic ease of use and functionality. The range of handles is updated annually featuring a variety of materials including steel, aluminium, ceramic and wood.

Wilson & Bradley is proud to be a distributor of the Furnipart handle range with the Allegro handle range which has been exclusively designed for Wilson & Bradley to complement the slimline drawer profile of the Blum Legrabox drawer.

Wilson & Bradley makes it easy to explore the use of the numerous handle designs in the Furnipart collection. With the Furnipart virtual showroom designers and manufacturers will be able to gain a virtual but realistic experience of how their favourite handles will look when mounted in a kitchen or bathroom environment and on a variety of different door front finishes.

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by Simon Hodgson

# I Salone 2016 - greenery everywhere, and the best in kitchen and bathroom design



**EVERY TWO YEARS** the Milan Design Week brings design minded individuals from across the globe to northern Italy to see what the northern hemisphere has taken from the last two years of research, creation and technological advances.

It doesn't matter whether you are an appliance manufacturer who has just created a revolutionary self closing steam oven/microwave combination, a kitchen design house that has blended three materials into the one door, or a bathroom supplier who has blown the competition away with an LED inspired shower or a new way to take a bath. I Salone has something for everybody.

Milan has it all - not only at the I Salone Fairgrounds but in the three main design districts of the city itself. It's fair to say that if you didn't want to visit the fair, you don't have to. Every year more and more takes place in the heart of town (over 1200 registered events in six days) - but very few can resist the temptation to take on the show - as was seen by the 372,151 people this year. The show itself is a combination of many smaller shows dedicated to exhibiting the best of kitchens, bathrooms, furniture, fabric, young designers - and much more.

Europe is seeing the signs, albeit slow, of a modest economic recovery. While certain countries still struggle with high unemployment, Spain at 21%, and Greece 24% the powerhouse manufacturing giants we rely on, are seeing vast improvements with Italy at 11%, Germany 4% and Austria 5%. Gross domestic product across Western Europe is sitting at an average of about 1.5%, but their bigger export markets are seeing steady improvement - with the USA at 2.4%, the UK at 2.3%, India 7.9%, and China at 6.9%. The worried combined economies of Europe are settling and it's been seen in fashion.

At Interzum as reported to you in the middle of last year, we had seen a slight tempering of previous attitudes. From raw weathered, almost bombastic themes, there has been a pairing back as European design houses find a balance between the "return to nature" that followed on from



economic collapses across Europe in 2008/9 where texture replaced clinical characteristics to a much more gentle approach to design and form. Interestingly it is not only seen in product design but in stand structure - more stands this year than ever before took a rather relaxed approach to the outside of their stands, gone were the rows of boxed tomatoes and intricate panelling to a more subtle design that allowed visitors a concentrated effort on the interior, rather than the exterior.

Greenery was everywhere, an almost mission statement from exhibitors that life is about food, that nature can exist within a four walled structure. Live to eat not eat to live seemed to ooze from many of the stands. Rossana Kitchens from Italy released their long awaited Biopic range. Biopic is a biological home vegetable garden available in a modular system that allows everybody without any difficulty to grow vegetables and fruit in the kitchen, in the absence of natural light. The ecosystem is composed of GrowBox, modular drawers for cultivation, space-derived photosynthesis stimulators (LED), soil whose composition has been specially designed for use in the kitchen, a 100% biodegradable plant biomat with "embedded" seeds of the plant you

want to grow, microorganisms useful to treat it, as well as selected biological nutrients to grow it better, even indoors with limited natural light.

Each drawer is an ecosystem of independent cultivation using the kitchen, the home "heart", like a greenhouse. Using the Biopic ecosystem it is possible to grow various kinds of vegetables, fruit seedlings, salads and plants. Biopic is an ecosystem that is able to naturally produce 50% more than a conventional garden. It additionally improves air quality throughout the house, returns the land in our homes, re-introduces in the towns the plants and all the biodiversity that has been lost in recent years.

Biopic was conceived and designed by Renato Reggiani, Roman researcher and one of the most popular Italian designers in the world, now one of the world's leading experts on spatial crops and in-house environment. Among the numerous international awards won by the Biopic ecosystem there are the 2015 Blue Ribbon Maker Faire in New York and Rome and the 2015 Planet Green Chem, for the use of innovative technologies that reinvent urban agriculture. ▶



► Arrital started in 1979 and has since continued to be a leader in design ideas and collaboration between itself and leading architects and now chefs. This partnership between the Friuli-based company and chef Andrea Berton received high praise from the international design community.

For the first time (according to Arrital) a domestic kitchen was designed and built complying with the requirements of efficiency and functionality typical of professional haute cuisine, but all without ever giving up the clean forms, elegance and traditional characteristics of Arrital design. Appliances and organisation of space, accessories and materials were chosen carefully in a fusion of the chef and designer, who shared every stage of the design .

Among the characteristic and innovative elements of this stunning range, the multifunction countertop is a solution that will enable end users to expand the preparation zones to exploit the facilities and ergonomics in stainless steel with accessories for the various stages of preparation of a dish.

As in many Arrital kitchen systems, crucial detail is what characterises the style and functionality of the product. In this new project, the designer Franco Driusso, the creative

director of Arrital developed their design using clean lines and the very in thinking of "thin is in". And it is this thinking about the comfort of those working in the kitchen that produces work areas that serve the needs of a professional in their own kitchen.

Most impressive was the International Bathroom Exhibition which covers the final two halls at the west end of the fairgrounds - some 1.3km from the main entry gate. The visitors who wandered a total exhibition area 14 times the size of the Melbourne Cricket Ground were taken in by comprehensive and glorious bathroom product displays.

Building on the technological capabilities of the Axor U-Base, Axor envisioned a new way of creating individualism in the sanctity of the bathroom. Washbasin spouts were crafted from alternative materials with total freedom of form for seamless integration or for creating a very personal statement. Within this creative brief, Axor invited world-renowned design partners to present their visions for the meaning of water within the living spaces of tomorrow. Together with Axor, David Adjaye, Werner Aisslinger, Front, GamFratesi and Jean-Marie Massaud designed unique spouts that through their form and function, gave a new

sense of emotion and value to the tap itself and the water passing through it. Axor presented these five original pieces during the week - and the results were outstanding.

With the Axor Water Dream they discussed the meaning and value of water in a living space with some of the world's best architects and designers, while testing the limits of individualisation. Philippe Grohe, vice president of design management at Hansgrohe SE, summarized this by saying that these pieces were developed with strong creative liberty and that the five crafted and fully functional pieces were displayed for the design-savvy audience in Milan. He wasn't disappointed by the reaction.

The Axor U-Base is a universal fixture base that allows a simple and seamless connection to its counterpart - the spout: from standardised to bespoke, exchanging or upgrading spouts is possible without the need for expensive plumbing costs. In addition, the Axor U-Base offers the security, longevity, and perfect water control of an Axor product. Serving as the starting point for this year's Axor Water Dream design partners, it "supported the expansion of our creative horizons beyond purely industrial toward more individualized manufacturing", Jean-Marie Massaud, long-time Axor design partner, explains. And Philippe Grohe goes on to comment: "This is a testament to our belief in the combination of perfected technology and individually crafted pieces to achieve a creative liberty in the interior design of tomorrow."

Despite their very different views on the meaning of water within the interior space, each architect and designer experimented with alternative materials and forms to celebrate water and its path on a functional, and on an emotional level. In British architect David Adjaye's concept Ritual, water appears from under a granite inlay that is cradled by a wedge-shaped, precious metal (bronze) spout. The water, always in view, is visualised from the source, to flow, and finally, to descent. German designer Werner Aisslinger's conceptual spout, The Sea and the Shore, is a hybrid consisting of a fountain and a shelf - a space for rituality and functionality. Crafted from the clay, it emphasises the longevity and the value of water and water-releasing objects in our bathrooms.

Water flows from platform to platform in Water Steps, a



sculptural metal spout by the Swedish duo Front. Probably the favorite amongst designers. They were enchanted by the collection. It focuses on the playful exchange between form and water; it acoustically underlines the emotional potential of the natural element as it flows over finished, metallic surfaces. Zen, designed by the Danish-Italian duo Gam Fratesi, reinterprets the classic Japanese wood fountain. With its minimalistic form and water flow, it achieves a tranquil and meditative spirit, which depicts the honest connection between nature and water.



Jean-Marie Massaud's Mimicry suggests a water-releasing object in complete harmony with the architectural landscape. Material (marble) and form (simple, geometric shapes) suggest an inherent connection to water and achieve an emotional enhancement of both object and resource. Whether it is by integration or by making an obvious statement, all five crafted spouts address the evolving desire for individuality, emotionality and sensory experiences in living spaces where water interacts with us.

I Salone in 2016 was to some extent not as revolutionary as in previous years; certainly the impact of new technology in the appliance manufacturing arena was, for some, a scary prospect. Consumers will now be faced with the daunting task of where to spend the renovation dollar. "Do I compromise on the materials or the appliances?" However what was very apparent was an almost uniform thinking that a softer, tamer approach to product choice coupled with a confirmation of a reconnection with nature might well last for some time. We will see! ■

Economic data from [www.countryeconomy.com](http://www.countryeconomy.com)

by Bob Kory  
Kory Dubay Manufacturing

# Going from strength to strength

It's very rewarding after 16 years in the finishing industry to see the benefits being enjoyed by Australian finishing shops after installation of state of the art sanding including the new Weber KSN lacquer sanding machines. If you haven't heard of the Weber brand before, you may be missing out on ground-breaking technology.

Weber is a German manufacturer of high quality sanding machines, and has been making sanders in one form or another for over 100 years. Currently they have six patents for their latest ideas that are pushing sanding technology into the future by making their sanders far more responsive on the surface to touch screen commands.

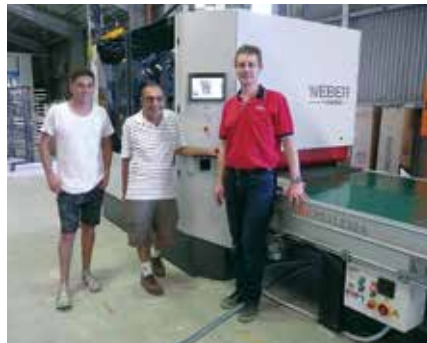
The first Weber KSN Automatic sanding machines have now been installed in Australia. They have transformed the manual surface preparation before undercoat or post sanding ready for clear, satin or high gloss application from bottle-neck to a fast, reliable and efficient finishing process.

The Weber range offers the latest calibration sanding technology available to improve your finishing process. Whether it be raw veneer, solid timber or melamine surface, post sanding of an undercoated surface ready for clear, satin or gloss coating, or a gloss surface prior to polishing. To sand a contoured surface both Flex Trim and Southern Contours offer a large range of brush sanding solutions that conform to a shape. Also offered are products from Mirka or LBA patented Combi sanding Belts, Wagner automatic spray equipment and Emme Elle polishing equipment.

## Marquis Bathroom Products, NSW

Marquis Bathrooms has gone from strength to strength over a number of years now, starting in 2006 with a single head Flex Trim brush edge sander then graduating to our Southern Contours automated 7 head edge sander.

Recently they have replaced manual surface sanding with a state of the art Weber KSN Automatic sanding machine which Paul and Allen Gray chose after a visit to Ligna and Poggenpohl Kitchens who have one, and after installation are running the sander very successfully at their facility at Taylors Beach, NSW.



Top: Allen and Paul Gray with the single head Flex Trim brush edge sander in 2006

Centre: From left, Allen and Paul Gray with Stefan Muller, engineer from Weber with their KSN automatic sanding machine.

Right: Allen Gray setting up the Southern Contours 7 head automatic edge sander.

## Zeev Manufacturing, VIC

Zeev Manufacturing has been growing very fast. Their automated surface brush sanding began with their Unisander in 2006, now after a lot of planning and a number of factory visits overseas to find the best technology available, they have chosen the Weber KSN Automatic sanding machine. Zeev also selected the well-known Italian brand Giardina for their automatic reciprocating spray machine to compliment and boost their capacity in kitchen and cabinet surface finishing.

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Below: Touly Zeev, Stefan Muller - Weber engineer and Shai Zeev with their Weber KSN Automatic sanding machine.

Bottom: Shai Zeev, Pasquale Draicchio - Giardina engineer and Touly Zeev with the Giardina automatic reciprocating spray machine.



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# The strength with SCM Pratic S

Since its introduction into the SCM range, the Pratic S Series has continually delivered high-end solutions with a low end investment. The range of options for these machines has recently been expanded to offer more flexibility with budget in mind. This also means the machines can now be easily adapted to a wider range of industries due to the various materials they can effortlessly process.

## Customisable nesting technology

The Pratic S offers high productivity with limited costs. The machine is available to accommodate all common sheet sizes from 2400 x 1200 to 3600 x 1800 beds. The ideal solution for customers who are looking for the maximum output with minimum labour costs is a 'nesting cell' that can run effectively with one operator. The Pratic S range offers this with a variety of solutions including auto-loading with lift table and automatic aligning device, unloading conveyor belt to further increase speed, and automatic or manual label printing stations for faster identification of parts and assembly.

## 'Pro-Space' – safe and compact protection

The Pratic S is ideal for companies with limited space. The Pratic S range offers a reduced



footprint as it does not require safety mats or light sensor barriers. The machine has the unique, SCM designed 'Pro-Space' system, where the safety protections are mounted directly on the mobile gantry. This also means there is free access to the rear of the machine. The Pratic S is the most compact machine on the market without sacrificing safety.

## 'He' worktable: designed to save

The exclusive design of the 'He' work table has been devised from careful studies and testing to achieve the maximum level of workpiece hold down without having to resort to several high-power vacuum pumps. This system works exceptionally well on smaller pieces, which have traditionally been a problem on other nesting machines.

## No workflow limitations

Because of the 'Pro-Space' system and the modular capability of machine, the Pratic S range can be installed into almost any tight space with either rightward or leftward orientation. This means that the machine is flexible enough to fit into a factory's existing workflow.

## Not just for cabinet making



In addition to the different automation options available for the machine, the Pratic S range can be configured for machining various products including Alucobond, composite materials and aluminium.

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# One-off investment for immediate results

Owning a company can be a risky business. Making the right decision at the right time always remains the biggest challenge believes John Liu. "But I love challenges," says John, "and you have to trust your instinct."

John Liu owns JL Cabinets, a company based in Sydney's western suburb of Smithfield. He is a cabinetmaker by trade and has built the business from scratch and is now looking back on 20 years company history. "People say I'm crazy and I failed a lot of times but now I have the experience and abilities to further grow my business."

## Additional features for improved productivity

Machines are the lifeblood of a business and John has recently invested in a new Weeke Vantech and a second Brandt Ambition 1440 FC edgebander from Homag Australia. Having moved into the new premises late last year and new projects started to kick off, the company needed to get up to speed in production to meet its time-frames.

John appreciates the changes the additional machines brought to his business. With the Weeke Vantech he purchased a more automated nesting machine compared to his older CNCs. "We always had to touch the sheets before cutting and more manual handling was needed. We needed to watch the machine all the time but we can leave the Weeke alone without concerns."

JL's older two CNC machines are rarely in use anymore and are usually a backup only. John gives an example, "The Weeke Vantech is so much faster than my older machines. We can put 90-100 sheets through per shift; previously we could only run 30-35. The machine runs in two shifts from 7 in the morning until midnight. It's amazing how much work you can put through the machine."

Jon Liu: "If it's not enough, I run another shift – or get another Weeke. There's no excuse, when you sign, you have to deliver."

## Paying the extra dollar for quality

It goes without saying that John is willing to pay the extra dollar for a quality machine from the German machine supplier. "It's a one-off investment that improves efficiency and productivity straight away and in the long-run."

The Weeke Vantech is available in different sizes and it can be ordered as a stand-alone centre in standard or with additional auto loading/unloading and automatic label printing for precise handling and identification of the workpieces.

JL Cabinets is now able to keep a lot of other jobs in-house, especially processing different profiles that they previously had to outsource.

"Our project work is much more demanding than other jobs so we do require good machinery," says John. The Sydney company has already secured three big projects, which keep them busy until next year. Salesman Alex Muscat from Homag saw how busy they were, remembers John, so he suggested new solutions to increase their productivity.

## Growing in size and staff

JL Cabinets is specialised in custom designed homemade and commercial kitchens for Australian households, businesses and commercial builders. Additionally, they offer cut-to-size jobs for builders or manufacturers.

As it is so often the case in the cabinetmaking industry, John started small in a garage back in 1998. He just put up a table for assembling and had other business partners doing the cutting. He could call it lucky if he finished two kitchens a week. After two years of hard work, John had established a decent customer base. As a result, he rented a small factory



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of the size of his current office in Wetherill Park before he moved to Smithfield. The company quickly grew in size and staff, bought its first machinery and then, end of last year, it moved into its current premises with 2,500 m<sup>2</sup> of space.

Today, JL Cabinets delivers close to 2,000 kitchens a year and has 35 staff working. Remarkable increases in volume, in particular, lead John to invest in a second Brandt Ambition 1440 FC edgebander. "Previously, we did 15 kitchens, now we can at least triple our volume." With the glossy board becomes more and more popular and his old machines couldn't process this kind of material, the move to an upgrade to machines with additional features was inevitable.

**Clean edges and less wastage**

John treasures the accuracy. Previously, staff was needed to clean the edges. Thanks to pre-milling the edges come off spotless. "We eliminate mistakes and have less wastage at the end of the day."

John looks back on a loyal customer base that he built up for more than 17 years. "They want the best quality. You should do every job as it would be for your own house," says John, who has another big contract laying in front of him. "If it's not enough, I run another shift – or get another Weeke. There's no excuse, when you sign, you have to deliver."

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# Leuco's new "no noise" saw blades programme

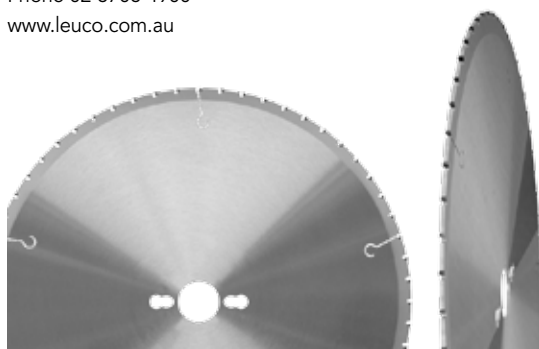
At last year's Ligna exhibition, Leuco introduced the enhanced programme of Leuco NN-System saw blades for a wide range of different types of saw machines.

These saw blades are extremely quiet when idling and during operation. With a noise level of just around 70dB(A) when idling, the wearing of hearing protection is virtually a thing of the past. The design (hollow back geometry and tool body design) guarantees universal application in almost all conventional wood-based panels as well as solid woods and is characterised by an excellent cutting quality. The low cutting pressure caused by this tooth geometry allows almost rebound-free working.

Thanks to the diamond tipping the saw blade gains extremely long edge lives. The saw blade can be re-sharpened up to two times. Matching the main saw blades Leuco offers Leuco NN-System scoring saw blades with the tooth geometry conical/alternate top bevel and the diameters 120mm and 125mm, also with small gullets.

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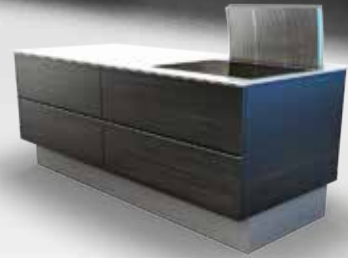
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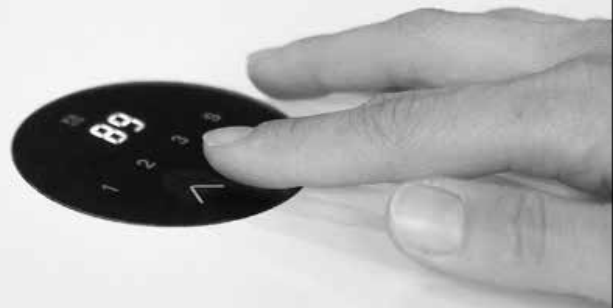


## Add *movement* to your design

A modern kitchen is full of contradictions. It must be multifunctional and have an aesthetic clean design. Often it is placed in an open environment partly functioning as a kitchen and partly as a living room/social space. Equipped with the necessary appliances, but at the same time it should take up limited space. And last but not least it must fit the user's needs for functionality and ergonomics.

By adding movement to your kitchen these contradictions can be eliminated. Movement via linear actuator technology can hide appliances not in use thereby creating clean multifunctional surfaces, such as lift kitchen tables to ergonomic correct working heights, or bring down cupboards to reach tableware. There are endless possibilities when adding electric movement.

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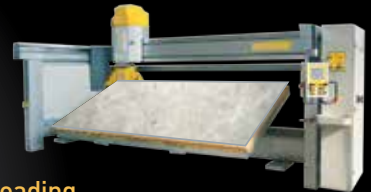
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## Setting records in West Australia

The record for the largest Biesse machinery installation project in West Australia was set in January 2016 when new routers, edgebander, automated gantry storage and handling system and associated equipment were commissioned at Perth-based Precision Cabinet Makers.

Now all up and running the new machinery and supporting equipment has helped transform Precision Cabinet Makers into one of Australia's major cabinet making businesses.

The Biesse installation included two fully automated Rover B 1224 CNC routers, both automatically loaded by the Winstore material storage and handling system and an additional Roxyl 4.5 edgebander.

Managing director Matt Schoof said the company brought the two Rover Bs because its older Rover routers had proven to be really reliable and efficient.

"They are good solid machines that have performed well. For instance, our Rover A started production in 2000 and has continued to operate reliably ever since. It has done everything we have asked of it."

Referring to the improvements in productivity and to the work place environment as a result of the acquisition of the Winstore, Matt said: "The Winstore is part of our overall strategy to improve our production efficiency and to make the workplace safer and more user-friendly."

"The Winstore system is fully automated and completely avoids the need to operate forklifts on the factory floor. This has important workplace safety benefits."

"As well as managing the flow of panels to router production lines the Winstore also manages panel off-cuts - important in terms of overall manufacturing efficiency," he says.

Biesse installation helped transform Precision Cabinet Makers into one of Australia's major cabinet making businesses.



Precision Cabinet Makers ... well known in West Australia for custom made new kitchens, vanity cabinets, walk-in robe cabinets and other household cabinetry.

With a 30 year history Precision Cabinet Makers is a family-owned business now widely regarded across West Australia for supplying custom made kitchens, vanity cabinets, walk-in robe cabinets and other types of household cabinetry.

Pumping out up to 50 kitchens a week, Precision Cabinet Makers supplies several project house builders in West Australia, and is now at the leading edge of the cabinet making industry nationally.

The acquisition of the two new Rover routers allows production to run 16 hours a day in two shifts. "Panel processing is a central, critical part of the company's cabinet manufacturing process," said Matt.

"So router performance and reliability are essential and our past experience with Biesse machines made us confident about their ongoing capability to contribute to our high throughput manufacturing processes."

Matt confirmed that the relationship with Biesse was an essential element of the company's reputation and success. "The installation and training related to the routers, edgebanders and Winstore acquisition was a great cooperative effort that worked well."

"Biesse had a technical crew on site with Australian, New Zealand and Italian specialists to ensure that all machinery and operating systems were faultless and our trade staff were up-to-speed on operating procedures."



Brand sales manager for Biesse Australia Lee Barlow remarked that Biesse is very proud of its relationship with such an outstanding West Australian cabinet making enterprise.

"Precision Cabinets is one of our nationally stand-out partners and we continue to be very enthusiastic about supporting their manufacturing excellence and business success."

"Not only do we have three fully dedicated technicians in Perth, we are also able to draw on support and technical specialists from elsewhere in Australia and from our global network to provide any backup needed by Matt and his talented team," said Lee.

Left: Inspecting the performance of the recently commissioned fully automated Rover B are Biesse's Perth-based sales representative Martin McClustey with machine leading hand Isaac Winterbottom (background).

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Below: Winstore fully automated materials handling system.





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# New App makes installation efficient and precise

Blum is pleased to announce the release of the Easy Assembly App – an intelligent app that extends Blum Australia’s digital services for manufacturers by offering practical and precise assembly and installation support of the highest quality while on site.

Available for complimentary download on both Android and iOS devices from June 2016, Blum’s Easy Assembly App will provide a unique practical approach to service support for cabinetmakers and installers.

The Easy Assembly App is an interactive tool that is designed to make the assembly and installation of Blum products efficient and precise. The tool gives cabinetmakers and installers all the information they require for a successful installation every time by providing the most up to date data immediately onsite.

Easy Assembly App can also work offline once the App and it’s product categories have been downloaded completely, saving time and money when working in areas that don’t have internet services in range. The product categories have been structured for easy navigation and quick search product selection. Innovative features such as the augmented reality application integrates digital information within the users current environment to assist the user with the fitting positions and adjustments of Aventos lift systems. Virtual examples of fitting positions and adjustments combined with installation instructions, provides the user a unique step by step guide to installing Blum products correctly.



“Due to the multiple stakeholders involved in delivering the best possible furniture outcomes, the Easy Assembly App provides up to date interactive support and direction to ensure anyone responsible for the manufacturing and installation of Blum products has quick and easy access to the most up to date instructions”, shares Kylie Peterson, national marketing manager, Blum Australia.

Blum’s easy assembly app - available for download from June 2016.

Easy assembly app - augmented reality for Aventos lift systems.

Photos by Blum

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# Port Jarrah Furniture – from Fremantle to the world

**“NO, NOT REALLY,”** says Clint Clarke. He never expected to be selling his handcrafted furniture to overseas clients when he set up his Fremantle, WA, business, Clarke tells AWISA Magazine in a lengthy conversation, taking time out from a busy schedule. After completing an apprenticeship at Fremantle Furniture Company in Henry Street, Fremantle, he went on to work as a shipwright in the town’s booming industry in ships and ferries. In his backyard shed, he made a bed as a twenty-first birthday gift. It went undelivered, and so he advertised it for sale. A lady who responded to the advertisement was impressed by the workmanship but wanted a larger size bed, which he agreed to make. Soon she commissioned him to make all the furniture, in solid timber, for her new house, and buoyed by that success Clarke set up Clint’s Fine Furniture in 1988.

“That’s what started my business. I rented a factory, and the first thing I did was to buy a Triton saw, and I went from there. It was slow. I didn’t get into solid timberwork straight away. For the first five years of my business, there was a bit of solid timberwork, but there was a lot of kitchen work. There was a market in renovations, and at the end of the day you still have to pay your bills. I persevered with it, and then in 2000 I opened my gallery in Fremantle, and called my business Port Jarrah Furniture,” he continues.

Being located in Fremantle, the Western Australian historic town, is an asset, he points out. “It was listed just recently as seventh best city in the world by Lonely Planet. Fremantle has got a very good tourism aspect, and we never know who might walk in through our gallery door.” For example, a family on holidays from Sweden, purchased a large one piece flat table, chairs, and a coffee table. Last year, a tourist from Las Vegas, visited the store and expressed interest in having some furniture made up in Jarrah. Clarke sketched out some drawings, and finalised details for the order. The client flew him to Las Vegas so that he could assemble the handmade television, video, and audio unit measuring 3 x 1.8 metres, in situ in his condominium on the Las Vegas strip. The job took a few days, Clarke recounts.



Are there challenges in this type of work? “No, I’m a trained furniture cabinet maker. That’s my job. He gave everything to me in inches and I had to triple check everything but overall it worked perfectly. I had to work around some switches on his wall. I designed and constructed the unit so that there was a bottom section, and a top section. I just had to break it all down. The cost for us all worked out really well.” He continues that when he started dealing with international tourists, he realised that clients had to have enough confidence about shipping furniture. It comes down to making sure the product gets there safely. As long as you pack it well, and you insure it, you have covered the worst case scenario. Touch wood, he has not had had any damage other than a scratch or two, he says.

His furniture is also found in homes in the USA, New Zealand, UK, South Africa, Norway, Japan, Germany, and Singapore. Clarke explains that in some recent years his overseas sales have constituted up to 80 percent of his turnover.

One reason that clients are prepared to pay the costs involved, says Clarke, is the quality of Western Australian timber. He specialises in using marri and jarrah. “The eastern states guys should be very jealous. Our jarrah has got beautiful colours and grains. Where in the world can a timber grow in winter, sometimes down to minus five, and then go through big bush fires like we’ve seen recently, survive, and then have burning hot summers up to 45 degrees, and continue to grow. That’s why the colours in the trees are amazing, and because they’re eucalyptus, they have gum veins in them. It’s beautiful timber. Jarrah is sort after, and our marri is a beautiful golden colour. It’s got greens and pinks through it, and it comes up just amazing. We also have Western Australian blackbutt, which is wonderful as well, and we have sheoak, which is a very popular timber.”

People like the characteristics of timber, such as gum pockets. Recently, an American client wanted to add a sliced banksia nut in a pocket in a table made up of what he describes as a mass of bur. The lady came to the factory, and positioned the banksia nut in the pocket, and he then



poured in the resin. "She enjoyed that. She felt like she owned the table. She went back to Houston and she's got a story to tell," he reflects.

He buys timber from regular suppliers who source it from farms where trees have fallen, from road clearings, and from trees that have died. While millers are more selective today, making it harder to get good timber, there are still people out there, he says, who cut timber 15 to 20 years ago which is still sitting in their sheds.

Apart from selecting beautiful timber, he adds, the way it is cut, used, and presented in a piece is important in the final product. He makes real solid wood furniture, he stresses, no ply, no chipboard. It is solid with backs, carcasses, and dovetailed drawers. There are not many makers left that do 100 per cent solid timber, he regrets. Hesitating to describe a signature style, Clarke says he makes a lot of natural edge product, which he personally likes, but also does work in a contemporary style. Today, he still does high-end kitchens using all the modern soft closing components. Everything

is the highest quality. Each piece is given a very fine sanded finish before varnishing, and everything is done properly, which includes paying attention to even under a drawer, whether it is for overseas or local destinations. That is the rule. Clarke stresses, "It's my brand. It's me. At the end of the day, if something goes wrong, it's me. That's how we work, we make sure it's right."

It is an ethos he learned from his woodwork school teacher, who worked in traditional methods, and also taught design at Curtin University. After winning an award in woodwork, he turned to a career in woodwork as soon as he left high school. There is one tradesman working with him, a 20 year old who began as his apprentice, and he is putting on a new apprentice.

To work out dimensions, style, colours and wood, clients bring photographs, even items of furniture from home, and sometimes Clarke will take clients to see the wood stored in the workshop. From all this input, ideas emerge for unique works of furniture, personal pieces for clients, and he says, ►

► at the end of the day he aims to offer a good service. While most clients do not visit the factory to see their furniture being made, he does not deny access to the workshop as long as they give sufficient notice. By seeing the process they can understand the complexity and just how much work, and time is involved, he explains.

Last year Clarke undertook his biggest project yet, one that bigger firms had knocked back. - restoring 100 church pews, and making another 47 of them for an elite private school in Perth. He took on additional staff, organised storage and machining in the eight month contract. The school has since placed another order for more pews.

His workshop is located in Beaconsfield, four kilometres to the southeast of Fremantle. Amongst the equipment Clarke lists, is an Italian-made Griggio 3.8 computerised panel saw with fence, ideal for woodwork and very powerful. An LZ air-operated stroke sander "is power plus. It would have been a high end sander back in the day, and an expensive one." A Jet bandsaw does cuts for the leg shapes. A very old William Adams thicknesser "is three phase, but it just pumps through the timber. It's made in Australia. It's unstoppable." He has Festo vacuum sanders, and a Blum hinge machine to bore drawers and kitchen doors.

To be a good furniture maker these days, says Clarke, you also have to be good at business. You have to work out what to make out of a piece of timber to achieve the maximum amount of profit. You have got to be a very good salesperson, you have to be honest, but you have also got to be very creative. He stresses that even though he is established with a good brand name, he still works hard, including being present in the showroom on Sundays to meet with prospective customers. ■



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greater automation; and more timely flow of information and money in meeting super obligations.

Employers should be getting SuperStream ready now. Employers with less than 20 employees have until 30 June 2016, while those employers with 20 or more employees should already be using the new data standard for paying contributions. Further information about SuperStream can be found on the Australian Taxation Office (ATO)'s website: [ato.gov.au/super/superstream](http://ato.gov.au/super/superstream)

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### Ambition 1230 airTec



### Ambition 1440 airTec



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- **airTec** can be used to process all types of currently popular, laser suitable edging types.

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## Why invest in zero joint

Quality expectations in the furniture industry are becoming ever more stringent as well as the trend towards an invisible joint. With the AirTec system, Homag has developed an ideal solution package to enter into the zero joint technique for woodworking shops and medium-sized enterprises.

With the Ambition AirTec series, Brandt - part of the Homag Group - offers different sized machines to achieve the zero joint. In order to get up to speed with production, two companies from the Northern Territory and Western Australia have recently invested in hot air edgebanders from Homag Australia. While AKC - based in Darwin and Alice Springs - has purchased a Brandt Ambition 1440 AirTec, the Western Australian company Busselton Furniture Products decided to invest in the smaller Brandt Ambition 1230 AirTec model.

"We always want the best quality product and to achieve this, we need to find the right machines and tools to output that product," says Christian Slavik.



### AKC: on top of the market in the Northern Territory

Since having opened a second branch in Darwin, the quality joinery shop AKC from the Northern Territory saw the need to invest in new machinery in order to establish the branch in the top end.

"We always want the best quality product and to achieve this, we need to find the right machines and tools to output that product," says Christian Slavik, project manager at AKC in Darwin. Based on his credo that machines should output a quality product without the influence of people, AKC has invested in a hot air edgebander Brandt Ambition 1440 AirTec.

First seen at the AWISA exhibition in 2014 and installed in October last year, AKC can clearly see the benefits of having a hot air edger. "We don't touch the board anymore; it goes straight into the cupboards of a kitchen," Christian says. With its new ability of producing boards with no visible glue lines, AKC advertises with AirTec technology, in particular as Christian says, "The look of the edges is outstanding."

AKC began in Alice Springs over 15 years ago and has been growing from strength to strength ever since. Owner Dennis Puckett employs 9 staff in the Darwin branch, including Christian who relocated from the centre to the top end.

With a remarkable showroom in Darwin, AKC offers a variety of commercial and domestic work. The company constructs custom cabinetry to meet individual requirements, aiming to offer a personal touch with each customer.

Whether taking the DIY approach, choosing a flat-pack or leaving it up to its skilled tradesmen to install, AKC offers great flexibility. It is able to provide a service throughout the Northern Territory, from Alice Springs to Darwin, and all townships between, including remote communities.

Setting high standards for itself, AKC want to continue satisfying its clients by delivering good quality at an affordable price. "Without the new machine, it would hardly be possible," Christian admits.

The increasingly popular white gloss has become attractive for commercial clients as well. "Now with AirTec you can really see the difference even on natural coloured boards," Christian says.



to achieve the best quality product we need to find the right machines



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. "We can get any colour we want taking into account, of course, there is a minimum quantity you need to buy," Christian says.

Furthermore, AKC recognise a big improvement in the production process. "We can now adjust the heights of the scrapers via the screen which means we don't need to change it inside the machine. The preset settings make it easy for the operators, too. All in all, little maintenance is needed, and if we needed it we got great support from Homag."

Even though edgebanders featuring hot air technology are still relatively new to the Australian market, AKC does not automatically support a wait-and see attitude. "You have to be on top of the market," Christian says, "and we can now say that we have moved a step forward."

**Busselton Furniture Products: more output and less labour**

When Aaron Tucker and Rodney Manning founded their company Busselton Furniture Products back in 1999, they didn't know in which direction the company would develop. What they always knew was staying ahead of the game is key to success.

Choosing a hot air edgebander goes hand in hand with Aaron and Rodney's forward-thinking approach.



## We have to be well-prepared for future developments

▶ Starting off in a small shed in Busselton, a city two and a half hours south of Perth, they have worked their way up to employing 11 staff and producing on 850 square metres floor space. After having built their own factory in the Vasse business park, Aaron and business partner Rodney were in a good position to further grow the business.

Investing in a new edgebander was on top of their list. Choosing a hot air edgebander goes hand in hand with Aaron and Rodney's forward-thinking approach. "We have to be well-prepared for future developments of the industry, because the industry is changing so much," Aaron says.

The Brandt Ambition 1230 AirTec has helped Busselton Furniture Products to take on more jobs. "Previously, it took us 4 to 5 hours just wiping the edges," Aaron says. "We never had an edgebander where the finish is that nice and clean." It easily adds up: "We have a higher output and were able to reduce our labour - owing not least to the easier maintenance. This saves us a lot of time. Therefore, we can now offer our products at an even more competitive price".

Busselton Furniture Products specialises in the design, manufacture and installation of custom made cabinets and solid timber furniture. It commenced operations primarily working for local builders in the upmarket segment, has built a strong reputation and client base.

Customers that "are happy to spend a bit more on a kitchen" expect quality that is better than anyone else's. To show customers the different edge quality that comes off the Ambition 1230 AirTec machine, clients can find AirTec samples in the showroom. "They like them straight away as they can hardly see a line," Aaron says.

Most of the company's products are produced in-house, which means it can provide fast turn-around times, especially for post form tops, vinyl wrap doors and Corian bench tops.

With their recent investment Aaron and Rodney are looking positively into the future as long as "we can offer products which are competitive priced to keep ahead of competitors".

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## Three questions

To Peter D'Adamo, Homag Australia's sales representative for Western Australia and Northern Territory

### How does AirTec technology work?

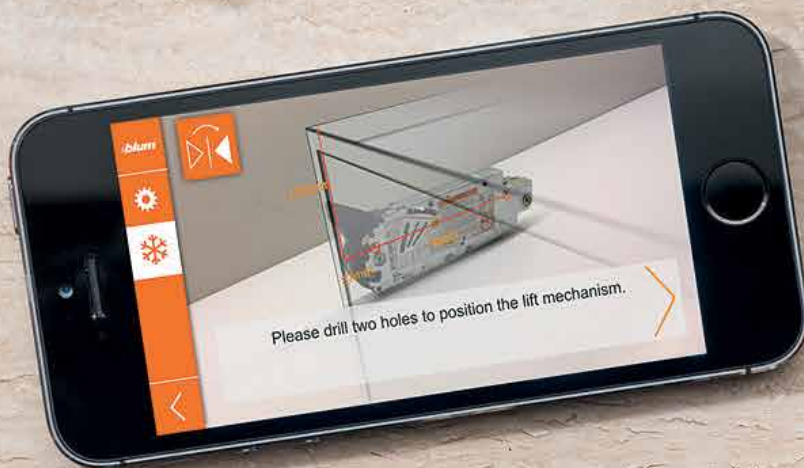
Hot air systems are simple techniques where the edge and work piece are joined together by using hot air. Special edge materials which consist of a hard décor layer and a meltable functional layer need to be used. The functional layer is melted by the AirTec activation unit and the edge is pressed onto 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.

### Is it possible to turn off the AirTec unit on a Brandt?

Yes, it is. If the AirTec unit is not needed, it can be easily switched off. 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. With the EcoPlus technology from Homag it is possible to save up to 30 percent energy. Also little maintenance is needed although we recommend regular cleaning of the heating nozzle and hood.

### Who will be interested in AirTec?

Anyone working with a lot of white gloss and having the demand in achieving seamless edges. Brandt's AirTec is both an industrial and craft-oriented solution. If you're looking to be the market leader in your field and want to stand out as a manufacturer of quality kitchens and furnishings the quality and finish you will get from the Brandt airTec edge banders is second to none.



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This complimentary assembly app for iOS and Android devices gives you up-to-date information at a glance. It is an intuitive and interactive tool that is designed to make the assembly and installation of Blum products efficient and precise.



# Huge energy savings with centralised vacuum concept

Capron GmbH manufactures 6,500 Carado and Sunlight brand caravans annually at the company's production site in Neustadt, Saxony. Capron's manufacturing techniques focus on qualified staff, modern and lean production, and an efficient logistics system which requires no expensive warehousing. The company is also an extremely efficient energy consumer, one of the reasons for installing a centralised vacuum supply to clamp wooden components to the processing machines. Capron chose the latest claw vacuum technology by Busch.

Capron GmbH was founded in 2005 as part of the Erwin Hymer Group, and commenced production in 2006. The company now employs 390 staff, and manufactures more than 30 Carado and Sunlight motor homes and caravans daily. These are marketed internationally by distribution companies of the same name. In 2016 both brands are offering a range of 13 motor home models, and five different caravan layouts. The range extends from a compact two-person vehicle to a family model with sleeping accommodation for six. Vehicle assembly is carried out on two production lines 450m and 250m in length. The larger production line is the longest in the industry in Europe.

The interior fittings, including all wall and ceiling elements, are produced from wooden composite panels by CNC machining centres. The materials used are mainly poplar plywood, plywood composites, polystyrene-

automatic  
activation to  
meet the  
current demand

filled spruce strips, aluminium compounds, and glass-reinforced plastics. These materials are clamped by vacuum to the nesting tables and console vacuum block units. The original vacuum supply comprised up to three locally installed rotary vane or liquid ring vacuum pumps for each CNC machining centre. The continuous increase in production capacity from 1,200 vehicles in the first year 2006 to 6,500 in 2015 prompted the installation of additional machining centres, which were supplied with Busch Mink claw vacuum pumps as standard equipment. Toni Pietsch,

the Capron project management director, immediately recognised the advantages of this technology in comparison to the previously used vacuum generators. These include lower energy consumption due to higher efficiency, significantly reduced maintenance effort due to contact-free and wear-free operating principle, no operating fluids in the compression chamber, eliminating all fluid-related maintenance, no carbon vanes requiring regular replacement, and no expenditure for replacement parts or disposal of operating fluids.

In 2015 Toni Pietsch decided to centralise the vacuum supply. The first stage was to connect five nesting machines to a central vacuum system. On the basis of positive experience with Mink claw vacuum technology, only these vacuum generators were considered. Busch project engineers designed a central vacuum system with a pumping speed equivalent to the nominal maximum demand of the five nesting machines, as defined by the machine manufacturer. In the knowledge that the actual demand was far less, tests were conducted to evaluate the demand in everyday use. After a year, the tests determined that a maximum of five or six of the twelve Mink claw vacuum pumps were required to meet



the demand created by full production. This opened the way to the second stage of the project, in which seven additional machining centres with consoles will be connected to the central vacuum system without increasing the number of vacuum pumps. This stage will be implemented in the summer of 2016 with the extension of the vacuum ring main.

The control system automatically activates only the number of vacuum pumps required to meet the current demand. The vacuum pumps are operated alternately, so they are all in service for approximately the same number of hours. The central vacuum system is connected to the machining centres by a ring main, which also serves as a vacuum reservoir. This has the advantage of immediate availability when vacuum is required by the clamping tables. The central system activates individual vacuum pumps as required to meet demand. According to Toni Pietsch, the centralisation of the first four machining centres reduced energy consumption by about 40%.

The cost-benefit analysis looks even more attractive when maintenance savings are included: costs for time, replacement parts, and materials disposal are all substantially lower. The central vacuum system is installed in a separate room. Waste heat generated by the system is recovered and used to heat the adjacent training workshop, further improving the overall energy balance.

Operational reliability is a high priority at Capron, so the four modules of three Mink claw vacuum pumps each have independent power supplies. If the power supply for one of these modules should fail, another module will activate automatically to take its place. The system will continue to operate in the event of controller failure: all vacuum pumps may be started and stopped individually by hand. Filters are installed directly at the machining centres to prevent dust or larger particles entering the vacuum system. The filter collection bins are transparent, so operators can see immediately if a bin requires emptying. Toni Pietsch found the

absence of noise and heat emissions in the production area to be a further advantage, as this has led to better working conditions. In addition, valuable production space beside the machining centres can now be put to better use.

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Opposite page:  
View of the assembly  
line for motor homes.

Partial view of the  
Busch centralised  
vacuum system with  
a total of twelve Mink  
claw vacuum pumps.

Left: Carado motor  
homes and Sunlight  
motor homes  
and caravans are  
manufactured by  
Capron in Neustadt,  
Saxony.

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# RECHARGE & RECONNECT WITH FIAA

**FIAA WILL BE AT AWISA IN MELBOURNE AND WE LOOK FORWARD TO CATCHING UP.**

After the success of our Brisbane show, we are bringing back the coffee. Mention this ad for a free cappuccino, latte or long black!

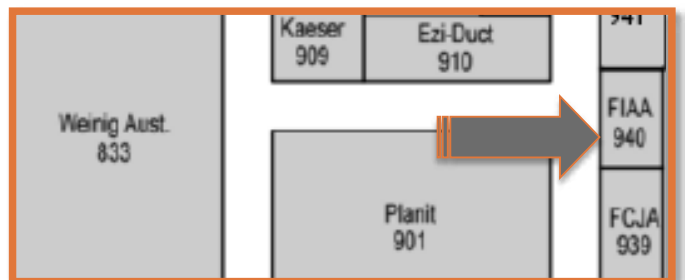
The exhibition will be the biggest ever and you will need a break, so come and visit the FIAA team and recharge your batteries (& your phones if you need it!)

## WIFI Hotspot & Phone Charging

## Members Networking Space

FIAA understands that even on your down time, work still beckons, so we will provide a Wi-Fi hotspot so you can catch up with business and we will be showcasing some of our members outstanding work.

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 training@fiaa.com.au  
 RTO No. 90432

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# Tax deductions still available for purchases up to \$20,000

**JUST BEFORE** the end of last financial year, the government announced a \$20,000 tax deduction for small business. As with most government announcements, there was great fanfare and promotion at the time. What many people don't realise however is that it ran for an extended period - so you still have the opportunity to take advantage of it.

The 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 until end June 2017.

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

## How do you make sure your company qualifies?

The criteria are, being a small business or sole trader with an Australian Business Number and turnover of under 2 million dollars. Obviously the item purchases must relate to your business activities.

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

As with all tax concessions and deduction, it's recommended that you speak to your accountant before taking advantage of it. You'll want to confirm 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. However the items must be a physical asset, so your marketing costs are not claimable. There are some exceptions, such as software for your business - mainly due to the fact they already have dedicated tax break schemes.

You also need to ensure you claim the deduction in the year the asset was purchased.

## 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 incoming 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 to 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.

Remember it's a tax deduction, not a refund

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](http://www.ato.gov.au)) ■



# Loop the Lake 2016 bike ride

The Loop the Lake Ride has been running for many years and in 2016 had over 2000 entrants, many riding as teams and many riding on their own to raise money.

Hettich Australia was invited by HK Joinery Design to ride with them in the 2016 ride 86 kilometre road race. Hettich sponsored the ride shirts with joint branding with HK Joinery Design.

Fred White, the owner of HK, and Dean Brackell of the FIAA were part of the team that participated in the Loop the Lake. The team met at 6:15 am in the dark at Speers Point to ride around Lake Macquarie which is one of the largest inland lakes in Australia, uphill, downhill and on main roads. It looked a big challenge even early and the day was heating up to about 30 degrees when the riders finished.

All in all the last stage from Belmont to Speers Point was the easiest of the ride, but also the most dangerous as there was half that distance with only a metre wide bike track next to the steel barriers and loads of bikes, plus cars travelling at high speeds.

Paul Furlonger from Hettich Australia raised \$300 for the Cancer Council and the event raised over \$60,000, is one of the ride's best figures ever.

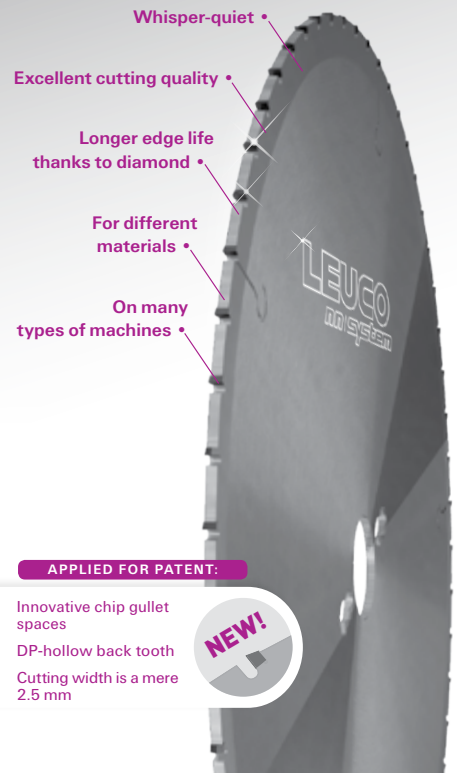
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# Ultrastyle for endless design variations plus durability

Topform one of largest and best producers of postform and stone bench tops, has now introduced Ultrastyle high gloss acrylic laminate E0 MR MDF as a combined functionality with durability in endless design variation.

Ultrastyle combines Rehau's latest innovations of high gloss acrylic laminates giving vibrant depth effects for the kitchen and bathroom areas.

Ultrastyle represents the latest generation of high gloss acrylic laminate thanks to its vibrant depth effect, enabling the replacement of high quality lacquered treatments. These perfect and all round components are possible thanks to their jointless connection between board and edgeband.

Ultrastyle has guaranteed 20 years UV stability for interior use as well as a superior scratch resistance property that is equal or better to other imported acrylic laminates.

Topform is carrying a wide range of European colours in Ultrastyle and will produce kitchen fronts which are edged

with perfectly matched edge band. Available in: New Artic, Bianco, New Carbon, New Alabaster, New Mocha, New Slate, New Ash, New Sand, Bright White and White Pearl Metallic. New Champagne, New Silver, New Graphite.

Topform with 20 years experience in supplying to the kitchen industry will be able to give kitchen manufacturers the wonderful experience of providing European type kitchen fronts in Ultrastyle.

---

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**AWISA 2016**

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 **BIESSE**

# Innovative equipment for wood processing, including

When AWISA 2016 opens its doors on 6 July, one of the biggest exhibitors will be The Wood Tech Group. The company will be launching many new products, some from companies that Wood Tech has represented for many years, and some from companies that have only recently joined its stable.

## Anderson Genesis EVO CNC

Anderson has a great track record in Australia and around the world. Building over 10,000 CNC machines for the world while keeping an eye on what is exactly needed for Australia. A full range of machines from the simple 2400x1200 Spectra range to fully automatic label printing lines for all panel sizes, with known reliability and improved performance, will be on display.

Anderson has also focused on other markets. For example, the Cojet flat bed printer will be on display printing on all types of materials such as glass, MDF, particle board and plastic.

## Burkle Multi-Line PUR application System

Wood Tech is excited to be unveiling the new Burkle Multi-Line PUR application system – the only one of its kind in Australia. The Bürkle product portfolio for “Flat Lamination” comprises modular line concepts from the individual machine up to turnkey solutions for the coating of boards, substrates and the fabrication of multilayered elements.

Wood Tech will be displaying a full operation high gloss Burkle PUR line capable of laying ultra-high gloss films on a variety of materials.

## Denver Stone and Glass Machinery

Wood Tech warmly welcomes Denver Glass & Stone Machinery into its exclusive range of premium products. Established in 1984, Denver's reputation stands for innovation and customer care. Today Denver is a large industrial group manufacturing high-precision mechanical components for the manufacture and processing of stone and glass based products. Wood Tech will be showcasing a state of the art Denver CNC machining centre and a Denver bridge saw.

## Griggio Unica Safe - a safety revolution in panel saws.

Wood Tech is proud to be the exclusive supplier of the new Unica Safe panel saw – the safest machine on the market. This saw has a unique safety device that prevents worker injury from the saw blade.

Sensors detect workers hands and retract the blade in 5 milliseconds from contact with skin. This is 10x faster than a car airbag. This doesn't damage the saw blade and it takes only moments to reset the saw and continue work. Minimise injury and save money.



# new lines in stone and board coating machinery

## Hebrock Edgebanding

Germany quality and reliability at its finest. Now with the introduction of the laser edge tape, Hebrock has designed the new Airtonic system. With simplicity in mind, the machines are able to use EVA and PUR glue as well as with a press of a button start using the laser tape. The machine enables smaller high quality cabinet shops the chance to purchase a machine that they can use to control their own kitchens.

## IMA Advantage 400LS Edgebanding

One of the most compact high-speed edgebanders on the market. Pushing IMA innovation capabilities, the company has produced an edgebander that can outperform most of its larger opposition.

IMA has a proven track record in Europe and around the world. With full connectivity between all machines allowing operator free production.

## Schelling's all-round cut-to-size saw

This machine revolutionises the operational sequences in cutting board shaped wood-based materials. The S45 does not only cut boards with highest efficiency, it also performs mitre cuts at

the same time. The inclination of the mitres is freely selectable in a range from 0 to 46°.

There are no limits to the application possibilities of the S45. For many users the already existing workflows will not only become simpler and substantially more economical, but will also open new fields of application, new sales prospects and new customer groups.

## Vitap Point Acoustic

The Point Acoustic drilling centre is a dedicated machine for the production of acoustic panels. This new machine boasts a drill bank of 54 or 55 spindles in two configurations for the fastest production on the market of acoustic perforated panels. Revolutionising the cost of producing for such panels.

Be among the first to see these and all the other product releases from The Wood Tech Group at AWISA 2016.



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# Lincoln Sentry proudly caters for commercial customers

Lincoln Sentry's focus on expanding into the commercial segment, in particular the shop fitting, office furniture and hospitality markets, is attracting strong support from customers. National manager cabinet hardware Kevin Bruce said this expansion complemented the company's traditional kitchen and bathroom renovation channels.

"Lincoln Sentry is ideally positioned to service commercial customers by providing quality hardware products for use in areas that are used frequently and receive 'less care' than if they were located in a residential home," said Kevin. "To further support our focus on servicing the commercial customer segment, we are excited to launch our stand alone Commercial Hardware Product Guide."

"This guide introduces our business and showcases the broad range of products we have available. In particular we have selected products from our

extensive portfolio that are ideally suited to the commercial market, particularly the shop and office fitout areas," said Kevin.

As well as providing commercial customers with the very latest products, Lincoln Sentry's Commercial Hardware Product Guide also highlights the company's proven capabilities in structural work including a new toilet partition offer, Lamello innovations and showcase hardware; decorative and feature products including handles, lighting, Pixelux and Decosplash; with functional products such as Ryobi, Linak and Blum products; plus tools and trade - consumable and handling products including glass care, silicones, screws and tapes.



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# Agile, innovative, creative and leading the ideas boom in kitchens

With a history stretching over 30 years Artline Kitchens in NSW has become one of the most successful kitchen manufacturers in Australia. Under the stewardship of managing director Mike Kløver, Artline constantly sought to improve productivity and maintain a relentless drive to acquire the best machinery, software and advanced manufacturing techniques available, in order to stay ahead of the industry.

## volumes that would make heads spin

Fast forward to the present day to find general manager Paul Davis at the helm of manufacturing, and Artline now supplies high quality customised kitchens to the kitchen trade and the building industry in volumes that would make heads spin.

Two years ago Paul oversaw the installation of a complete new manufacturing line including a series of flat bed nesters, a beam saw and a large automated board storage and retrieval system, all from Homag. Naturally, at the same time, Paul also gave consideration to the manufacturing software, which of course plays a huge part in the effectiveness of the whole production system. For the previous 13 years Artline had been successfully using software from QuickCAM Systems Pty Ltd, a Sydney based developer dedicated to the kitchen and cabinet making industry.

Artline's drive to maximise the production potential of this new equipment together with the need to integrate manufacturing data with the many facets of the in-house business systems meant that it was vital they made the right software choice at this point. Paul concluded that to realise Artline's specific objectives, they would need to be aligned closely with a very knowledgeable and agile software developer, with the capacity to react rapidly to Artline's demanding requirements and one with a strong



understanding of the industry. It was clear, this company had to be based in Australia with software developers and fully qualified technicians on hand in real time, not in another time zone. After careful evaluation the decision was made to not only continue with the current QuickCAM software, but to work closer with QuickCAM Systems on new initiatives and developments to meet with Artline's future plans and requirements.

QuickCAM Systems is a Sydney based company dedicated to developing production software for the kitchen and cabinet making industry. QuickCAM flies in the face of many conventional production software products by allowing rapid order entry and allows users to customise products in seconds. This means jobs can be processed up to five times faster than other software systems. Although QuickCAM is closely associated with ArtiCAD, which is used by a high proportion of Artline's trade customers/designers, the QuickCAM software can utilise jobs from other design/CAD programs that may already exist in a business, bringing a whole new meaning to screen to machine. The software also provides accurate costings, quotations, hardware information and much more.

The dedicated customisation of QuickCAM is ongoing as the Artline team invent new ways to squeeze every last drop of performance out of the software and the machinery. While this process has been underway, the management of Artline was delighted when QuickCAM presented a new development called SpeedCut, a new nesting program, which data analysis has proven to increase throughput on all machines by up to 20%.

"It's all about capacity, after installing SpeedCut we increased volume by 15-20%, cut out Saturday overtime and had to increase board deliveries", said Paul Davis, general manager, Artline Kitchens.



---

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# SCM Flexstore: storage and retrieval system

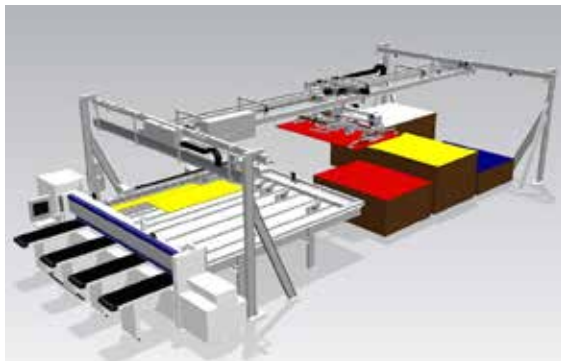
The new revolutionary range of SCM Flexstore stock and retrieval systems will change the way manufacturers see their whole production environment. A premium European design with total flexibility to suit the Australian market, Flexstore offers instant connection to current SCM machinery or other brands.

Flexstore is an automatic storage system used to optimise the handling of different panels. Designed for medium to large industries, it can be integrated in production lines for nesting or sizing cells, with a significant increase in productivity and considerable reduction of costs.

The system manages homogeneous and mixed stacks. Those made of different dimensions and colours, and raw panels and/or panels with low thickness up to 3 mm depending on the material to process.

With Flexstore manufacturers will experience easy tracking of any panel inside the storage, an increase in productivity while reducing storage management costs, maximum care of panels with reduced opportunity for scratching and marking and importantly, a safer working environment.

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# What's on in Melbourne during AWISA 2016

Many interstate and international visitors to AWISA 2016 may be visiting with partners or may be adding a few days to their show visit to see what Melbourne and Victoria has to offer visitors. Others may simply be looking for things to do in the evening.

These are just some of the exhibitions, sporting fixtures, theatre, music and other activities that are on, in and around Melbourne. AWISA suggests readers check the websites rather than simply rely on the list, as any list like this is subject to change.

## EXHIBITIONS Open all July

### WINTER MASTERPIECES: DEGAS: A NEW VISION

The most significant international survey of Edgar Degas' work in decades, presenting more than 200 works.

National Gallery of Victoria, St Kilda Road, Melbourne

[www.ngv.vic.gov.au/exhibition/degas/](http://www.ngv.vic.gov.au/exhibition/degas/)

### 200 YEARS OF AUSTRALIAN FASHION

Over 120 works from more than ninety designers are presented in this exhibition – the first major survey of Australian fashion in this country.

Ian Potter Centre, National Gallery of Victoria, Federation Square, Melbourne

[www.ngv.vic.gov.au/exhibition/200-years-of-australian-fashion/](http://www.ngv.vic.gov.au/exhibition/200-years-of-australian-fashion/)

### LUMINOUS: AUSTRALIAN WATERCOLOURS 1900–2000

The first such exhibition in 25 years, features works by 50 Australian artists.

Ian Potter Centre, National Gallery of Victoria, Federation Square, Melbourne

[www.ngv.vic.gov.au/exhibition/luminous/](http://www.ngv.vic.gov.au/exhibition/luminous/)

### HUMANITY UNDER FIRE

Celebrates the centenary of Australia's first official war artist, Will Dyson, commencing his work on the Western Front.

Shrine of Remembrance, Birdwood Avenue, Melbourne

[www.shrine.org.au/WillDyson](http://www.shrine.org.au/WillDyson)

### JURASSIC WORLD: THE EXHIBITION

Based on one of the biggest blockbusters in cinema history.

Melbourne Museum, Carlton Gardens, Nicholson Street, Carlton

<http://museumvictoria.com.au/melbournemuseum/whatson/jurassic-world-the-exhibition/>

### THE WAR ON OUR DOORSTEP - AUSTRALIANS IN NEW GUINEA 1943-45

From early 1943, Australian troops embarked upon a series of campaigns which eradicated the enemy threat from mainland New Guinea once and for all.

Shrine of Remembrance, Birdwood Avenue, Melbourne

[www.shrine.org.au/Exhibitions/Temporary-Exhibitions/The-war-of-our-doorstep](http://www.shrine.org.au/Exhibitions/Temporary-Exhibitions/The-war-of-our-doorstep)

### DOMED GALLERIES TOUR

Visit the magnificent domed La Trobe Reading Room and see highlights of the 'Mirror of the world' and 'The changing face of Victoria' exhibitions accompanied by an expert guide.

State Library of Victoria, 328 Swanston St, Melbourne

[www.slv.vic.gov.au/whats-on/dome-galleries-tour](http://www.slv.vic.gov.au/whats-on/dome-galleries-tour)





## SPORT

### FLEMINGTON FINALS DAY

Winter racing at the famous home of the Melbourne Cup.  
Flemington Racecourse, 448 Epsom Road, Flemington.  
Saturday July 9  
[www.flemington.com.au/](http://www.flemington.com.au/)

### AFL FOOTBALL

#### Adelaide Crows v Carlton

Melbourne Cricket Ground  
Sunday July 10  
[www.afl.com.au/fixture?roundId=CD\\_R201601416#tround](http://www.afl.com.au/fixture?roundId=CD_R201601416#tround)

#### Essendon v St Kilda

Etihad Stadium, Docklands,  
Sunday July 10  
[www.afl.com.au/fixture?roundId=CD\\_R201601416#tround](http://www.afl.com.au/fixture?roundId=CD_R201601416#tround)

## THEATRE AND MUSIC

### MATILDA THE MUSICAL

Matilda The Musical is the multi-award winning musical from the Royal Shakespeare Company, inspired by the twisted genius of Roald Dahl.  
Princess Theatre, 163 Spring Street, Melbourne,  
All July  
<http://au.matildathemusical.com/>

### MELBOURNE THEATRE COMPANY

'Egg',  
June 29 - July 19.  
'Skylight'  
June 18 — July 23  
Southbank Theatre,  
140 Southbank Boulevard.  
<http://www.mtc.com.au/plays-and-tickets/season-2016/>

### MALTHOUSE THEATRE

'The Events', till July 10.  
'Come Away with Me to the End of the World',  
July 5 - 24  
Malthouse Theatre,  
113 Sturt Street, Southbank.  
<http://malthousetheatre.com.au/>

### AUSTRALIAN BALLET

**Romeo and Juliet**,  
performed by the Houston Ballet  
Victorian Arts Centre,  
St Kilda Road, Melbourne  
Wednesday July 6 - Saturday July 9  
[www.artscentremelbourne.com.au/whats-on](http://www.artscentremelbourne.com.au/whats-on)

### VICTORIAN ARTS CENTRE

Back stage tour reveals the secrets of this large complex  
Victorian Arts Centre,  
St Kilda Road, Melbourne  
Sunday July 10, 11am, for 90 minutes.

### ENSEMBLE LIAISON

Chamber music with guest violinist Nemanja Radulovic  
Melbourne Recital Centre,  
Southbank Boulevard  
Thursday July 7  
[www.melbournerecital.com.au/events/2016/fuoco/](http://www.melbournerecital.com.au/events/2016/fuoco/)

## HIGH TEA

High tea is a fabulous winter tradition in Melbourne. Try:

### HOPETOON TEA ROOMS

You can also explore the famous Block Arcade.  
282 Collins St, Melbourne  
<http://hopetounteareooms.com.au/shop/>

### HIGH TEA AT THE NGV TEA ROOMS.

High tea is themed to the NGV exhibitions, so you can expect a French theme to reflect the Degas exhibition.  
National Gallery of Victoria,  
St Kilda Road, Melbourne.  
[www.ngv.vic.gov.au/visit/dining/](http://www.ngv.vic.gov.au/visit/dining/)

### HIGH TEA AT THE WINDSOR HOTEL.

Having served afternoon tea every day since 1883, the Windsor has perfected the tradition.  
Windsor Hotel,  
111 Spring St, Melbourne.  
All July  
[www.thehotelwindsor.com.au/afternoon-tea-en.html](http://www.thehotelwindsor.com.au/afternoon-tea-en.html)

## OUT OF TOWN

### MARILYN MONROE

More than 20 original film costumes from some of Marilyn's greatest films feature alongside numerous dresses and accessories from her personal wardrobe.  
Bendigo Art Gallery,  
42 View Street, Bendigo.  
Until July 10  
[www.bendigoartgallery.com.au/Home](http://www.bendigoartgallery.com.au/Home)

### TEA COSY COMPETITION

Well, someone had to do this! Anyone can exhibit knitted tea cosies for sale and/or judging. Proceeds to the Anti Cancer Council for cancer research.  
Devonshire tea, all day breakfast and lunch available.  
Warratina Lavender Farm,  
105 Quayle Road, Seville, Yarra Valley.  
July 9 – 17  
[www.warratinalavender.com.au](http://www.warratinalavender.com.au)

### FARMERS MARKETS

The Mornington Peninsula is just an hour from Melbourne, and it's a fabulous mix of farmlands, vineyards and little villages. The farmers markets are famous - here's a sample  
Bittern Market, every Sunday.  
Hastings Market, every Thursday.  
Mornington Main Street Market, every Wednesday.  
Mornington Racecourse Market,  
Sunday July 10.  
[www.mornpen.vic.gov.au/Whats\\_On/Markets\\_on\\_the\\_Peninsula#](http://www.mornpen.vic.gov.au/Whats_On/Markets_on_the_Peninsula#)

### CHRISTMAS IN JULY

Spectacular 'Wonderlights' illuminate buildings, faux snow falls, carols are sung, and there are all the traditional Christmas festivities at Sovereign Hill, the 1850s goldmining outdoor museum.  
Sovereign Hill, Magpie St, Ballarat.  
June 24 - July 24  
[www.sovereignhill.com.au](http://www.sovereignhill.com.au) ■

open the door to great  
machinery and design

# AWISA

# 2016

6-9 July 2016

Melbourne Convention  
& Exhibition Centre  
South Wharf Melbourne

the show for wood and panel processing

AWISA 2016 is the international exhibition of machinery, materials, fittings and services for the Australian and New Zealand cabinet, joinery, furniture, fit-out, timber and panel industries.

MELBOURNE

**AWISA**



6-9 JULY

2016

[www.awisa.com](http://www.awisa.com)



# AWISA 2016 - The facts

6-9 July 2016

Melbourne Convention & Exhibition Centre  
 South Wharf  
 Melbourne

## ADMISSION AND REGISTRATION

Admission is free. AWISA 2016 is a trade-only exhibition. All visitors are asked to register. Visitors can register at the counters in the foyer prior to admission, but it is preferred that they pre-register.

Pre-registrations can only be made through the AWISA website, [www.awisa.com](http://www.awisa.com).

## SAFETY AND CHILDREN

AWISA 2016 is a workplace with woodworking machinery on display and in operation. In the interest of safety, children over 6 months of age and under 15 years of age will not be admitted to the exhibition. AWISA prefers that children are not even brought to the venue. However, a professionally run children's hospitality suite is provided, with activities and entertainment to suit the various age groups being looked after. Space is available on a first-come first-served basis. Bookings are not accepted. By registering to visit, show visitors accept that the final decision about entry of children who appear to be under age will be made by the show managers.

## ACCOMMODATION

There are over 50 hotels within two kilometres of the venue - in the Southbank and South Wharf area immediately adjacent to the Melbourne Convention & Exhibition Centre, and in the Melbourne CBD just across the river. Special rates have been negotiated at a number of these hotels.

The Lido Group has been appointed to handle visitors' accommodation. To book visit [www.awisa.com/hotels](http://www.awisa.com/hotels). For air travel contact your favourite airline or travel agent. Links to airline websites available at [www.awisa.com](http://www.awisa.com).

## AIRPORT SHUTTLE BUSES

A fleet of coaches will provide a complimentary shuttle service between Melbourne Airport and AWISA 2016, with the service running every half hour from 8.00am each show day, with the last service leaving the exhibition one hour after the close of the show each day.

On arrival at the airport go to the baggage claim area in domestic terminals, T1, T2 or T4, and look for the bus

company representative with the AWISA sign. There will be a passenger pick up point outside T4 (Tigerair, Jetstar, Rex) and a second combined passenger pick-up point outside T1 (Qantas domestic), T2 (International), and T3 (Virgin Australia). Look for the bus with the AWISA sign.

At the venue the passenger drop-off and pick-up point will be at the bus stop in Convention Centre Place, near the Hilton Melbourne South Wharf.

## LUGGAGE ROOM

Luggage can be left during the day at the AWISA luggage room. Items are stored at the owners' risk.

## CAR PARKING

The venue car park is located underneath the exhibition halls, access off Normanby Rd. For more details on this and other car parks close to the venue, and for public transport options visit [www.mcec.com.au/your-visit/getting-there/](http://www.mcec.com.au/your-visit/getting-there/)

## BREAKFAST WITH SHANE JACOBSON

AWISA is again organising a celebrity breakfast. This year the guest speaker is Shane Jacobson. The breakfast takes place on Friday 8 July in the Melbourne Room at the Melbourne Convention & Exhibition Centre. Tickets cost \$60 each reducing to \$500.00 for a table of ten. To book, email requirements to [info@awisa.com](mailto:info@awisa.com).

## SHOW HOURS

Wednesday	6 July 2016	9.00a.m. - 6.00p.m.
Thursday	7 July 2016	9.00a.m. - 6.00p.m.
Friday	8 July 2016	9.00a.m. - 6.00p.m.
Saturday	9 July 2016	9.00a.m. - 4.00p.m.

AWISA 2016  
 Phone: 02 4861 7040

[www.awisa.com](http://www.awisa.com)



# Australian Woodworking Industry Suppliers Association Limited

## AWISA The Association



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

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

## AWISA The Exhibition



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

The next AWISA exhibition will take place in Melbourne from 6-9 July 2016 at the Melbourne Convention & Exhibition Centre. For more information visit [awisa.com](http://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.

## AWISA The Board

### CHAIRMAN

Brett Ambrose, Blum Australia Pty Ltd

### BOARD MEMBERS

- Ross Campbell, Homag Australia Pty Ltd
- Stephen Cugley, Planit
- Martin Gane, Hettich Australia
- Vit Kafka, Altendorf Asia Pacific Pty Ltd
- Ron Smyth, The Wood Tech Group
- Jim Snelson, Borg Manufacturing
- Luke Tenaglia, Biesse Group Australia
- Trevor Wilson, Wilson & Bradley Pty Ltd

General manager: Geoff Holland Phone: 0412 361 580 Email: [info@awisa.com](mailto:info@awisa.com)

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[www.awisa.com](http://www.awisa.com)



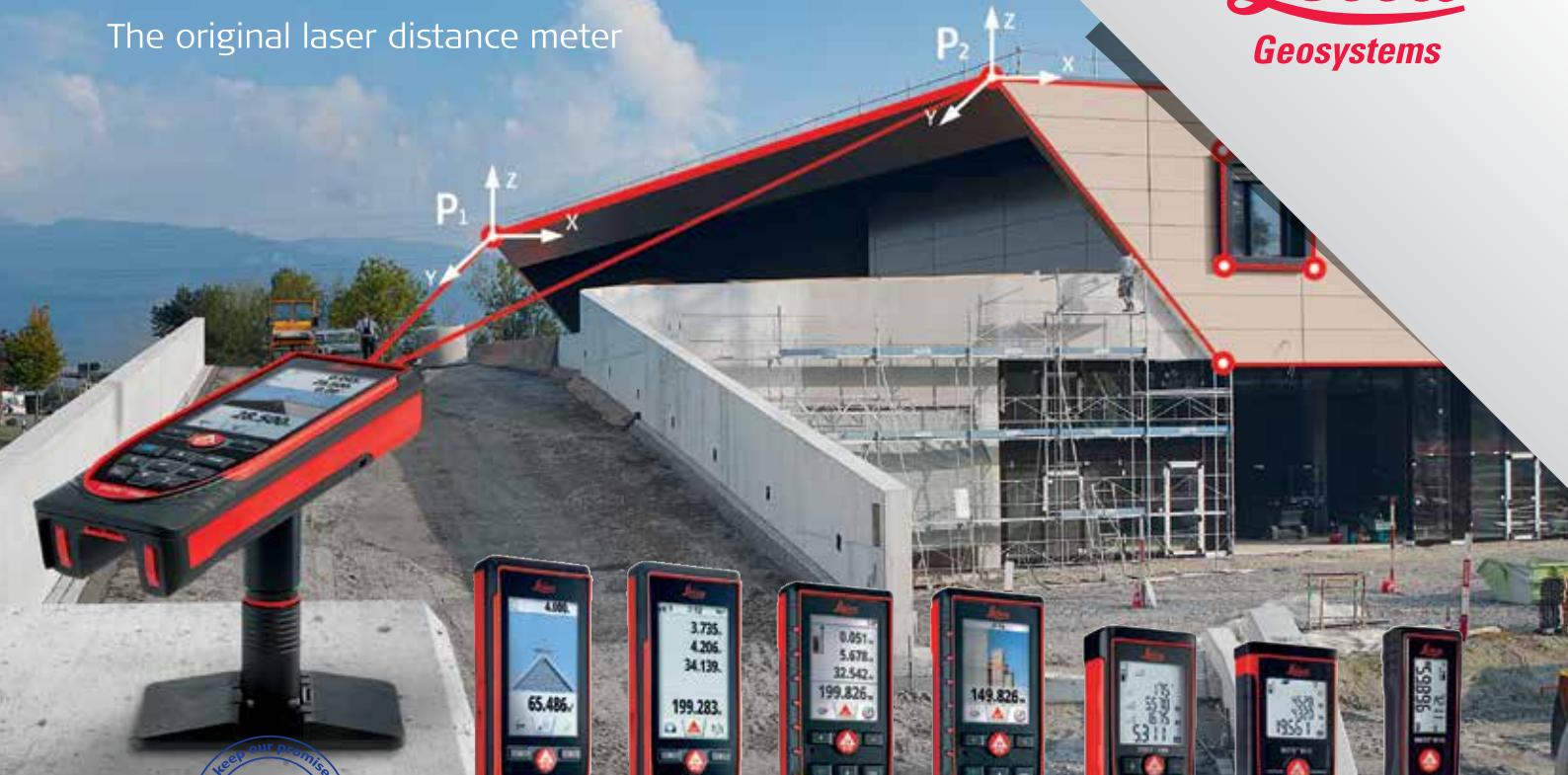
### DISTRIBUTION

AWISA – The Magazine is distributed free to a list made up of companies that attended the last three AWISA exhibitions, plus the client databases of some major AWISA members. To be added to the distribution list send an email to [info@awisa.com](mailto:info@awisa.com). (AWISA Ltd may at some time in the future charge a subscription for personally addressed magazines)

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Visit us on stand 631 at AWISA exhibition,  
6 - 9 July 2016 (Melbourne Convention Centre)  
**1300 886 982** [survey.crkennedy.com.au](http://survey.crkennedy.com.au)

 **C.R. Kennedy**  
| SURVEY SOLUTIONS |

A man on the left wears safety glasses and a dark polo shirt. A man on the right wears a suit and glasses, holding a glowing lightbulb. The background is a plain, light grey.

{ THINKING AHEAD }

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**AWISA**  
MELBOURNE 2016

## WE KEEP INNOVATING FOR YOUR FUTURE

**Häfele AWISA, Melbourne 2016.**

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At Häfele we pride ourselves as being international experts for hardware technology. At AWISA we will respond to the questions about the future of the industry, with our usual forward-looking approach and a comprehensive view of the furniture industry. We look at the issues that face us, and consistently find ways to combat them ensuring a future for everyone in it.

Always 'Thinking Ahead', we develop and introduce innovations and services designed to make life easier. Not only to entice the end user, but more importantly for you! The trade. We look at things holistically, always thinking about how an innovation can not only get interest for you, but also - set you apart and ultimately generate revenue.

Along side you, we think ahead and strive to build a bright future. To learn more, visit us at AWISA, Melbourne 2016.

[www.hafele.com.au](http://www.hafele.com.au)