

AWISA THE MAGAZINE

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

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This year Steve decided to update the Multicam to a new High Speed machine with features that will allow him to further increase his productivity and keep up with demand.

"The first Multicam worked pretty hard and has given us great service, it never let us down. It's been extremely reliable and was the perfect CNC router for us at the time." says Steve *"What we found over the last year is that we could further streamline production and services by going to a machine with a larger bed size and greater automation, we also decided to keep the SR2412 as why would we get rid of it, it's such a great machine"*

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To contact Aspect Cabinetmakers call 1300 551 054 or visit their web site: www.aspectcabinetmakers.com.au

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always prompt in assisting us with everything we needed at any stage. I'm yet to see a challenge they couldn't overcome quickly."

"Without the Multicam machine and the backing we received from the guys at Multicam, there is no way that we would have grown so quickly and been able to harness this new technology and bridge the gap between traditional manufacturing and the new era of modern manufacturing so well." says Steve.





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DEAR READER,

AWISA's largest trade show ever has been and gone, and the association thanks the thousands of people in the industry that took valuable time away from their businesses to visit. "World class, perhaps world leading" was one comment received from an exhibitor. I only hope that the overall industry appreciates that what is seen at AWISA exhibitions is as good as anything seen overseas.

Our plans for the venue for the next exhibition are not complete yet, but what we can say is that an AWISA exhibition will take place at a similar time of the year in 2018. The options are the Melbourne Convention and Exhibition Centre, or ICC Sydney, the new venue at Darling Harbour in Sydney.

This edition of the magazine includes many follow up articles about what exhibitors presented and achieved at the show. It also includes the awards presented by the Cabinet Makers and Designers Association at its function on the Friday night of AWISA 2016. A huge range of high quality work was entered and most of the winners are featured in this edition.

The Furniture Cabinets Joinery Alliance has also instituted annual awards and these are also featured. The FCJA also organised a skills roundtable during AWISA 2016 - strong evidence of the increasing level of collaboration between major associations in the industry.

With this edition of AWISA - The Magazine we celebrate seven years of publication. But there is no sign of a seven-year relationship problem. The magazine has strong advertising support and strong circulation. AWISA appreciates the editorial submissions from other organisations and welcomes any ideas that might improve the publication.

Geoff Holland

General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER:

The Xylent spiral knife cutter block system.
Image courtesy SCM Group.

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Show figures tell the story

IF SHOW statistics are the measure of success, AWISA 2016 in Melbourne was a stunner – breaking past records. Visitor numbers were up 49 per cent on Brisbane in 2014, and up 24 per cent on Sydney in 2012. Telling, was that 42 per cent of visitors came from outside the state of Victoria, a strong statement of the show's success and the willingness of the industry to travel to see what's new.

AWISA chairman Brett Ambrose was enthusiastic about the success of the show. "Yes - we were well overdue to take AWISA back to Melbourne. The great venue setting was reflected in the show's success and was appreciated by participants."

many exhibitors with world class sites

He said visitors were truly amazed at the quality of exhibitor's sites. "It was more like a motor show with many exhibitors having world class sites."

Mr Ambrose said that from a commercial point-of-view the feedback he has been receiving confirmed that the Melbourne show exceeded expectations and was particularly industry participant-friendly.



"Also Melbourne was much more than just a trade show with the central hub serving not only as a 'refuelling' stop, but as a meeting place and networking space. The show provided opportunities for companies to hold their own side events, and for industry-related trade associations to network. This was prominent and pleasing feature of the show, and one we would like to continue to encourage in the future," he said.

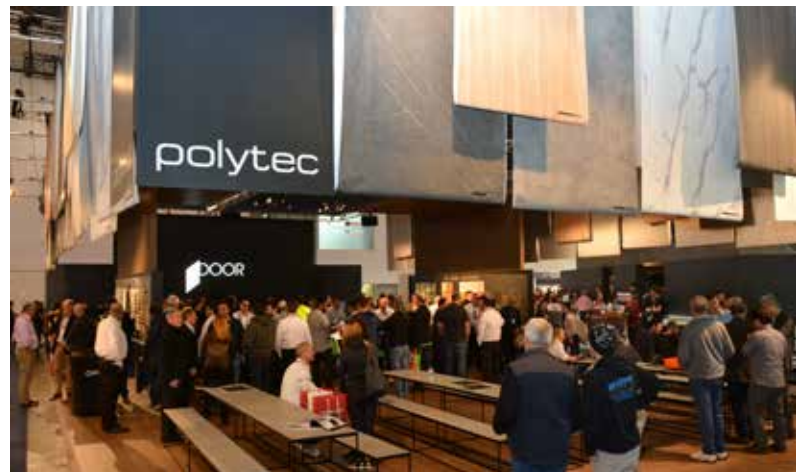
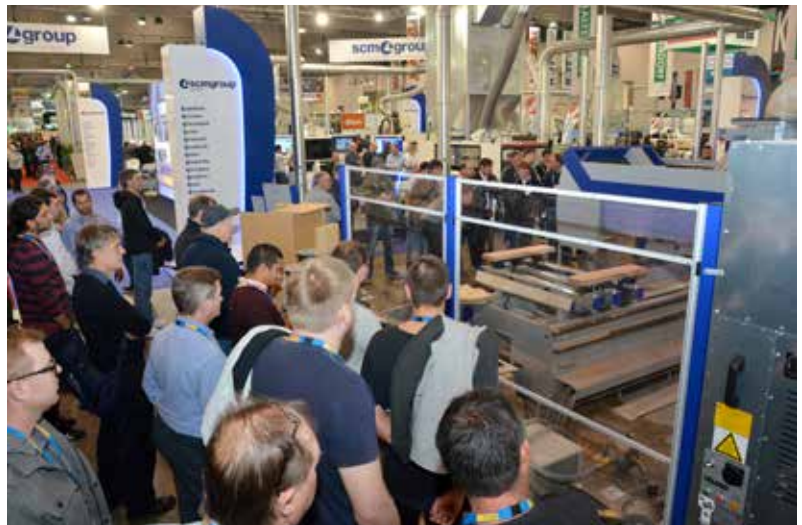
Cabinetmakers and kitchen manufacturers made up almost half the Melbourne show attendees. Plus the heavy hitters were in attendance with 57 per cent of attendees being company directors, proprietors or general managers.

Exhibition space at AWISA 2016 was a record at 11,500 square metres, as was the number of exhibitors at 140. AWISA general manager Geoff Holland remarked that venue and show contractors commented on the high standard of the show, with one venue senior manager saying that it was the best trade show he had seen in all his years at the centre.



Well then, so much for Melbourne - what about the next AWISA show? The choice of venue for 2018 will be made in due course by the AWISA board. The re-developed International Convention Centre at Sydney's Darling Harbour will open late this year, but will have to satisfy AWISA on logistics and other issues before the board makes a commitment to this venue or other location.

So yes - AWISA 2016 did surpass expectations. People not only attended the show to look, but also to buy. Clearly the measurable advances in machinery innovation and technology, and related benefits to productivity improvements just could not be ignored in the present competitive business environment. Certainly industry participants flocked to see the latest machines on offer and all working live. ■



by Geordan Murray
Economist - Housing Industry Association

Residential building boom still in full swing



THE LATEST ROUND of official building data from the Australian Bureau of Statistics reaffirmed that the industry is in the midst of an unprecedented residential construction boom. There were a total of 59,684 homes commenced during the March 2016 quarter which was a new all-time high. Given that the strong March 2016 quarter followed on from a string of strong quarters during 2015, the total number of dwellings commenced over the last year reached almost 230,000. However, the current boom is unlike any other that has come before it. There is a huge regional divergence in the levels of activity in various markets around the country, and the mix of dwelling types being built has changed dramatically.

In previous periods where we've seen a boom in residential building activity detached house building has made a significant contribution to the overall surge in activity. In contrast, the current cycle has been driven by huge growth in the number of apartments being built. For the very first year on record, we've seen the number of new apartments commenced exceed the number of detached dwellings commenced. In the year to March there were a total of 115,938 dwellings started in multi-unit developments and only 113,650 detached houses.

Truth be told, 113,650 detached house commencements in a year is a very healthy level of activity for this part of the market but it is still some way off the record (132,376 in 1989), and is slightly below the current cycle's peak of 117,151 reached late last year.

The strong level of detached house construction has been driven by the eastern seaboard states. Victoria has

continued to produce strong levels of detached house building, Queensland has posted a reasonable recovery after the post-financial crisis slump, while the New South Wales market is well and truly awake after its decade in hibernation. From a national perspective, the strength of the eastern seaboard trio more than makes up for declining activity in Western Australia and soft conditions in South Australia, although this is of little consolation for those operating in these two challenging markets.

Amongst the minnow jurisdictions, detached house commencements have been relatively healthy in Tasmania and the Northern Territory, but in the national capital detached house starts dropped to a decade low.

As I mentioned above, a large share of the growth in the current cycle has been due to the surge in apartment construction. Looking at the geographic spread of activity shows the vast majority of the apartment construction activity has been within the eastern seaboard trio, where the New South Wales, Victorian and Queensland markets collectively account for about 89 per cent of all non-detached dwellings commenced.

To further highlight the geographic concentration of activity in this segment, over 75 per cent of the multi-unit dwellings approved during the last 12 months have been in the greater metro areas of Sydney, Melbourne and Brisbane. This huge surge in supply in a few relatively contained geographic areas has raised a few eyebrows.

To date, the rate at which new apartment projects have commenced has fallen short of the number of dwellings



being approved. As a consequence, the pipeline of approved work awaiting commencement reached a record high at the end of 2015. Provided there are not casualties amongst the projects that are yet to commence, the pipeline will sustain a healthy level of commencements for a few quarters yet. However, that is only one assumption that could be made regarding the conversion rate.

A high conversion rate (from a project approval to commencement) may be the base case, but there is no hiding from the fact that the record pipeline of apartment projects generates considerable (unprecedented) uncertainty as to the outlook for the new home building cycle. Should an alternative situation arise where the conversion rate drops significantly, then the downturn in activity could be rapid. That outcome would flow through to a bigger drag on broader domestic economic activity. It will be very important to keep a close watch on conversion rates and related information as it comes to light through 2016/17.

The surge in new home building over the last few years has raised concern about the potential for Australia's housing market to be oversupplied. In discussing housing shortages and oversupply, it is not particularly useful making generalisations about Australia's national housing balance - there are far too many geographic disparities in population growth, household formation, and dwelling mix. It is far more useful to assess housing balance on a market by market basis. The recent census will provide some timely insights in this regard.

Nevertheless, the current cycle will provide a boost to the nation's housing stock. If we only consider the projects currently underway, there are a large number of apartments set to reach the market throughout 2016 and early 2017. When these dwellings reach completion, the additional housing stock will alleviate supply pressures in these markets - this will gradually become evident in rental markets and dwelling prices.

This presents a risk given that rental price growth nationally is already at a two-decade low and there are a number of capital cities recording falling rental prices. However, it is worth noting that Sydney and Melbourne have recorded the strongest rental price growth amongst the capital cities and that these two states have recorded the strongest surge in housing supply. Not surprisingly, these two states have also posted the fastest rates of population growth.

If your key market is aligned with activity in the market for new detached house market, you could be forgiven for questioning why your new orders don't quite reflect the biggest residential building boom in history that tabloid headlines describe. Furthermore, if your key markets are outside of the New South Wales, Victoria or south eastern Queensland you could rightfully question whether there is actually any positive momentum in the market at all. However, if you have been fortunate enough to ride the boom in apartment construction in capital cities on the eastern seaboard, make hay while the sun shines - the current level of activity is unlikely to be sustained. ■



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Disassembling and recycling boats saves trees

Confiscated boats to be disassembled and the timber recycled and a coffee table made from reclaimed boat timber.

For perhaps a couple of decades now governments in Southeast Asia, and the Australian government have been sinking, or otherwise destroying boats seized because of alleged people smuggling and illegal fishing activities. The motive behind this action seems to have been to deny perpetrators the opportunity to reuse these vessels for unlawful purposes.

Most of these boats originate from Indonesia and are made from high quality Indonesian or Malaysian hardwood timber. Some contain teak.

To its credit the Malaysian government has recently permitted confiscated boats to be disassembled, rather

than being sunk at sea or burnt, and the timber to be recycled. The environmental benefits of such a progressive policy are obvious. Valuable tropical timber can be reused, carbon can continue to be stored to assist in ameliorating climate change impacts and there is a bit less pressure on tropical forests to supply timber.

It will now be important to find commercially attractive domestic and potentially export markets for the timber reclaimed from these confiscated boats. Work to this end has been initiated. In the meantime local artisans are making a number of items from the reclaimed timber to test domestic and tourist markets. ■



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 **BIESSE**

by Simon Hodgson

What happened to natural stone?



stone

WITH THE ANNUAL Marmomacc show in Verona, Italy starting in late September, bench surfaces and related products are back in the design headlines. It is estimated that close to 1000 Australian and NZ designers and stone masons will travel to Northern Italy to see the latest in finishes and manufacturing techniques surrounding the stone industry.

Prompted by an invitation to talk at the Euroroc (European and International Federation of Natural Stone Industries) Annual Forum, my thoughts turned to the fact that here in Australia, products such as reconstituted stone, solid surface and now porcelain based materials such as Dekton and Neolith seem to have diminished the natural stone market to the point where it is uncommon for natural stone to be the prominent bench surface in a new home or a renovation.

An interesting factor in the plight of natural stone is how the Australian consumer sees a new kitchen compared to their counterparts in many European countries. Europe, specifically Italy, Germany, Spain and France hold the same view on a new kitchen as a car, a lounge, clothing etc – it's fashion, not a product. The fact that the majority of Australian consumers regard renovations as product driven, rather than an update from a fashion perspective diminishes our ability to have a larger industry. In Europe kitchens

are replaced (on average) every eight years – in this country it's about sixteen – effectively halving the potential for this industry.

Why? Because we see cabinets and tiles and bench tops as a product that has to last a thousand years - not a fashionable item. So what is fashion and why does it appeal?

Fashion is often described as the "relevance to what's out there". It is the driving factor behind decision makers everywhere. Fashion distracts (where style connects) - fashion takes the focus away from ourselves whereas style will always bring the attention back to us. Fashion is always shifting, look at the car industry, clothing, even travel. But, in the kitchens and bathrooms across Australia, it isn't a common commodity. Fashion appeals on so many levels - in clothing "fast fashion" is all the rage, but in household furniture, fashion is only created by those in the design community who see distinctive mixes of products to create new and appealing manufactured goods.

There are many out there who will claim that their own individual style in design and specification, is of sorts, fashion itself. From the unsuspecting, and sometimes uncontrollable urges of the mind, a common mix of materials and some clever,

a renaissance is underway

but repeated use of design, is seen by them as not only innovative, but trend setting.

So why did natural stone lose its market share and become as ancient a product as it really is? I spoke with Nathan Karpenko, NSW state manager of stone sales at CDK Stone, one of Australia's leading stone suppliers who has some interesting theories on the decline of natural stone sales in Australia.

Price is a factor in every component - stone is not alone. And as Nathan explains we all know what happens when demand outstrips supply. "Osama bin Laden's family became the largest shareholder in an Italian firm that quarries Tuscany's prized white Carrara marble, which was used by Roman emperors and the builders of London's Marble Arch." On further investigation I found that the Bin Ladens (who have made a name building many mosques in Saudi Arabia and across the Middle East) are using ever increasing amounts of the same types of marble that Renaissance artist Michelangelo famously used to create his sculpture of David, an icon of Christian art.

The Saudi Arabian construction group, controlled by the Bin Laden family is already a big customer of the luxury marble, buying 40 million Euros worth in 2014 – about 20 per cent of the quarry's output – said Antonio Menchini, a lawyer who represented the group during the purchase, in an interview with London's Telegraph. "This is likely to grow, and I believe the group sees this as a strategic investment and has plans to enter the business of working the marble on site rather than just quarrying it".

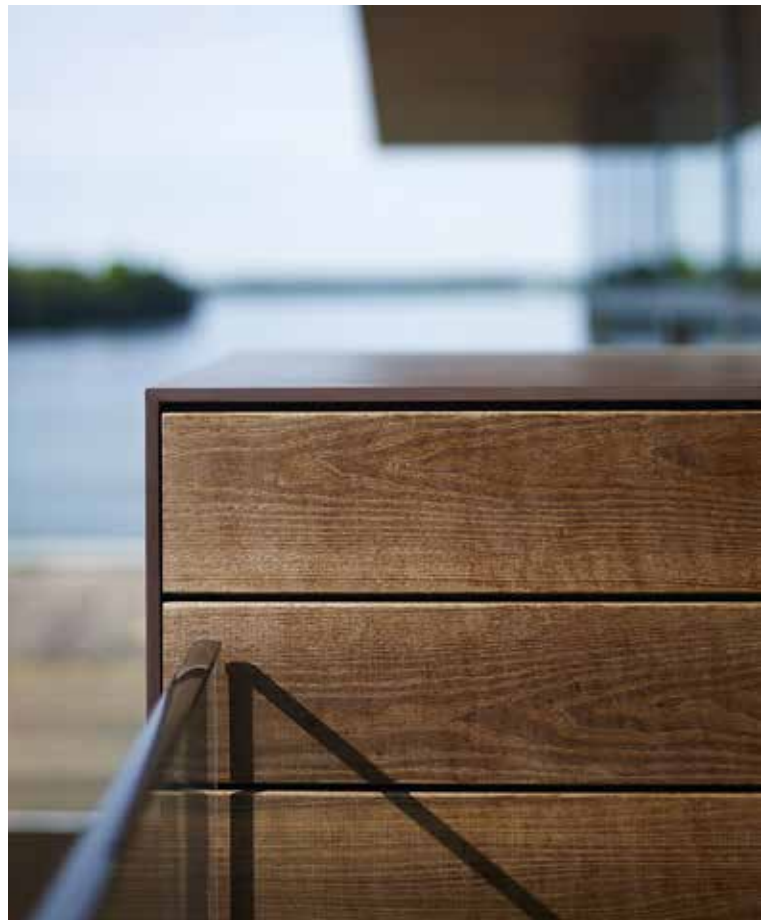
The deal to invest in Tuscany was sealed in July 2014 when a subsidiary of the Bin Laden empire signed a 45 million Euro deal to take a 50 per cent stake in Marmi Carrara, buying out the stakes held by four local families. Marmi Carrara in turn holds a 50 percent stake in four quarrying firms that between them hold the right to quarry one third of the marble, about 400,000 tonnes annually. Take that little stockpile out of just one product and you don't need too much imagination to see why Carrara and the like attracts the price it does today.

Then there is the rise of reconstituted stone in Australia. Apart from the well known fact that designers and consultants across the country fell in love with reconstituted stone almost overnight, relishing in a new product that "overcame all the problems with natural stone", stone masons were given a product that was consistent in density and thickness and improved manufacturing margins. However, as Nathan Karpenko quite rightly points out "reconstituted stone also provided consumers with the advantage of choosing a

product in a showroom by looking at a 100 x 100mm sample knowing that the rest of the slab was exactly the same rather than having to contend with the variances of a natural slab."

But times are changing and the supply chain sees opportunities in natural stone they haven't seen for a very long time. Marble is one of the oldest and most beautiful stones available on the market for countertops. It's a metamorphic stone resulting from limestone being subjected to immense pressure for long periods of time. Marble's popularity began in ancient Rome and Greece, where white and off-white marble was used to construct a variety of structures, from hand-held sculptures to massive pillars.

Today, marble as a centre piece (or feature) continues to grow in popularity, in addition to it being used across a complete kitchen and whilst there is no doubt that marble is as classical and as luxurious as it gets, consumers have always to be made aware of the care and maintenance that is required. For some this is the deciding factor, swayed by the ease of ►





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technology assists the reinvigoration of the natural stone market



► change that a designer can instil in a client's mind, but for me, the beauty and warmth of marble will always have its place in the home - not every home, but some.

What will reinvigorate the natural stone market will be the release in Australia of Sensa by Spanish company, Cosentino. Cosentino has reformulated its exclusive stain protection called Senguard NK with the twofold objective of improving protection against tough stains and so that it is particularly effective in white or light granite. This manufacturing development, which comes with a 15 year warranty, makes the granite repel liquids like water or oil and provides efficient protection against all types of stains, extending the durability of the material and without changing the appearance or the feel of the stone.

A porous material absorbs any liquid by suction, thus reducing its life. However, the Sensa® treatment alters the surface tension of granite and makes it smaller than that of

the liquid, providing effective protection as liquid particles are repelled and are not absorbed. This treatment penetrates into the surface, becoming integrated by chemical bonding and resulting in an invisible protection that allows Sensa® surfaces to breathe. Moreover, this formula is also resistant to UV radiation, thus avoiding the colour from changing.

Natural stone's share of the Australian bench and splash back market has undoubtedly declined in the last twenty years. However, encouraging signs suggest a renaissance is underway and with the assistance of technology, it will be interesting to see what Marmomacc has to offer, and how our clients adapt to these changes. ■

German technology and manufacturing excellence feature of show

The large and spectacular Homag machinery and technology display was a highlight of AWISA 2016. The display at the show was again overseen by quietly spoken managing director of Homag in Australasia, Ross Campbell. Ross wouldn't tell you, but he has an impeccable pedigree in the industry and heads a team of sales and technical staff who continue to be at the cutting edge of industry innovation. Ross's understated approach to the Homag brand is complemented by unparalleled German machinery technology and manufacturing excellence.

It was really challenging to identify the stand-out from among the Homag machinery all on display and operating at AWISA 2016. Ross pointed out a few, including the show-stopping, exciting, very high tech, high volume automated edgebanding cell coupled with robotic sorting. This is an exclusive premier in Australasia at the show.

"You can expect to see more and more robots in the future. It is clear that the level of machinery networking will continue to grow," said Ross.

He suggested that the future is almost difficult to comprehend. "Widely diverse units within a factory environment will be able to communicate with each other and even organise themselves. This will provide even further efficiency and productivity increases – plus cost competitiveness benefits."

Ross indicated that Homag was able to show visitors to its stand at AWISA how to manufacture effectively and individual workshop concepts from small to large. At the entry-level end of cabinet making he highlighted the Weeke Vantech CNC nesting router.

"This entry-level machine can grow into the networked, compact workshop of tomorrow – opening up scope for new products, materials and design," he said.

The Vantech CNC nesting router comes in different sizes and it can be ordered as a stand-alone machining centre or with additional auto-loading and unloading tables, plus automatic label printing for precise handling and identification of work pieces.

Ross commented that he was encouraged by the open-mindedness of the industry to embracing higher levels of automation. "This is in part

driven by issues related to labour availability and cost, and the need to continue to improve competition and quality."

"Those I speak to see the benefits – even those relatively new to the industry – of modular expansion of workshops; a flexible response to tomorrow's needs; efficient work flows; time savings, and seamlessly integrated software," Ross said.

He added that higher levels of automation were in the minds of visitors. "There is a declining enthusiasm to do manual work. So getting machines to do the work is now essential."

Commenting about the state of the market Ross said the reality was that cabinet making and related industries now faced greater exposure to international competition. "The door is now well-and-truly open, and Australian companies need to be as good as or better than imported products and at least at a similar price."

He pointed to the Homag Automation TLF 211 plane storage system. "This automated warehousing system sells itself. We have 37 units already installed in Australia and anticipate that number will climb to over 40 after the show."

This automated warehousing system delivers real improvements in productivity and to the work place environment. The storage system almost avoids the need to operate forklifts on the factory floor.

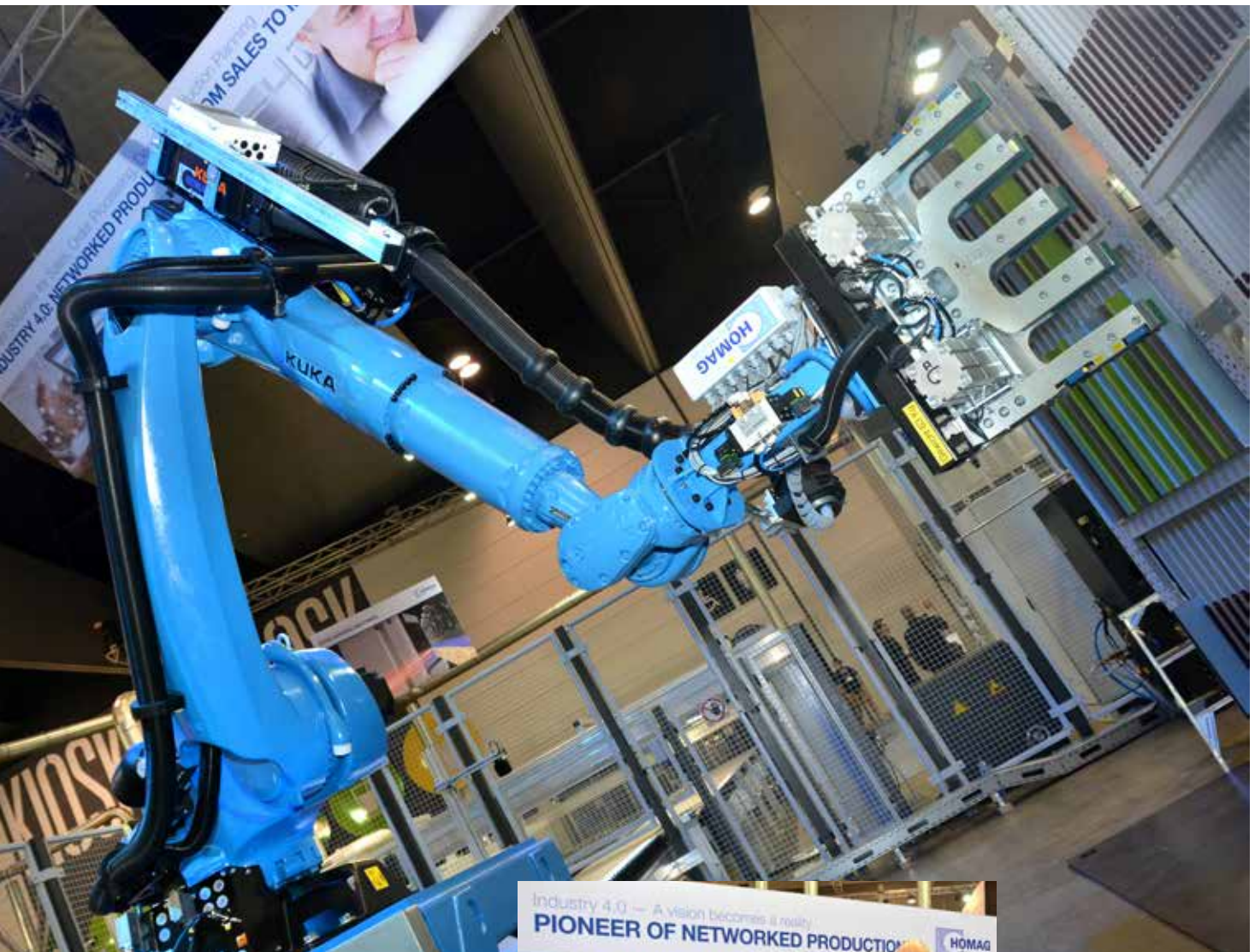
"This has important workplace safety benefits. In addition to managing the flow of panels to router production lines the TLF 211 also manages panel off-cuts – hugely important in terms of overall manufacturing efficiency," Ross said.

Ross is quietly enthusiastic about Homag's performance in Australia. "Well after all these years I think experience, innovation and a wide range of services remain the calling cards in the development of Homag Australia's success."

"I am also proud of the brand loyalty created amongst Homag Australasia's customer base but it wouldn't exist without good service. That's why we strongly focus on service, both in spare parts, and in quality of our technical staff," Ross said.

"Homag will always be the technology leader of the industry and our customers share our



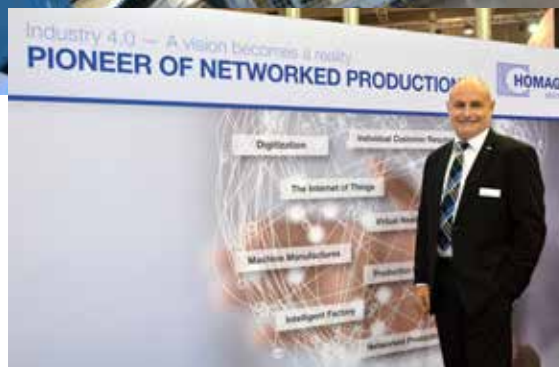


successes by always remaining a step ahead of their competitors."

Ross concluded that Homag Australia will continue to meet market demands with cutting edge technology – building on a legacy of commitment to its customers.

"We continue to be confident about Homag's performance. We are proud to be able to say that we are backed by well-established and recognised credentials for German engineering excellence. So Homag continues the tradition of German engineering and manufacturing innovation and performance that leads the world."

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Above: Exclusive premier in Australasia at the show, the exciting very high tech, high volume automated edgebanding cell coupled with robotic sorting.

Left: Ross Campbell, managing director, Homag Australasia ... heading a team of sales and technical staff who continue to be at the cutting edge of industry innovation.



Below: Part of the impressive Homag team at AWISA 2016 ... assisted by unparalleled German machinery technology and manufacturing excellence.

FCJA gains traction with increased collaboration across industries

AUSTRALIAN furniture and joinery makers and designers are collaborating to build a globally recognised 'Aussie brand' image.

The catalyst is the current apartment and renovations boom and rising interest in bespoke design.

The Furniture Cabinets Joinery Alliance (FCJA) has gained new traction since it was established in 2011, developing a strategic plan supported by multiple industry sectors and recognised by government.

FCJA represents a \$33 billion industry employing 130,000 people in the manufacture of furniture, in-built cabinets, kitchens, bathrooms, windows, doors and shop and office fittings.

Founding members are the Furnishing Industry Association of Australia, the Cabinet Makers and Designers Association, the Australian Window Association, the Australian Shop and Office Fitting Industry Association, and the Australian Woodworking Industry Suppliers Association.

The strategic plan aims to ensure the future viability of locally manufactured products, embrace design and innovation as a core characteristic for future growth, maximise share of the domestic market, adopt latest technological developments and attract more highly skilled, highly trained workers.

Ron Scott, chair of FCJA, said that through a single, united voice, the FCJA has fostered strong engagement with federal and state governments, sturdily advocating its principles through a round of meetings with federal ministers, parliamentary secretaries, ministerial advisers and

government officials. "Collaboration across industries also simplifies the fit-out process for customers," he said. "In this sector of the market there is a lot of activity in home renovation, but less of a desire by consumers to have multiple individual sub-trades to manage."

"To meet the needs of an intelligent market place, our suppliers are better placed to service the clients if they collaborate with others using the combined and different skills to better meet a holistic need."

Mr Scott said FCJA was also keen to contribute in a united way to standards and certification processes, drawing on the knowledge, experience and requirements of members. ■



FCJA chair Ron Scott (right) and policy adviser Peter Kreitals (centre) visited the Brisbane office and laboratory of the Engineered Wood Products Association of Australasia recently to update EWPAA CEO Dave Gover on the alliance's progress as a strong self-advocacy group.



Getting together at a Furniture Cabinets Joinery Alliance skills roundtable during AWISA 2016 in Melbourne are, from left, Bronwyn Foord, general manager, Window and Door Industry Council, Ron Scott, FCJA chair, Patricia Neden of the Australian Industry and Skills Committee (guest speaker), Tracey Gramlick, executive director and CEO, Australian Window Association, Richard Brooks, Cabinet Makers and Designers Association, and Dean Brakell, CEO, Furnishing Industry Association of Australia.



Farmers Cabinetry

A modern take on a classic kitchen

Inspired by the textured look that came out of EuroCucina earlier this year and developed in conjunction with Lincoln Sentry to launch at AWISA 2016, the new Farmers Weathered Oak range offers a modern take on a classic kitchen. Available in the Farmers ANY1 colour system, this new look can be tailored to suit your project.

The new Weathered Oak door, painted in a dark grey colour from Dulux – 'Oolong', was featured in the Entertainer's Kitchen area on the Lincoln Sentry stand. The kitchen was complete with a custom Farmers Weathered Oak table top and also featured the Shaker door from the Farmers new Hamptons range. Available in the Farmers ANY1 Colour System, the Hamptons range is without the distressing marks and indentations of the original Farmers range and is finished with a white melamine back for the more budget conscious home owner that still wants a quality high end look.



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or contact our National Customer Service Centre on 1300 551 919



Why 5 axis machining?

Around 20 years ago, the solid timber industry saw a massive leap forward with CNC technology becoming an affordable proposition for all manufacturers. Now the industry is ready to take the next step forward with 5 axis machining.

Companies often make the common mistake of assuming they don't need a 5 axis machine. In some cases this is correct; however it does lead to a greater tooling expense. When offsetting the machine purchase cost against ongoing tooling costs, the 5 axis machine becomes a viable proposition. In today's manufacturing landscape, versatility is key. Having the ability for a spindle head to rotate through 360 degrees using all of the tooling opens up a range of options. The joinery market is one area where 5 axis machines prove to be particularly popular. Solid timber windows, door componentry and stair manufacturing, all with a variety of cut angles and profiles, can be done on both 3 and 5 axis machines.



Practical advantages of the 5 axis machine

Speed of setup time - relocating, or complex jig adjustments are not required. The product is loaded and the machine takes care of the rest - all faces can be machined, including intermediate angles. Multiple setups are eliminated.

Production times and tool costs are reduced due to the direct nature of the spindle drive. This gives a higher quality finish, with extended tool life. Less tooling is required as each tool can be utilised at every angle, so no need for aggregate heads. This provides a significant long term saving.

All components, all designs and all specials can be completed in a timeframe and method which makes them practical and profitable. Furniture designers using a 5 axis machine will have virtually no limitations. Accurate mitre joints, dowel holes on angled faces - shaping and profiling on a 5 axis machine can allow for some amazingly unique furniture.

Thanks
**FOR BEING PART OF A
RECORD BREAKING AWISA SHOW**

AWISA saw the latest in software technology on display. The Show saw Planit launch **Vortek Spaces** and **ELaser**, in conjunction with Cabinet Vision and Alphacam. Planit's range of software solutions provide businesses with the right tools for measuring, designing, presenting and manufacturing.

1300 855 411
www.au.planit.com

See our Facebook Page for more videos or photos from the show.
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“It's reassuring to know you've invested in the right company when you see the size of the company and number of staff. We have the confidence that they'll be able to help our business succeed.”

Luke O'Shea | Cos Interiors



Which machine is the right one?

SCM Group has been at the forefront of 5 axis technology for many years, with three European factories specialising in the research, development and manufacture of 5 axis machines. The group's latest release has seen worldwide acclaim.

The SCM Accord 25 FX, the best-selling model of machining centres in the Accord FX range, is a dedicated solution to solid wood processing. The Accord 25 FX has been enhanced with new options specific to the doors and windows sector and provides the utmost 5 axis performance with minimum investment.

The modern construction industry requires energy efficient buildings, doors and windows with thicknesses of oversized section. For window and door manufacturers, this translates into a need to machine different types of profiles.

The Accord 25 FX has been designed to meet the needs of small and medium-sized companies. It combines state of the art technology with extreme ease of use for flexible productions of doors, windows, stairs and solid wood parts. On request, the machine is also capable of machining other materials such as plastic, composites, resins and light

alloys. Whether kitchens, furniture, staircases or windows and doors are being manufactured, the SCM Accord 25 FX can suit the process. The SCM Accord 25 FX is available in numerous sizes and comes with six rails for easy setup of single component manufacturing.

The machine base is a compact and sturdy construction developed to guarantee long lasting precision and accuracy. The large mobile gantry ensures a high speed, high quality finish for the processing of every kind of material.

The Accord 25 FX 18.5 kW electro spindle is anchored directly to the machines cross beam, giving the most absolute rigidity available. The Accord 25 FX has a large 250mm panel passage. All tool changes are automatic, and the machine has both onboard and lateral tool changers – with a total tool capacity of 28 tools. These features, combined with the maximum capacity of the tool magazines (up to 44 positions), allow manufacturing of several different profiles without the need to replace tools.

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Frank Nemec made a telephone call recently

Frank owns and runs Eden Joinery, named for its home town on the Sapphire Coast along southern New South Wales. With an instinct for working in wood and a passion for his business, over the years Frank turned humble beginnings into a thriving venture with many domestic clients. For many years he has supplied the local building industry with kitchens, wardrobes, vanities, staircases, anything related to wood.

Quality and precision, Frank says are hallmarks of his success, and that using Altendorf equipment has improved the efficient operation of his workshop.

Twenty years ago Frank made the time to attend an AWISA show in Sydney, something he had wanted to do for a long time to judge for himself claims about the latest innovations in the trade. Seeing machinery manufactured by the German company Altendorf at the show, reminded Frank of his time in Austria working as a joiner and carpenter making sets in the movie industry, and the reputation of quality and reliability of the brand. Frank believes that the best equipment in the world is manufactured in Germany, and tells his family that if you want something that will last to buy German products.



Although he did not intend buying any new equipment, and had a suitable saw in his workshop, Frank was intrigued by the capabilities of the Altendorf Elmo series of sliding table panel saw machines. He realised that the ease of operation and the machine's precision would help run a more efficient and profitable business, making more and better quality product.

Vit Kafka, who at the time was just beginning his career with Altendorf, listened to Frank talk about his business, and his needs, and suggested the Elmo4, where both left and right sides are computerised. Frank decided on the Elmo3 where only one side is computerised. He thought it would be easier and more comfortable to operate, and appreciated that Vit was not pressing him to buy the Elmo4 which was higher in price. Frank was so impressed that when Vit completed his demonstration of the equipment, Frank bought the machine right off the showroom floor. On a later occasion, when the obvious question came up about how the machine was going, Frank admitted that while he was very happy with it, he now realised the Elmo4, with crosscut fence computerised, would have made an even bigger difference.

In fact, little did Frank realise his visit to the Altendorf stand would begin a loyal and lasting relationship with the company, and a friendly professional relationship with Vit, who says, "The relationship with Frank is quite simple. He understands that I would never suggest something which wouldn't work for him, that we are a trusted brand. At the end of the day, we have a machine for any type of business. It's really important for us first of all, to identify where the machine fits into that person's business. It's no point in trying to sell somebody a top of the line machine, for example, when they need a basic manual machine. So for us, it's all about the customer, and all about what they do, and their manufacturing process."

The Elmo became like a trustworthy worker in Frank's workshop, and he describes the after sales service as exemplary with regular on-site services. The helpful representatives are always ready to help solve any questions that may arise. "Once you buy a machine from this company, you become part of the family. It's a company that doesn't rely on just selling. They have a relationship with the joinery business themselves," says Frank. He appreciates how it is a well-run company, and that the people believe in their products and accept the responsibility to do the right thing by the customer, nurturing the relationship between the company and client, putting the needs and satisfaction of its clients first.

it's all about the customer,
and all about what they do and
their manufacturing process



The call that Frank made recently was to Vit, who today is the managing director of Altendorf Asia Pacific.

After 20 years of using the Elmo3, Frank wanted to upscale to the Elmo4. As he is getting on in years entering his eighth decade, he wanted to update to a model that needs less manual work. The F45 Elmo4D is completely automated. Vit says, "He rang us and said he was finally going to get the machine he should have got 20 years ago with both sides computerised. Frank's old model was sold on to a new owner for another twenty years lease of life."

Speaking from his workshop, Frank reflects that the company didn't just simply hand over the equipment. He is pleased with the installation and technical instruction he received. After some training he has become familiar with all aspects of the machine and the computer controls. Using the computer screen makes for easy operation. Frank quips that now he just keys in the numbers and the machine does the rest.

ALTENDORF ASIA PACIFIC PTY LTD
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"Once you buy a machine from this company, you become part of the family. It's a company that doesn't rely on just selling. They have a relationship with the joinery business themselves."

Inaugural national Furniture Cabinets Joinery Alliance awards announced

TOP HONOURS went to Individual Design and Construction in Melbourne, and G. James and Ultraspace in Queensland, in the inaugural Furniture Cabinet Joinery Alliance (FCJA) Awards for Industry Excellence.

The award for Industry Excellence in Design Innovation went to Individual Design and Construction for its kitchen featuring a breathtaking sculptural form for the white island

kitchen bench. Aptly named, "The Iceberg", island bench showcases the design flair and commitment in creating a one-off piece that is innovative as well as functional. There were countless hours of design, development and trialling work to sculpt the final product that was fabricated from Corian.

The Award for Industry Excellence for Technical Innovation went to G. James and Ultraspace. The judges recognised the technically demanding brief with the finished product not only meeting client expectations, but exceeding them.

Perched atop a picturesque part of Campbell's Pocket located approximately 70 km north of Brisbane, this residential masterpiece captures spectacular panoramic views of the Glasshouse Mountains and Caloundra, in the north, and Moreton Bay in the south.

At night, the lights of the Sunshine Coast and Brisbane City illuminate the outline of the surrounding ridge line. The immaculate design and final product celebrated the view as well by using as much uninterrupted glass as possible.

According to Ron Scott, chair of the FCJA, the inaugural awards is a celebration of the quality of the Australian design industry and the breadth of talent on offer.

"The innovation and skill level from all the entries reflect the vast suite of creative thinking and execution our designers have in spades. It is an exciting time in our industry when organisations such as Individual Design and Construction and G. James and Ultraspace create such magnificent end products".

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Designed exclusively for Wilson & Bradley and the Australian market, are the new Orion grey range of Sige pull out waste bins, under sink bins and under sink drawer units.

These units all come with soft close runners, in a variety of bucket sizes, and are available to suit a range of cabinet sizes meaning there is a bin to suit the smallest of kitchens to the largest of families.

An exciting inclusion to this new range is the under sink bin unit which fits perfectly around under sink pipes allowing you to make use of every corner of your kitchen.

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Product innovations from Hettich set to change the standard of Australian homes

Over 8500 visitors across Australasia travelled to the largest woodworking exhibition in the southern hemisphere AWISA in Melbourne 6 - 9 July. Hettich's 240 square metre stand attracted many engaged and interested visitors over the four days.

"The 2016 AWISA exhibition provided Hettich with the opportunity to present a large array of new products with a particular focus on drawers, hinges and sliding and folding segments. Visitor numbers exceeded our expectations, with many interested in our extensive drawer and hinge system offering. The launch of the new InnoTech Atira drawer system was well received and created a lot of interest with visitors with its striking design and clean contours", says national marketing manager Corene Roberts.

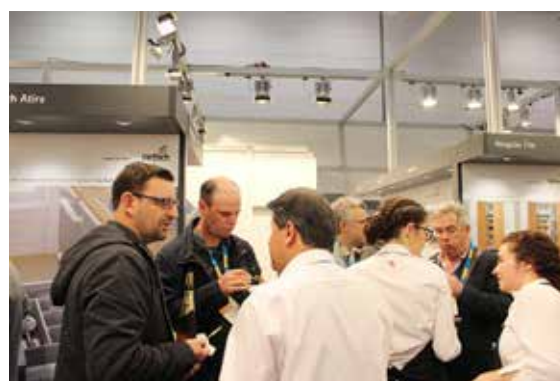
Undoubtedly the highlights of AWISA for Hettich were the unveiling of two recently awarded iF Product Designs for 2016. AvanTech premium drawer system and the Sensys shallow cup door hinge.

The stand was designed to allow visitors to view, and experience, the full range of Hettich products, before the final reveal of the Hettich ArtCube at the end of their journey. Both products impressing visitors the AvanTech drawer system high quality 13mm aluminium drawer side profiles sleek design, running on the new Actro 5D runner the hidden secret for the drawers performance. The new Sensys thin door hinge with its extremely shallow cup of 7.8mm provides maximum design flexibility in making a mark of distinction.

For the first time, Hettich had a dedicated area for providing an overview of Hettich's comprehensive eServices package. Visitors enjoyed the interactive session with Hettich's IT Specialist, demonstrating the advantages and benefits to their businesses.

"Visitors were able to immerse themselves in the Hettich world of products, through a variety of trend and technical exhibits on the stand, at the biennial exhibition. Experiencing how Hettich products could work to make living spaces work beautifully. We couldn't be happier with the success of the AWISA exhibition in Melbourne and look forward to 2018," says Corene.

HETTICH AUSTRALIA
Phone 1800 687 789
www.hettich.com



Making a software statement

Planit Cutting Edge Solutions was excited to be attending AWISA 2016, with the company having exhibited at every AWISA since the show began in 1988. General manager Stephen Cugley said Planit valued the opportunity the AWISA show provided to meet face-to-face with businesses and present information and concepts that will contribute to the growth and improved performance for their companies.

Since 1984, Planit has been a leading provider of software solutions to the woodworking industry in Australia and New Zealand. Planit software solutions provide companies with the tools to produce and sell goods, such as cabinets and joinery for homes, offices, shops, schools, and hospitals, as well as other commercial projects.

Stephen said Planit's team at AWISA 2016 was able to show customers the benefits of increasing automation and to demonstrate software packages specially developed for design and manufacturing functions.

"Increasing automation with Planit software can lead to increasing productivity, time savings and driving design and manufacturing operations further," he said.

Stephen stressed that overall business performance, and not just machine operations, was the critical consideration in conversations. "We can assist customers to identify aspects along the entire manufacturing chain and

provide software solutions to optimise processing efficiency and profitability."

"So we focus on improvements to overall business. We place great importance on our ongoing relationships, working collaboratively to improve business performance," he said.

"We always aim to make our customers self sufficient, so they have control and don't need to call for technical backup unless they really need to."

"At Planit we are big enough to really assist our customers in areas like design and automation, enabling us to provide companies with a full range of software solutions, including the ability of companies to provide visual and virtual presentations when developing design concepts and quotes," Stephen said.

He added that Planit's substantially expanded presence at AWISA 2016 was in part to say thanks to the company's loyal customers and to respect industry participants and to give something back.

"The show provided us with the opportunity to demonstrate software options and solutions to existing and prospective customers. It also gave us the opportunity to sit and discuss what we have to offer to further support our industry over a coffee or casual drink."

Planit had the latest versions of Cabinet Vision, S2M Center and Alphacam on show at AWISA 2016. ELaser was also launched in Melbourne. ELaser uses the latest laser



Stephen Cugley, general manager ... valued the opportunity the show provided to meet face-to-face with businesses.

measuring technology, allowing users to create a room model or bench top layout from the points measured around the room. Benefits include improved accuracy, reduced mistakes and the need to remeasure. ELaser is ideal for a variety of applications such as cabinet layout, shop fitting, wall panelling, counter tops and more.

"The unique way in which our software solutions can be integrated allows us to work very closely with our customers to determine the right solution to suit their individual needs. Planit products are integral to the success of thousands of companies worldwide, from small to large, and across every aspect of manufacturing," he said.

"At Planit, we understand the important factors for customers to stay competitive in today's market conditions. Our solutions are designed to increase productivity; reduce errors and wastage; streamline processes and react quickly to new market conditions," concluded Stephen.

PLANIT
Phone 1300 855 411
www.au.planit.com





AWISA 2016 - another success for Häfele

2016 saw the AWISA exhibition return to Melbourne where Häfele showcased many of its innovative products and designs in an impressive two storey building, housing kitchen, wardrobe and bathroom joinery all by Häfele's own award winning design team.

A major highlight this year were products engineered by Häfele. Free Flap Family with a preview of the new electronic Free Flap systems, Loox lighting and the latest Loox integrated sound system. Slido sliding and folding door hardware including Häfele's new Twinline bi-fold door system were a big hit.

Most exciting was the introduction of the all-new Häfele MX double wall drawer with synchronized full extension runner and soft close feature, produced out of Häfele's drawer plant in the south of Germany in four colour options.

To complete the innovative offering, Häfele unveiled the latest from its exclusive partners, Kessebohmer, Salice, Ninka, Hailo and ECU.

Kessebohmer's "night range" of black pullout systems including, LeMans II corner pull out and Convoy pantry family are bang on trend. Hailo's well thought out waste management systems and the versatile Ninka Connect drawer divider range was also a hit, as was the latest ECU Frontino flush finish sliding door hardware.

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Increasing production with TigerStop's automated fence technology



In 2008 Colin Itzko had a grand vision of starting his own top of the line commercial glazing firm. It was smack dab in the middle of the financial recession, but he was determined, and thus, Itzko Glass & Metal, or IGM, was born.

IGM is now one of the leading design-build glazing contractors in the United States. Colin and his team of 20 design and engineer everything in house, and partner with architecture firms, developers, and general contractors to facilitate their common goal of constructing sustainable buildings throughout the region.

Using social media as a marketing channel

Colin was able to defy the odds thanks to his unwavering tenacity and in part, his use of technology. He was an early adopter of social media and shared IGM content on various social networking platforms. "We were one of the first construction companies on Facebook back in 2010, as well as on Instagram. We made use of social media to showcase our work. We've found that this allows people from all over the world to see what we do and what we are capable of."

Not only does Itzko pride itself in being savvy online, the company uses leading manufacturing technology to produce excellent work. Colin explains, "IGM prides itself on the utilisation of technology and integration of technology and new methods in all of our work."

Using TigerStop's technology

In 2011 the team incorporated TigerStop equipment into its production cycle. "We use a TigerStop automated fence on our chop-saw for our non-ferrous metal fabrication. We have the ability to take shop drawings from preconstruction and update them with rough opening fabrication sizes after field measurement. We then kick this data into an IGM standardised Excel format which our employees use during fabrication."

TigerStop equipment has integrated nicely into the IGM manufacturing process and employees have had success operating the equipment as well. Colin further explains, "Our TigerStop not only saves an abundance of time, it's easy and trustworthy for our employees to use. I would say that having it has allowed us to speed up production while not

jeopardising the safety of our employees. It has helped us complete 5-6 times the amount of work per year."

Being able to complete many times the amount of work per year has allowed IGM to remain a key player in an increasingly competitive industry. "Having this device helped set us apart from our competition while aiding in safety and accelerating fabrication. It allows anyone to walk up, punch in a numerical value, and cut 1 or 1 million of the same size. It truly is phenomenal."

Since 2010 the Itzko team has completed over 200 projects throughout Northern California. Quite an incredible feat considering the average project's scope and the prestigious clientele IGM has acquired. Some of the more notable projects IGM has completed include storefronts, curtainwalls, and architectural windows and doors for Disney, REI, Chase Bank, Target, and Chipotle. "IGM utilises TigerStop's automated fence on every project we are contracted on," explains Colin. "We literally use it for every single thing in relation to cutting."

On social responsibility

With all of the time saved using TigerStop equipment, one would think the IGM team might kick back and relax on occasion. This is hardly the case. The company's founder has done an incredible job giving back to the community and actively engaging the company in charitable endeavours.

IGM is a proud supporter of the "Adopt-A-Highway" program with 5 locations in Northern California. They also support local sports teams. IGM was recently featured on the ESPN highlight reel for its support of an Elite Skills Basketball Camp founded by DeMarcus Cousins of the Sacramento Kings. The camp supports underprivileged children and teaches important athletic and life skills to serve them on and off the court. Colin Itzko's impressive business acumen and philanthropic nature has earned him a nomination as a finalist in the Sacramento Business Journal's "40 under 40."

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Measuring in 3 dimensions with a Leica Disto S910 distance meter

Pioneer of laser distance meter technology Leica Geosystems has produced its best handheld unit yet. It is a revolution, something that so far has not existed.

The S910 is in many ways like a surveying total station. From any one setup it can provide the user with 3 dimensional measurements.

This is achieved by the inclusion of both a digital inclinometer and a digital compass. Combined with considerable electronic smarts, this provides the ability to position any measureable point that can be seen and compare it to any other measureable point. Measure two, ten or 30 points, they will all be allocated a 3 dimensional position in space.


This could be used for bill boards, roofing, railings, internal space, stair cases, shade cloth or hundreds of other jobs where points and angles need to be determined quickly and safely. No more ladders and tape measures. To achieve these results the smart base and a camera tripod are both available – aside from use with these accessories the S910 can be used as a normal Disto.

The Leica Disto S910 stores all the measured points into DXF file, as a floor plan, wall layout or as 3D data. This can be downloaded later in office to a PC via the USB interface or it can be viewed in the field and transferred via WLAN – many new things are possible.

This revolutionary technology expands the possibilities for measurements with laser distance meters to a much higher level. No other distance meter offers as much functionality and operational ability.

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The multiple facets of motion



Photos by Blum

Customers were introduced to new product releases and services for manufacturers at Blum's pre-AWISA 'The multiple facets of motion' event.

Blum presented a synergy of motion and technology at the AWISA 2016 exhibition inspiring visitors by highlighting Blum's numerous innovations, comprehensive product offer, digital services and practical support tools.

The underlying theme "The multiple facets of motion" for Blum's AWISA and pre-AWISA customer event provided a platform for Blum to introduce its new motion technology Tip-on Blumotion, the 100% mechanical opening and soft closing support system to its Australian customers. In addition to this introduction was the extension of Blum's Legrabox range to include Legrabox Free, creating new design options for Legrabox pull-outs and the inclusion of anti-fingerprint stainless steel to complete the Legrabox offer.

"Our customers enjoyed interacting with our range of products, services and motion technologies; they were particularly excited with the introduction of Tip-on Blumotion and the additions to our Legrabox range and eagerly await their release in September this year. As always our customers provided great insight into their product preferences, valuable feedback on new innovations and reasoning behind using Blum products," states Blum director, sales and marketing David Noakes.

Blum's assembly stand provided an opportunity to experience the latest range of devices and digital services Blum has to support the manufacturing of Blum products from design through to construction and assembly.



Customers had hands on experience assembling and adjusting Blum products; as well as using Blum's interactive digital assembly and installation support tool the Easy Assembly App.

David shares "Our focus on Blum's services for manufacturers on both our main and assembly stand received fantastic feedback with customers particularly impressed with our recently released Easy Assembly App being described as something that the market has been waiting for."

BLUM AUSTRALIA
Phone 1800 179 186
www.blum.com



Customers at Blum's pre-AWISA 'The multiple facets of motion' event interact with the handle-less furniture wall featuring Tip-on Blumotion.



The handle-less furniture wall featuring the new Tip-on Blumotion to support the ongoing trend to handle-less design.



Blum's interactive digital assembly and installation support tool the Easy Assembly App.

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The latest advances in traditional machines

AWISA 2016 was the perfect opportunity for all to get up close and personal with the very latest and greatest in the traditional machines market. A leader of the pack was the SCM Group Australia, with a number of new to market machines and accessories, perfect for the Australian manufacturing industry.

After numerous years of research and development, SCM Group Australia has released its own range of Xylent spiral cutterblocks. On display at AWISA 2016, these European cutterblocks are designed specifically for Minimax and SCM planers, thicknessers and 4 in 1 combination machines. Feed rates, number of teeth, cutter diameter are perfectly in sync - giving a slippery smooth finish off the back of the machine. Dubbed Xylent as a play on 'silent', these cutterblocks are now available on the full range.

Another first for AWISA 2016 was the new L'invincibile Six panel saw. This machine will revolutionise the way panel saws are used with the blade capable of tilting from 90° and $\pm 46^\circ$. One of the standout features is the exclusive SCM patented AP System. When selecting the inclination of the saw blade, the overhead guard repositions itself automatically. This means the machine is set up faster and safer, without the operator having to make any manual adjustments to the machine – safe and simple. The range is second to none and this panel saw is designed for the true artisan.

Another addition to the latest traditional machines range on display at AWISA 2016 was the L'invincibile T15 spindle moulder. The new standard for reliability and innovation, the T15 has a large 12" touch screen control allows users

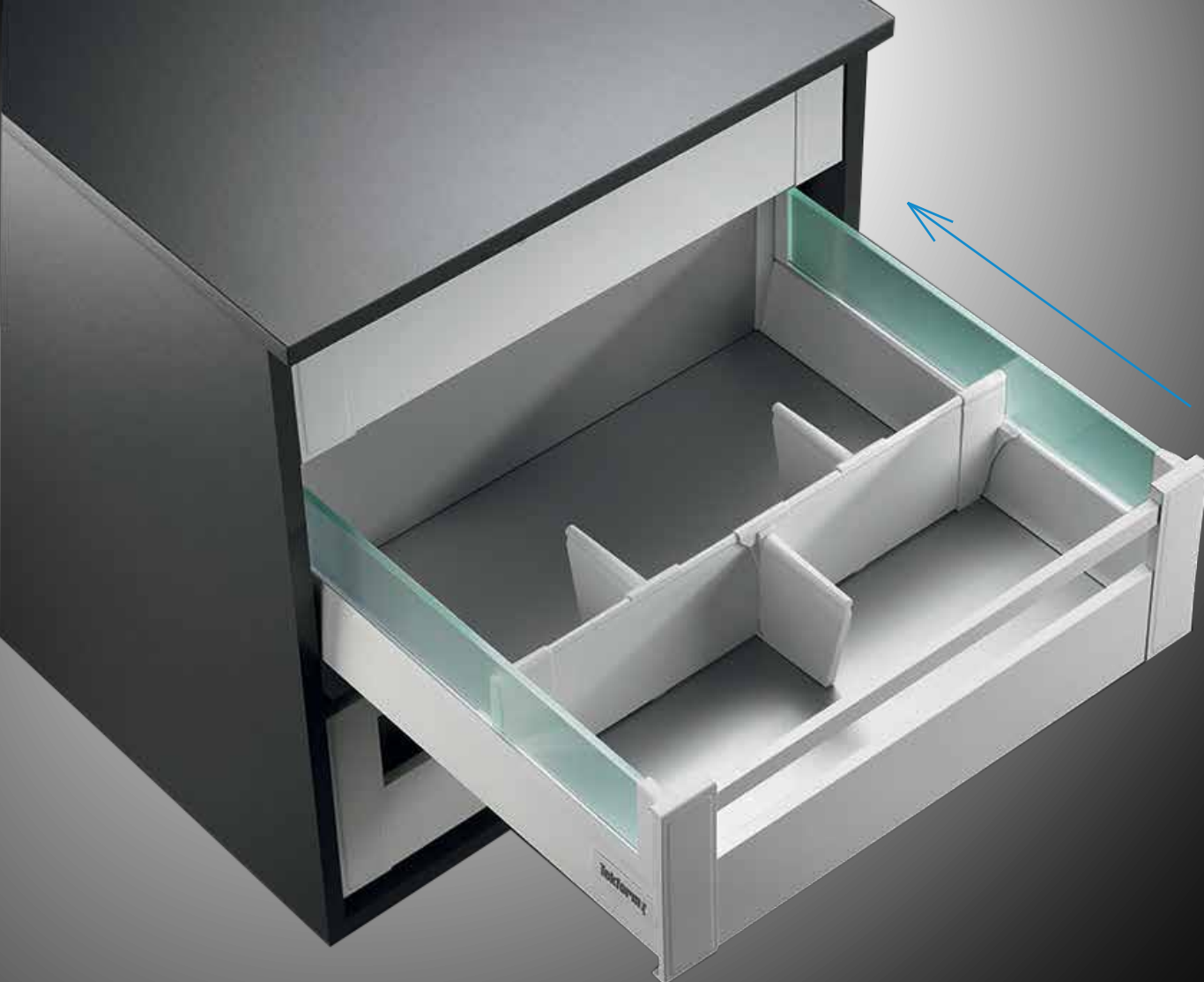
to control up to 8 axes with an easy and fast set up. The exclusive automatic tool detection system allows the machine to know all dimensions and performances of the selected tooling. This dramatically reduces the amount of setup time, and errors, in any moulding application.

"The latest updates for the traditional machines market was well received at AWISA 2016," says Lee Gabbett, managing director of SCM Group Australia. "We've seen record sales in the past for these revolutionary machines, and I'm sure that our 2016 offerings will see the same level of success for our customers."

The SCM Group has always enjoyed a well-deserved solid reputation in traditional machines, with design and technology that is second to none. For further information on the range of traditional machines, contact SCM Group Australia.

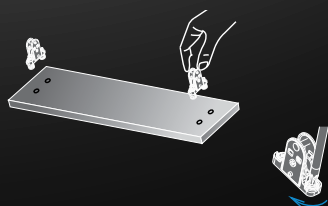
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Quality stone benches improve cabinet making efficiency

Making its own engineered stone bench tops gives Precision Cabinet Makers total control over its cabinet making manufacturing process. "This greatly increases our efficiency and the overall quality of our cabinet making and kitchen installation. This reality is clearly reinforced by customer feedback and satisfaction," says managing director Matt Schoof.

Precision Cabinet Makers is one of the larger companies in West Australia's cabinet making industry. With a 30 year history Precision Cabinet Makers is a family-owned business now widely regarded for whole-of-house, particularly kitchen cabinet making. Producing up to 50 kitchens a week the company is well-known across West Australia for supplying custom-made kitchens, vanity cabinets, walk-in robe cabinets and other types of household cabinetry, together with accompanying stone bench tops.

"The ability to manufacture our own bench tops is a central, critical part of the company's cabinet manufacturing. Yes – we can absolutely guarantee design flexibility, quality manufacturing, plus installation timings," says Matt.

The bulk of the bench tops manufactured by Precision Cabinet Makers are used for its own house fit-outs, but some other cabinet makers in West Australia are also supplied.

Equipping and commissioning Precision Cabinet Makers' stone bench top manufacturing facility was a collaborative venture between the company and Biesse Group. The central operating unit is an Intermac Master 33CT CNC machining centre supplied by Biesse, that machines the bench tops from engineered stone slabs.

The Intermac Master 33CT is configured for companies like Precision Cabinet Makers wanting to develop their own stone bench top manufacturing capability using a highly reliable machine with an excellent quality-to-price ratio and minimal human input.

Precision Cabinet Makers' Intermac Master 33CT is fitted with Diamut tooling. Part of the Biesse Group, Diamut manufactures a complete range of diamond tools for working glass, stone and synthetic materials.

Quality bench tops used for Precision Cabinet Makers own house fit-outs, but also supplied to other cabinet makers.





Reviewing the performance of the Intermac Master 33 router are Biesse's Perth-based sales representative Martin McCluskey; machine leading hand Michael Harcourt; router operator Pramod Kumarm, Massimo Mina, Biesse Group Australia.

Also part of Precision Cabinet Makers stone bench top manufacturing facility is a 4-axis bridge saw that does the initial cutting of stone slabs. Also vitally important to the overall efficiency of the manufacturing process is a sophisticated water recycling plant. With the Intermac Master 33CT, bridge saw and polishing functions using up to 200 litres of water a minute, water processing and recycling is a critical part of the business, both commercially and environmentally.

Intermac brand sales manager Craig Haidley remarks that Intermac is very proud of its relationship with such an outstanding West Australian cabinet making enterprise as Precision Cabinet Makers.

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

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Vacuum tube lifter from Schmalz: ergonomic movement of heavy wooden boards

The Swiss joinery business Ziehli stands for craftsmanship and precision in the field of furniture construction. From its base in Lobsigen, north west of Berlin, the company creates custom products tailored to customer requirements, which naturally requires a great deal of flexibility. The employees in Ziehli's production facilities have recently welcomed an able new assistant in the form of the Schmalz JumboErgo 300 vacuum tube lifter. It allows for more ergonomic handling of heavy and unwieldy wooden boards, while also optimizing the production process.

Founded in 1944, Ziehli is now a third-generation family business. On an area of around 2500 square metres, the company and its 22 employees produce kitchens, doors, windows and semi-finished products. While working life at the company frequently revolves around individual requests from private customers, Ziehli also manufactures for facade construction specialists and the medical technology sector. Customers flock to the medium-sized workshop not only for the high quality of its products but also the excellent support that it provides.

The ongoing success of his company has given proprietor Stefan Ziehli the confidence to invest in a new production hall. As part of this project, he also cast a critical eye over the existing production processes and discovered potential for improving the productivity and ergonomics of his cutting machine. Ziehli uses a Holzma HPP 300 system to process laminated particle board, plywood and plastic sheets as well as cement-bound boards. The individual wood parts can weigh up to 300 kilograms. Until now, these unwieldy sheets were lifted manually onto the machine with great effort. Stefan Ziehli set out to identify a suitable solution to relieve the burden on his employees.

An automatic loading system was not an option for the wood specialist. At Ziehli, a range of different materials have to be transported from a number of storage locations.

"That is why flexibility is very important to us," he explains. A lifting aid with chain hoist was also rejected for being too slow. His research on the Internet and at specialist trade fairs in Switzerland eventually led him to the vacuum specialist Schmalz, a company whose excellent reputation he was already familiar with. Following an in-depth consultation with Guido Bertschy, a Schmalz system advisor, Ziehli selected the JumboErgo 300 vacuum tube lifter. The company's tight schedule allowed no time for extensive tests, but that was no problem for Ziehli. "I trusted in the expertise of Schmalz," he states – and this trust was not misplaced.

The vacuum tube lifter with a maximum capacity of 300 kilogram and aluminum single-girder crane system was recently put into service at the Swiss joinery. The operator handle with twist grip for controlling the upward and downward movements and lifting speed features a particularly ergonomic design and greatly facilitates the handling of heavy workpieces. The JumboErgo 300 is equipped with a four head suction pad. The suction plates are infinitely adjustable along a beam and thus enable optimum handling of workpieces with varying dimensions. A venting unit easily releases airtight parts. A Schmalz single-girder crane system measuring 17.8 x 8 m provides the necessary flexibility for accessing the various storage locations. Thanks to its aluminum construction, the system has a very low weight, which in turn ensures great ease of movement. In addition, special low-friction rollers ensure effortless transport of the heavy wooden boards. The system was adapted to the spatial conditions at Ziehli's production facilities and Stefan Ziehli is delighted with the result. "Our building has a very attractive, open roof construction and Schmalz tailored the overhead crane system to fit the angled roof beams."

The Swiss proprietor has nothing but praise for the solution implemented by Schmalz. "It does exactly what I had

Left: The JumboErgo 300 vacuum tube lifter from Schmalz easily lifts heavy wooden boards and supplies Ziehli's cutting machine both quickly and ergonomically.

Right: The aluminum crane system with its generous working range ensures maximum flexibility and ease of movement.





imagined," he proclaims happily. The vacuum tube lifter integrates perfectly into the production process, resulting in a highly consistent workflow. Ziehli is equally impressed with the system operation. "It is very simple and intuitive. My employees have had no problem getting to grips with it," he states. According to Ziehli, his workforce successfully mastered operation of the lifter in a matter of minutes.

As part of the overall system, the JumboErgo 300 vacuum tube lifter from Schmalz represents the perfect complement to the cutting machine and Ziehli is delighted with the dynamic performance of the tube lifter when supplying the sheets. "Our capacity has increased ten-fold," he states.

Were it not for the performance of the handling solution, the machine would be operating under capacity. As Stefan Ziehli explains: "This investment represents a big step forwards." He also praises the support offered by Guido Bertschy and Schmalz as a whole from the very start of the project. As a result, he "would certainly consider turning to Schmalz for any future projects."

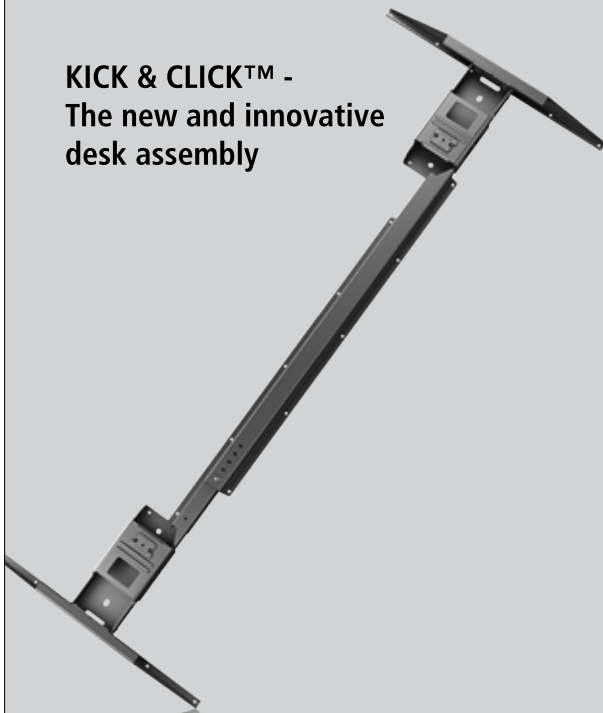
Left: The combination of vacuum tube lifter and crane complements the woodworking machine and increases throughput.

Right: Proprietor Stefan Ziehli is delighted with the Schmalz lifting solution.

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New Sige bin range available now exclusively at Wilson & Bradley

Sige's mission has always been to provide customers with a range of products that capture style, functionality and a unique modern design.

Made in Italy, the new Orion grey range of Sige waste bins, under sink drawers and under sink bin units are now available exclusively at Wilson & Bradley, perfectly complementing the current range of Sige pantries, pull outs and corner units in both chrome and Orion grey. An exciting inclusion to this range are the new under sink bin units which fit perfectly around under sink pipes allowing the customer to make use of every corner of the kitchen.

Each of the products in this range come complete with fully adjustable drawer front brackets and the sink drawers and under sink waste bins come complete with Blum drawer slides.

The waste bins are available in a range of bucket sizes ranging from 30 litre to 82 litre capacity and are able to suit

a variety of cabinet widths ranging from 300mm – 600mm with under sink bins being able to suit 800mm - 1200mm cabinets. With so many different sizes available there's a bin to suit the smallest of kitchens to the largest of families.

The Sige range of wire ware products extends beyond the kitchen to the laundry with its range of laundry baskets also available exclusively at Wilson & Bradley. Coming complete with Blum runners, frames and brackets and being designed to complement Blum's Legrabox Pure drawer they are available in 60 or 90 litre capacity and have been designed to fit either a 450mm or 600mm cabinet. Shop the complete Infinity Plus Wire Ware range at the Wilson & Bradley website.

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Outdoor kitchens - popular but with special requirements

Australians have a long history of enjoying cooking in the great outdoors, but the past few years have seen many homeowners upgrading from the humble barbeque to a fully functioning outdoor kitchen.

Art of Kitchens owner and HIA NSW Kitchens & Bathrooms (K&B) committee chair David Bartlett says the outdoor kitchen, which was once considered a luxury, is fast becoming a standard inclusion in new Australian homes.

"I've been doing outdoor kitchens for the past 10 or 15 years. We now do about 100 outdoor kitchens a year – just about every new home that we do nowadays has one," he says. "The way that houses are designed now, with a focus on open-plan living, it's natural to have that alfresco area at the back of the house so you can open everything up."

Adam Douglas of Melbourne-based company Limetree Alfresco specialises in outdoor kitchens, and says he's also seen them skyrocket in popularity in recent years, both in new homes and renovations.

"It's a natural part of the transition of Australians to being more house-proud," he explains. "I think it's been driven by desire for a certain kind of lifestyle. We've seen it in the warmer states like Western Australia and Queensland for a while now, but other states and territories are catching up really quickly."

"In Victoria specifically we're seeing a lot of heating going into outdoor rooms, like fire pits, open fireplaces and gas fires. They're becoming a real staple feature in bigger outdoor areas in colder states, so people can enjoy that outdoor environment all year round."

The term 'outdoor kitchen' covers a wide spectrum, including everything from an alfresco extension of an



indoor kitchen to a fully self-contained outdoor food preparation and entertaining area with its own sink and tap, appliances and cupboard space.

"We've seen such a wide variety of outdoor kitchens," Adam says. "Some are quite enclosed, quite covered, whereas others are somewhat exposed – this leads to a real mixture of different styles."

The fact that outdoor kitchens are exposed to the weather in varying degrees can often be the cause of some issues during or after the build. So, it is vital to take care when selecting materials and appliances and when constructing joinery.

"There are some real unique challenges. (For starters) you want to be constructing with materials that are going to last in an outdoor environment, which is obviously quite a bit harsher than your indoor environment," Adam explains. "You need to consider moisture, obviously, and another big one that a lot of people don't consider is the sun – how much sun's going to get to it? Sun can fade or discolour some materials quite quickly if they're not suitable for outdoors."

When it comes to appliances the outcome of selecting the wrong product or not taking the weather into consideration can also be disastrous.

"Glass-door alfresco bar fridges, for example – if direct sun is on those doors, even on just a 20-degree day, the fridge doesn't work," Adam says. "They work quite well in shaded or ambient areas at temperatures up to 42 degrees...but a bit of afternoon sun will send the fridge temperature skyrocketing and ruin everything inside. We've actually planned outdoor kitchens where half of it gets sun, with the alfresco fridge all the way up one end to avoid getting any sun on the doors."



Photo courtesy Enigma Interiors

Photo courtesy
Limetree
Alfresco





Then there are barbeques and cooktops and the question of accompanying rangehoods, which can open up a whole other set of issues.

"Not heat-shielding the barbeque is a really big pitfall that people fall into. If an outdoor kitchen goes in and the barbeque's not heat-shielded or the cabinetry's not protected from the heat of the barbeque somehow, it can cause a house fire," Adam says. "Plus, if the kitchen is covered with any sort of ceiling, you're definitely going to have to factor a rangehood into the equation."

"An alfresco barbeque rangehood is quite an expensive item – they start at around \$2,000 and go north from there - because they basically have to be a commercial rangehood to deal with the heat, grease and smoke that a barbeque generates. We've seen interior rangehoods put over barbeques and the filters have clogged really quickly, plastics parts in them have melted, and they've caught fire."

With so much potential for problems that may leave builders, installers and cabinetmakers exposed, HIA has become aware that there is a need for a set of industry guidelines in this area. David Bartlett says that such a resource would be invaluable to members working in businesses like his, who have often had to learn through trial and error.

"This is something that HIA's K&B committee has been working on, some guidelines for outdoor kitchens, because there really are none," he says.

Diane Sebbens, executive director for HIA Kitchens & Bathrooms, reports that all the industry experience and the 'best known practice' from experienced HIA members who are designing, constructing and specifying products for outdoor kitchens, has now culminated in the HIA Outdoor Kitchens - Industry Reference Checklist which has just been released. The new checklist is practical and easy to follow - it highlights potential issues and how to reduce the risks of product and material failure in outdoor environments. The checklist is available on HIA's website hia.com.au.

'The document will remain a work-in-progress as new practices and products improve the quality and the lifespan of the "great Australian outdoor kitchen" in the years ahead,' she says.

HOUSING INDUSTRY ASSOCIATION
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Article courtesy of HIA HOUSING magazine.

Photo courtesy Sublime
Architectural Interiors



17 winners receive top honours at the 2016 Australian

THE THIRD national Cabinet Maker and Designers Association awards celebrated the top ranks of cabinet making and design by showcasing and recognising the premium level of craftsmanship and ingenuity in Australia.

Individual Design and Construction was awarded the Australian Designer of the Year, as well as Best Contemporary Kitchen and the Best Outdoor/Alfresco Project. Australian Cabinet Maker of the Year was awarded to Melbourne Contemporary Kitchens, who was also awarded Best Kitchen over \$60,000, Best Bathroom and Best Built in Furniture.

Individual Design and Construction's show-stopping kitchen epitomised a sense of warmth and timelessness that was combined with creative design and flawless joinery. The opulent kitchen showcased a diverse material palette comprising of stainless steel, recycled timber, marble and mirrors, alongside integrated state-of-the-art appliances.

Australian Cabinet Maker of the Year, Melbourne Contemporary Kitchens, simply nailed it when it came to originality, design flair, innovation and functionality. The lush kitchen boasted a butler's pantry and a luxurious black granite fireplace, with the inclusion of minimal contemporary details such as the matt black steel frames and a sleek hidden pantry situated behind the fireplace.



Australian Cabinet
Maker of the Year,
Best Kitchen over
\$60,000,
Best Built-In Furniture,
Melbourne
Contemporary
Kitchens



Cabinet Maker and Designers Association awards

More than 50 projects from around Australia entered the awards, run by the Cabinet Makers Association and Designers Association, all vying for top honours. This year, the judging panel, consisting of four highly experienced talents in the design and cabinet making industry including Lara Bailey, Sylvia Dziuba, Bryon Stanley and Wayne Chance. The judges had a tough job on their hands with a high calibre of craftsmanship and creativity on offer. Industry experts Henry Johnson, Zeb Walker and Lesia Clark had the tough job to choose the winners of the Apprentice of the Year Awards.

Each entry was considered and judged on a range of criteria, from practicality and safety through to aesthetic appeal, innovation and visual balance. According to the secretary of CMDA, Richard Brooks, the 2016 suite of entrants in this year's awards was a mixture of originality, impeccable design and unsurpassed expertise.

"To be presented with a collection of submissions which boasted an array of classic and contemporary designs, coupled with premium work quality and design panache is evidence that the Australian industry is strong." According to award-winning designer, The Block judge and Selling House Australia co-host, Shaynna Blaze, who also hosted the CMDA's award ceremony, was thrilled to witness how exceptional the standard is for not only the local businesses but also a celebration of the industry.

"Awards of this ilk not only bring out the best in designers and craftsmen, it is an opportunity to celebrate our cabinet makers and the incredible talent we have in Australia."

Best Commercial Project:
HK Joinery Design



Australian Designer of the Year, Best Contemporary Kitchen: Individual Design and Construction



Best Outdoor/Alfresco Project:
Individual Design and Construction



Best Kitchen
\$20,000 - \$35,000:
COS Interiors

► WINNERS

Australian Designer of the Year:

Individual Design and Construction

Australian Cabinet Maker of the Year:

Melbourne Contemporary Kitchens

People's Choice Award: Seaview Cabinets

President's Award: Bessant Custom Furniture

Best New Member Entry: VOS Constructions and Joinery

Best Kitchen under \$20,000: COS Interiors

Best Kitchen \$20,000 - \$35,000: COS Interiors

Best Kitchen \$20,000 - \$60,000: COS Interiors

Best Kitchen over \$60,000:

Melbourne Contemporary Kitchens

Best Contemporary Kitchen:

Individual Design and Construction

Best Traditional Kitchen: de Wacht Cabinets and Designs

Best Built-In Furniture: Melbourne Contemporary Kitchens

Best Commercial Project: HK Joinery Design

Best Bathroom: Melbourne Contemporary Kitchens

Best Outdoor/Alfresco Project:

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Best Bathroom: Melbourne Contemporary Kitchens



People's Choice Award:
Seaview Cabinets





Best Kitchen \$20,000 - \$60,000: COS Interiors



Best Kitchen under \$20,000: COS Interiors



Best Traditional Kitchen: de Wacht Cabinets and Designs



President's Award: Bessant Custom Furniture

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Nesting and edging at the highest level

Capital Design Works are on the fast track: Since the upgrade to new machinery, the Sydney-based company has been growing continuously. With 12 staff, the number of employees has been constant for years even though capacity has doubled. Thanks to smart investments, the company was able to move its labour more and more into the office where they can spend more time with programming work.



Matthew Kitchin (right), owner of Capital Design Works, started the business in 2011 and supplies joinery work for pubs and clubs.

Having moved to the new premises in Revesby early this year, they grew from 300 square metres to now 1,700 square metres. Company owner Matthew Kitchin, shopfitter by trade, has gained work experiences in another joinery before he started the business in 2011.

Since then, Capital Design Works supplies joinery work for pubs and clubs. While the majority of its clients are in NSW, they also deliver to the market in Victoria and Queensland. From consultation and design to construction and installation, the company uses the best available methods of production.

Growing big

Looking back at the beginnings when he started with just a panel saw, an old pod machine and an edgebanding machine seems so far away as Matthew remembers.

The latest purchase includes a Brandt Ambition 1440 FC edgebander with AirTec, Homag's hot air technology. It was just the right time for an upgrade as the old edger caused problems. "We had other ones before and always had issues. This time I wanted to get the best, a machine that works and is reliable. The panels come off the machine without the need for further processing", Matthew says. "I wouldn't buy a machine without premilling anymore. We eliminate laminate chipping, chatter marks from machining and material swelling."

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

Capital Design Works was able to speed up its production processes massively. "We now have improved from 3 minutes per metre to 5 metres per minute," Matthew says.

The competitive edge

For even better results, the company decided to invest in the hot air unit AirTec. Hot air systems, such as Brandt's AirTec, are simple techniques where the edge and work piece are joined together by using hot air. Special edge materials which consist of a hard décor layer and a meltable functional layer need to be used. The functional layer is melted by the AirTec activation unit and the edge is pressed onto the work piece. "With AirTec, there's no glue line on white gloss boards. This gives you the competitive edge which was the reason for the purchase," Matthew says.

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.

Not to mention the PowerTouch controller which allows users to swipe, tap, zoom and scroll. Production supervisor Jason Wilson says, "The touchscreen user face is great; I



Thanks to the new Brandt edgebander Capital Design Works could speed up its production processes from producing 3 minutes per metre to 5 metres per minute.

From auto loading and unloading and label printing to a more accurate quality - the Weeke nesting machine has brought real value to the business.

can control the whole production line." The PowerTouch operating concept from the Homag Group combines design with function to create a totally new generation of control that feels like the tablets and smart phones in use every day.

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

Precise nesting

In 2014, Capital Design Works upgraded to a Weeke Vantage 100 nesting machine with additional auto loading and unloading and label printing. Matthew appreciates the new capabilities the machine brings to the business, "Previously, we had to load the sheets manually, now everything works automatically. We now cut everything on the nester and it's more accurate. We can use bigger sheets as well. In summary, we achieve more capacity and a better end product."

Jason values the ease of handling the operating software and the alerts that come up if something needs attention. "The machine tells you exactly what to do and, at the same time, we have the ability to control the suction zones. This is all a massive improvement."

After the success of the Vantage 100 model, Homag now offers a similar nesting machine at an even more competitive price, the Weeke Vantech. "This is the perfect time to purchase a CNC," says Homag sales representative Ryan Slater, "We offer ex stock machines for prompt delivery."

Service makes the difference

When Matthew started considering Homag machines he not only looked at the machine alone. "Service plays an important role as well, and Homag's service is pretty good. They have very good service technicians."

With the right set up, Capital Design Works looks positively into the future. "We've been growing every year. With the software and the right people and a quality product that comes off the machine we are right on track," Matthews says. "We constantly look internally to improve ourselves, which makes the product better. This is our way to differentiate ourselves from the competition."

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Celebrating a marriage at AWISA 2016

The announcement and fanfare surrounding the formalisation of the long and productive relationship between the SCM Group and Gabbett Machinery at AWISA 2016 was essentially a celebration of a marriage - long in the making.

The SCM Group is already a well regarded global manufacturer of industrial machinery and components for woodworking and advanced materials processing, and Gabbett Machinery one of Australia's top ranking woodworking machinery distributors and service providers.

Chief executive officer Andrea Aureli says joining forces with Gabbett Machinery as SCM Group Australia is an exciting, progressive step for the industry. "For the SCM Group the incorporation of the Australian distributor is a natural consolidation of 35 years of fruitful collaboration with the Gabbett family."

"Thanks to this partnership SCM Group Australia can rely on an extremely widespread territorial presence, with offices in Sydney, Melbourne, Brisbane, Adelaide and Perth – and a staff of 70 sales and technical professionals," he said.

The SCM Group has been one of the world's dominant participants in the design, manufacturer and technology support of a wide range of woodworking and advanced materials manufacturing systems through worldwide well-known specialist brands.

For over 65 years the SCM Group has been supplying competitive solutions to the woodworking and other materials industries from the furniture to the nautical sector, from the building industry to door and window frames, from the aeronautical to the automotive sector.

The Gabbett family will continue to be firmly at the helm of SCM Group Australia with Barry Gabbett being appointed as the Group's president and Lee Gabbett as managing director.

Barry Gabbett stressed that customers could expect, and would receive exactly the same level of performance and service. "But with much improved technical expertise and backup that reflects the recent rapid advances in sophisticated innovation and technology for wood and other materials processing, automation and systems integration and cost competitiveness."

SCM Group woodworking machinery division director Luigi De Vito advised that by completing this operation the Group can now consolidate and boost its market share in Australia.

"Our goal with the new addition is to expand our business in this country. Though we have achieved deep market penetration, selling classic machines and technological solutions to joinery shops – which make up the majority of woodworking companies on the Australian market – we now wish to expand our operations by offering the Australian woodworking industry our entire range of solutions, the most extensive in the industry – from machining centres and edgebanding machines, to solid wood machining, timber construction systems, sanding and finishing solutions."

"Just as significant will be the SCM investment in improving its service, one of the key elements that have established the Group's reputation, with an extensive training programme to ensure that every customer is provided with the competent assistance in a timely manner," he said.

APAC regional manager for SCM Marco Rampichini added that the Australian market offered significant growth potential. "This is an achievable goal given that in 2015 our woodworking machinery division had a 60 per cent annual growth in the Asia and Pacific region."

"With our new branch and consequent expansion of our offer we plan to bolster our operations and increase our

Getting hitched at AWISA ... Barry Gabbett, president, SCM Group Australia; Andrea Aureli, chief executive officer, SCM Group; Lee Gabbett, managing director; and Marco Rampichini, APAC regional manager



SCM Group, a well regarded global manufacturer of industrial machinery and components for woodworking and advanced materials processing. Keen interest at AWISA ... SCM Group exhibited the latest technological solutions and brands on offer.

growth. Australia companies are looking for solutions with automated and highly flexible cell systems. We can provide a wide range of competitive products in this regard."

At AWISA the SCM Group exhibited the latest technological solutions on offer by the Group and its brands. Among the new products presented for the first time in Australia was the SCM Praxi S machining centre for nesting processes; the SCM Accord 25 fx 5-axis machining centre, and L'Invincibile Six circular saw. Also on display was the Morbidelli Cyflex hp drilling centre, the Stefani Solution MD industrial edgebander, the SCM Olympic K 560 edgebander with AirFusion gluing technology, and the SCM Olympic K 360 edgebander.

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Titus Tekform impresses at AWISA 2016, Melbourne

Titus Tekform services the kitchen manufacturing, cabinet making, shopfitting and architectural markets with a full range of products and excellent customer service. With an extensive range of furniture fittings, cabinet hardware, kitchen innerware, drawers, softclose hinges, wardrobe fittings, panel mounting systems, cabinet handles and profiles and LED lighting - there's hardly a solution Titus Tekform can't provide the market.

The Titus Tekform technical sales representatives can assist in choosing the right solution to improve the competitiveness of a business - with quick assembly, innovative, cutting-edge and cost-effective product options, industry leading customer service and next day delivery, it's easy to see how to differentiate a business from its competitors by choosing to partner with Titus Tekform.

The company's in-house engineering facilities in Europe and its local product development and purchasing teams, ensure that the product mix suits customers' needs. This was evident at AWISA, Melbourne 2016.

Titus T-type Glissando – new generation hinge

Highlighted at the exhibition was the new generation Titus engineered T-type Glissando hinge. The new hinge boasts a highly tolerant design that assures reliable door closing and lifetime performance even with accidental misalignment and inaccurate drilling. Not only does the new mounting plate allow for intuitive hinge to plate mounting in 3 directions, but installation and usage is also improved.



Tekform drawer family

This is a family of drawers characterised by a simple mounting procedure and a reliable performance. The Tekform drawer family now includes a versatile single wall drawer with easy front fixing, user friendly mounting and precise drawer alignment with a huge vertical cam adjustment. As seen at AWISA 2016, the range now includes a Slimline double wall drawer to optimise the storage space and provide a sleek look to kitchen drawers.



Stefano Orlati decorative products

With the acquisition of the Stefano Orlati business, Titus Tekform now offers a complete decorative product range. The offer includes cabinet handles and profiles based on the European trends. In addition LED lighting with an exclusive in-house made-to-measure program is offered. A simple and easy solution with strip lighting and profiles fabricated to specifications and delivered ready to plug and play.



Tekform wardrobe solutions

Titusoft SD is a new Titus engineered soft closing system for sliding wardrobe doors. The system can be used on top hung wardrobe doors or bottom mounted/top running sliding door solutions. As with all soft-closing solutions from Titus, the Titus damper is inside. Single wall drawers are also offered as a great alternative to pull-out baskets. In addition, laundry baskets, clothes rails, tie and belt holders, and shoe racks complete the internal range.



Fastmount panel mounting

As the exclusive distributor of the Fastmount product to the architectural industry in Australia, Titus Tekform provides a solution that is flexible, robust and interchangeable. This hidden panel mounting system means that the installer can mount and remove any panel, in any sequence. Clips are designed to suit a wide range of applications and panel types: ceiling and wall panels, acoustic panels, and curved or complex designs.



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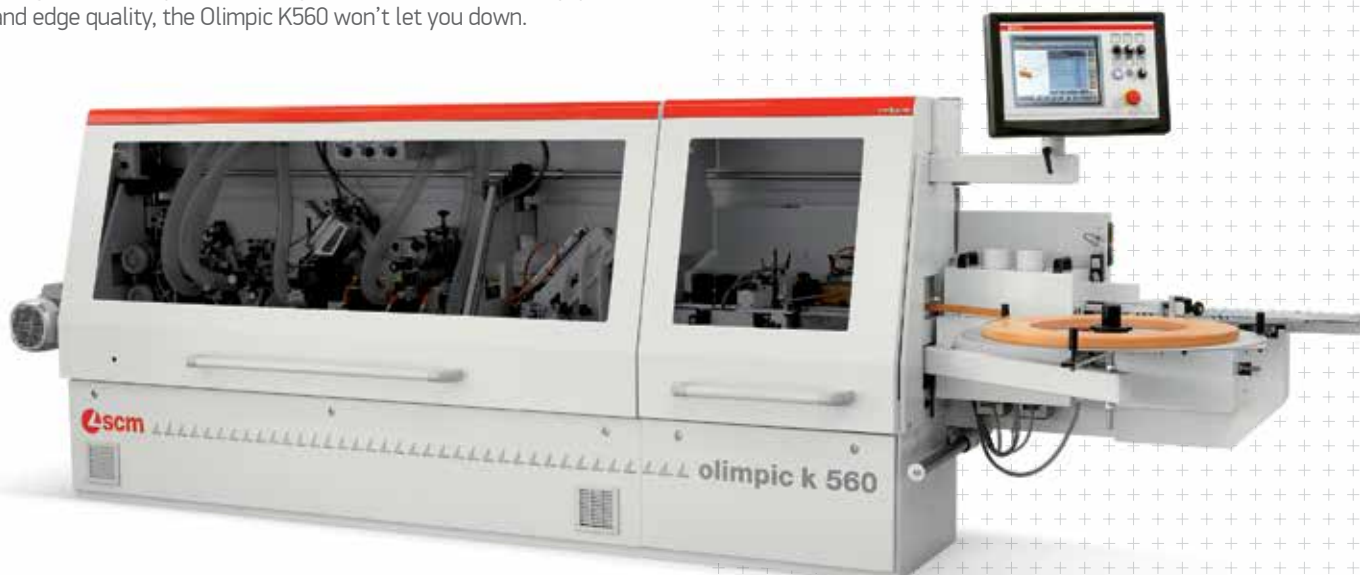
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Rodman Group Pty Ltd

New board storage system added to Woodtron range

"The team here at Woodtron would like say a huge thank you to everyone who made the AWISA 2016 show possible. As a local family business we really enjoyed catching up with some of our current customers as well as meeting all the new faces that stopped by our stand," said Geoff Sellman of Woodtron. "The show for us has been a huge success and we are grateful to have been a part of it. Our beautiful stand was designed and bought to life by Rob Vorpasso, Dain McMillan and their team at Project 22, also Green Events Melbourne and the hard working Woodtron team."

At AWISA 2016, Woodtron launched its newest innovative creation the Woodtron Cube board storage system. It is designed to increase ease and speed of production for the wood working industry. The Cube, standing at 8 metres tall with unrivalled features commanded everyone's attention and generated a huge amount of interest.

The Cube is a fraction of the footprint



of normal board storage systems and is extremely cost effective. With its streamlined production there is no down time when loading boards and the best feature is that it can be added to any new or existing flatbed CNC nesting machine.

Woodtron equips each machine with a remote logon module that allows technicians to access, view, diagnose and even drive the machine all in real time. This remote support is also available for the Cube, meaning Woodtron can support questions and issues that may arise promptly.

The company prides itself on its after sale service and support given to all customers. All technicians are trained and dedicated only to Woodtron CNC routers, which gives customers true confidence when purchasing a machine from Woodtron. A full list of spare parts is carried in Australia which makes minimal down time if a part is ever needed to be replaced. Woodtron knows how important time is to customers.

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Biesse delivers at AWISA 2016

AWISA is the complete show for manufacturers, designers and crafts for the built environment. It's become so much more than a wood show and on the occasion of AWISA 2016, Biesse delivered a complete range of solutions for every conceivable manufacturing need. Let's take a quick tour of Biesse's highlights in Melbourne.

The tour kicks off with Biesse's top selling edge bander. The Akron 1440 is equipped with an auto set device to ensure the pre-milling units are centred on the panel, no matter what thickness is being used. The award-winning Airforce technology ensures that a zero glue line is available on the Akron and other edge banders offered by Biesse.

The Stream B1 edge bander is designed for high output of straight and soft formed edges. The machine allows the manufacturer to accept the largest possible number of orders and can be operated over three shifts; seven days a week. Used by some of the biggest companies in the world, the Stream offers a wide range of units to guarantee an excellent finish to whatever type and size material is being processed. The Stream B1 can be packed full of innovative technology including the patented Q-system chuck with real-time profile change.

CNC processing centres offer high productivity for single-part processing. At the top end of technology is the Rover B Edge with 5 axes to shape and edge band panels on the same machine. The Rover B can be configured with two Y-axes capable of processing two panels at the same time and to change the tool on one router head while the other is machining components, greatly increasing the productivity of the machine. Biesse's EPS (Electronic Positioning System) of the pod and rails can even pull multiple components apart after being cut from the one panel and then edge band all pieces. The software creates easily and automatically all the information for the edgebanding process, making the programming of even complex shapes literally "one click per side of the panel".

A technology that's really taking off is vertical panel processing and Biesse had



this covered. The Brema EKO 902 vertical CNC machining centre is ideal to support nested manufacturing or as a stand-alone machine. The benefits go beyond the small footprint and include processing of different thicknesses of panels with zero setup time; ergonomic operation (no leaning) and clean panels (no dust on the panel after processing).

Another vertical processing machine is the Brema Vektor 15 shown for the first time in Australia, with up to 10-position revolving tool changer giving a chip to chip changeover of an amazing two seconds. Vertical CNC processing is effectively used with nesting machines to divide the routing and drilling operations and speed up production or to process parts directly from beam saw production.

The Viet Opera R (robot) sanding machine, on display for the first time in Australia, won the Gold Star award. The designer, Ettore Vichi demonstrated how the machine automates the artisan skills of finish sanding. This revolutionary robotic sander gives the freedom of following the grain of the wood, sand the frame and inside of undercoated shaker doors, finish the inside of profiles and raised panels. A 3D scanner acquires the information about the panel, and smart software drives a 3 axis robot using traditional sanding tools. The Viet Opera R has an 8 position automatic tool changer, giving precision and flexibility that has never been

seen before on any sanding machine. Today Viet Opera R is the only technology of this kind that can perform sanding of non-flat panels automatically and with the highest quality results.

And tying all of these machines together is Biesse's suite of software programs. Massimo Mina, brand sales manager for Oceania says "Being easy is difficult" but Biesse have found a way to simplify not only its wide range of machines, but also the software to drive them. Drawings can be imported or components (being windows, doors, furniture, chairs, kitchen doors etc) drawn within seconds. Products can be designed parametrically so one door program could be enough to produce dozens of different door heights and widths.

Also fully working in Biesse's 1,200 square metre display was the Winstore K3 optimised panel management (warehouse) system. Biesse now have dozens of these systems working in Australia with the main benefits being a guaranteed continuity of production with reduced time and costs.

Giancarlo Selci, Biesse's founder said, "What we are most proud of is knowing that our technology has contributed to the growth of so many companies." In the early days of Biesse, Australia was a very important market as it is today, Biesse Australia performs way above its size in the world.

Federico Broccoli is the sales and subsidiaries division director and says that in the 1980's the two strongest overseas markets for Biesse were the USA and Australia. In fact, Biesse was the first European machinery manufacturer to open a subsidiary here. Federico says "Customers want more than a good price; they want service and now Biesse will give back something to Australia to thank them for their early support."

That "something" is a brand-new complex in Western Sydney spanning 5,000 square metres of which almost half will be dedicated to the customer in the form of showrooms and educational facilities. Federico said "This project gives something back to the industry. The new campus is designed to

host custom demonstrations; in-house events like our popular Inside Biesse workshops; educational and training events.” The new Australian facility follows closely after the opening of the first Biesse Campus in North Carolina. Australian CEO Luke Tenaglia says “Our intention is that the complex will represent a 360° experience where our customers can get to know Biesse and Intermac innovation first-hand, witnessing with their own eyes how our technological solutions can increase efficiency and competitiveness.”

The Biesse journey began in 1969 at Via Montenevoso in Pesaro, Italy. In 2016; a year of records for Biesse, a net world-wide sales increase of 22% has been achieved. At AWISA in Melbourne, \$9.5 million of orders were taken, confirming Biesse as a leading supplier of woodworking machines in Australia. Biesse’s success lies in the group’s ability to offer technically advanced, flexible solutions for a wide range of customers; little wonder that customer loyalty sits at over 90%.

And to round off the Biesse Group presentation in Melbourne was the Intermac Master 33 CT, this is 3+2-axes work centre for stone. Intermac’s biggest selling stone processing machine in Australia, the Master 33 CT was designed to eliminate static and dynamic torque to improve stability and accuracy. Furthermore, the concept of the Master 33 CT is to provide a very lean means of being able to fabricate stone benchtops. The 14 +14 dual station rotating tool carousels can even be loaded while the machine is working. The Donatoni JET 625 bridge saw is a new product for Intermac. The 5-axes bridge saw is capable of cutting any stone or similar product into any shape. The intelligent management system allows the optimising of several pieces from the same slab for quality and minimises waste. And finally, the Rover Plast J for processing expanded and compact plastic materials, composites and cardboards.

2016 could be the best AWISA ever and the range and depth of Biesse, Intermac and Diamut products on display was one of the most complete and innovative displays ever presented. Biesse Group’s new facility, to be opened in 2017, promises to deliver to Australian manufacturers more than ever before. Biesse Group’s year of records is set to continue and Australian manufacturers stand to benefit.

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Shadowline, the handle free solution



Solu is an Australian company that takes pride in Australian design and engineering excellence. Solu develops innovative hardware for the kitchen, cabinetmaking and interior fit out industries. Specialising in aluminium extrusions for handle free cabinetry applications, Solu also provides track mounting for floating shelves, cabinet handles, and a large range of cabinet legs and furniture supports.

Shadowline is a handle free solution with a dual purpose. Developed by Solu, it is

a handle free solution that can be used as a support rail for cabinets. The patented Shadowline system is designed by Australians for the Australian market and comes in two sizes, 42mm and 52mm.

The 42mm can be used under benchtops and was designed to replace fixing rails and can easily fit over the top of a dishwasher with little (or no adjustment) to the cabinets. It is also small enough not to take up too much storage space in cabinet and drawers.



The 52mm can be used between drawers and is designed so that only one Shadowline can be used between two drawers and there is still enough space to put the hand in behind the drawer front.

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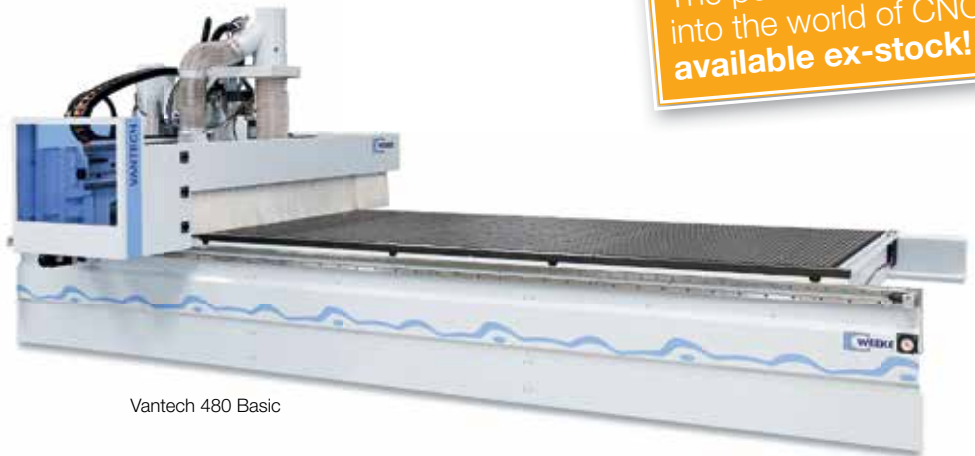
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TVAA publications freely available

The Timber Veneer Association of Australia reminds all veneer users and specifiers that the recently updated TVAA manual, titled *Veneer*, is still available on request, free of charge.

Veneer explains the technical terms used in specifying and supplying various types of veneer and shows how different visual effects can be achieved. The manual also covers topical issues including carbon storage, fire hazard and chain of custody certification.



The *Veneer* manual is one of the most commonly downloaded publications from the TVAA website at www.timberveneer.asn.au. A hard copy for easy reference is still available, send postal address details to info@timberveneer.asn.au or phone the TVAA Info Line on 1300 303 982.

For the serious veneer user, *A Manual for Decorative Wood Veneering Technology* contains all the answers. Written by Dr Barbara Ozarska, leader of the Forest Products Research Group at the University of Melbourne, the manual is an authoritative guide to all the factors involved in the successful use of wood veneers.

The latest edition expands upon the first edition released in 2003, and incorporates the latest research results, including advice on dealing with potential discolouration of veneers exposed to UV light.

The TVAA acknowledges the funding assistance of Forest & Wood Products Australia in producing the Manual, which has ensured that this important resource could be made available to all veneer users.

A Manual for Decorative Wood Veneering Technology is not available in hard copy but can be downloaded from the Association's website at www.timberveneer.asn.au along with many other publications providing practical advice.

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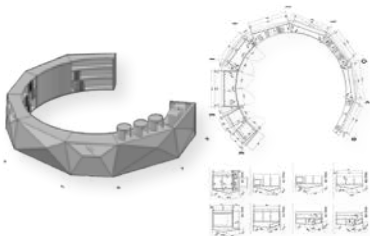
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Airtight sets standards for dust control at AWISA 2016



Airtight Solutions is a leading supplier of air pollution control systems and filtration solutions across industries. The company's dominant market position in the wood industry was evident at the recent AWISA 2016. Speaking recently Stig Brixen, general manager of Airtight Solutions said, "Airtight has become an industry standard for effective, high performance dust control systems. This is accepted by Australasia's largest wood working manufacturers and machinery suppliers alike. It is no coincidence when fierce competitors like Biesse, Homag, SCM, Weinig and The Wood Tech Group all commission Airtight's expertise for superior dust extraction results for the all important AWISA 2016 event".

"This year we installed 13 dust collection systems, 3000 ducting parts, and 11 semi trailers of equipment in just 4 days, achieving project completion ahead of schedule. This is a testament to the quality of our team and their dedication to our clients".

For years Airtight has quietly introduced a new industry standard for effective dust control, built on a reputation for performance, reliability and service that is second to none. "Our strength is in our engineering background and proven ability to provide premium solutions of unrivalled reliability, quality, performance and efficiency".

While this has long been established among timber processing plants and

high volume manufacturers, investing in a high performance engineered solution was previously reserved for the few who could afford it. Not anymore, Airtight has successfully bridged that gap to offer the wider market access to well designed engineered solutions, using correct technology application, at an affordable price point.

"The AWISA platform allows us to demonstrate this in live operations and in direct comparison to opposition products. This was particular evident at the Biesse, Homag, SCM and The Wood Tech Group stands where our modular RAF reverse airflow extractors demonstrated outstanding performance and quiet operation".

"Airtight is an APCEMA member and industry educator. A one-stop shop for the industry. We offer shredders, briquetting presses, burners/heat plants, duct/hoses, service/installations and energy saving products saving our clients thousands of dollars every year", Stig explains.

With thousands of dust control systems installed, Airtight Solutions combines with its own expertise the experience of internationally recognised suppliers to provide superior results every time.

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Local design and manufacturing integral to Hideaway Bins

It all starts with design. Hideaway® Bins focus on innovation to meet ever changing market needs is why they have been market leaders in waste solutions since 2006. More recently, Hideaway Bins was first to market with the top mounted Hideaway laundry hamper in 2013, and then again in 2015 with the base mount laundry hamper.

The in-house product development team includes a full time product design engineer, who is focussed on constantly improving existing designs, and pioneering new solutions. By using 3D CAD and rapid prototyping, the company is quickly able to develop, test and evaluate design concepts.

Many ideas start from an ongoing collaboration with end-users and with the trade. Putting the homeowner at the centre of the process has driven the design philosophy to make sure that buckets are always easy to access and use. Hence the reason why all of the runner systems over extend,



to make accessing buckets easy. Mounting bins at bench height allows easy disposal of waste without having to bend low inside cupboards. And the Hideaway Deluxe and Soft Close ranges feature integrated friction fitted lids, that reduce odours and keep hands free during use.

The company's collaboration extends to designers and joinery manufacturers. It uses opportunities like the recent AWISA trade show to engage directly with trade customers, inviting feedback and ideas for future improvements. It also recognises the unique requirements of the Australasian market. The top mount designs give the flexibility around cabinet sizes that the market requires, while also suiting construction methods.

Hideaway Bins also know the market expectations for product quality are higher in Australasia than anywhere else in the world. Hideaway works closely with New Zealand's leading contract manufacturers for the sheet metal components, powder coating, and moulding of plastic buckets. Once all Hideaway Bin components are ready for assembly, technicians assemble the bins at the company's facility in Auckland, New Zealand. This assembly process allows for all parts to be hand checked to ensure the highest quality end product.

With an industry leading design and manufacturing process, the team at Hideaway Bins continue to produce innovative hidden solutions for both residential and commercial storage, waste and recycling requirements.

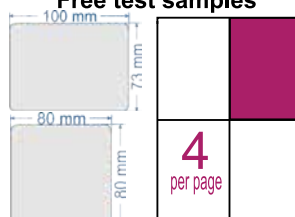
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Assembling cabinets with a click

It seems so simple - why hasn't someone thought of it earlier. Making cabinets with just a click - different from other dry joining systems - it is tool-less, stronger and five times faster.

Rodman Group owner Leigh Rodman says the company is the first to use the ClevaClic click technology on a large scale in the Southern Hemisphere. "The ready-to-assemble cabinet and furniture sector is showing a really keen interest in the technology."

"The centre of the click assembly technology is based on the unique joint system invented by Unilin called Uniclic. We are one of fourteen worldwide to have this technology."

Based in Launceston, Tasmania, the Rodman Group is the first furniture manufacturer to adopt its use of click technology in Australia, securing a licence to use the patented rapid cabinet assembly system from Unilin in mid-2015.

The Rodman Group makes kitchen and other cabinets with click connections using a Homag double-end tenoner manufacturing line that was commissioned in early 2015. They market the manufactured cabinets as flat-pack furniture through their Kitchen Centre business unit.

Leigh says the company is excited about its ability to use the new technology. "The click fixing system enables a cabinet to be assembled five times faster compared to a traditional non-click cabinet. Plus we are able to ship flat-packed kitchen cabinets all over Australia without any of the pains that usually go with the traditional flat-pack furniture transport and assembly."

With 40 staff working in its Launceston factory the Rodman Group is a Tasmanian timber industry manufacturing success story with real potential for further manufacturing expansion and additional jobs.

Cabinets can be manufactured in particle board, MDF and plywood. "Again cabinet assembly doesn't require any screws, cams or glues," says Leigh. "The ClevaClic system utilising the Uniclic tongue-and-groove technology eliminates most fittings and provides the strength that eliminates the need for gluing."

Top: ClevaClic's Dylan Gerard, Jullian Rodman and Leigh Rodman ... the first furniture manufacturer to adopt click technology in Australia.

Bottom: Cabinet and furniture sector showing keen interest in the click fixing technology.

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Energy savings with new vacuum concept

Fritz Becker KG was established nearly 80 years ago, and has built up a good reputation as a specialist manufacturer of formed wooden components. The company operates several CNC processing machines. When its vacuum supply was due for replacement, Becker's management chose a Busch centralized system with dry-running Mink vacuum technology. Substantial energy and maintenance cost savings were achieved within a few months of commissioning.



CNC contouring mills used for machining formed chair components. The components are clamped by vacuum

In 1936 Fritz Becker founded a company to produce plywood panels in Brakel, North Rhine-Westphalia. The production of formed wooden parts commenced in 1967, and CNC machines were first used to cut formed components in 1989. The company now employs nearly 300 staff at the Brakel site, and manufactures mainly components for the furniture industry. Most of these are parts for chairs and other items of furniture, which will later be processed by customers in Europe, Japan and Australia. Other customers for Becker products include interior decoration specialists and furnishing contractors.

The company's highly modern production facility and vertically integrated manufacturing techniques have allowed Becker to meet practically all specifications requested by customers. Veneer finishes for the components are also manufactured in-house. After the forming process, component blanks are milled, drilled and sanded by a

total of 10 different CNC machines with two machining tables each. Components may then be subjected to further processing if this is required by the customer.

The original installation comprised four CNC machines supplied with vacuum by a total of seven dry-running rotary vane vacuum pumps. The carbon vanes of these vacuum pumps required replacement once or twice a year, resulting in considerable expenditure for maintenance and new vanes. Technical director Mario Heiming and maintenance manager Jörg Becker wished to minimize these costs. In 2007 two additional CNC milling machines had been installed, both equipped with two modern Busch Mink claw vacuum pumps. These vacuum pumps proved to be extremely reliable, and operated in a three-shift system with almost no maintenance.

Busch claw vacuum technology specialists were consequently contacted, and an offer for the replacement of the existing seven rotary vane vacuum pumps was requested. Busch recommended a centralized vacuum system with four Mink claw vacuum pumps to supply the four CNC machines. The Becker managers were initially sceptical, as the maximum theoretical pumping speed of the four Mink claw vacuum pumps was lower than the output of the existing seven rotary vane vacuum pumps. It was nevertheless decided to install the Busch vacuum system, and commissioning was completed in August 2015. The results were impressive: despite the lower nominal pumping speed, the new system outperformed the old rotary vane vacuum pumps by a considerable margin – whilst reducing energy consumption by nearly 40%. The contact-free operating principle of the new system prevents wear, and ensures pumping speeds will remain consistently high throughout the lifetime of the system.

On the basis of this positive experience, it was decided to integrate an additional two Mink claw vacuum pumps into the centralized system. This upgrade allows the system to supply a total of six large CNC machines centrally with vacuum. Despite the additional load, the vacuum pumps do not run continuously. As the vacuum system has sufficient reserves, over the course of time several small machines for processing, handling and clamping operations have been added to the vacuum network. The removal of the decentralized vacuum pumps previously used by these machines has resulted in further reductions in energy costs.

Technical director Mario Heiming has calculated the anticipated reduction in energy requirements per year, and has determined that a total of 200,000 kW/h will be



Centralized vacuum system module with three Mink claw vacuum pumps



Top: Forming moulds used in the manufacture of wooden components for furniture and other applications

Bottom: Becker technical director Mario Heiming (left), and maintenance manager Jörg Becker have reduced energy and maintenance costs by a substantial margin.

saved. Not included in this calculation are maintenance savings. The replacement of expensive carbon vanes is no longer required, so no costs for parts, labour or production downtime are incurred. The Becker managers are extremely satisfied with the decision to install a Busch centralized vacuum system with Mink claw vacuum pumps.

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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 leading Australian distributor of cabinet hardware products, Lincoln Sentry, to start offering these innovating products to the Australian market.

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 the homeowner to organise everything just as they 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 - a completely flat based shelf manufactured from a single piece of metal, which is 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 last inch of space is put to good use. Also the fact that there are open corners makes them easy to clean.

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 is covered by a 7-year warranty that gives that extra peace of mind when specifying one of Peka's products into a busy Australian home.



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Sedus Systems: complete production networking - range covers 100,000 variants

Sedus Systems generates 30 percent of its turnover with custom produced articles. The time had come for the German furniture manufacturer Sedus Stoll AG to think about replacing its aging machinery and investing in a modern, flexible equipment outfit capable of meeting its production needs. Simply replacing individual machines would not be enough. To retain its position as a competitive player in tomorrow's tough markets, Sedus decided to work with the Homag Group to create a completely new production philosophy: data-based, fully automatically operating batch size 1 production.

One component
produced every twelve
seconds

Office furniture has been produced in Geseke for over 50 years, and under the banner of Sedus Stoll AG since 2002. Sedus Systems, which contributes around 50 million Euro to the total 158 million turnover of

Sedus Stoll AG, has now heralded in a whole new era: its part production has been completely revamped.

"Our production required urgent investment, and was simply no longer in step with the times", reports CEO Dr. Rolf Hallstein. "Series production is generally on a decline, giving way to ever greater customer individuality. Up until 2013, we were still working on a weekly batch basis, collating all the orders for a week's worth of production orders at a time. By introducing cutting waste optimization and trimming our operations towards series production, we tried to achieve maximum productivity and efficiency. The drawbacks are self-evident: We had only conditional flexibility, a lot of capital was tied up by the unavoidable storage of parts through to final assembly, and occasionally

we even sustained quality impairment as a result of repeated relocation of stored parts, and ultimately our quality control was also far from adequate. In the worst case scenario, a production error might only be noticed a week later. Following an analysis of the situation, we realized that simple replacement investment would not be enough. Instead, the answer to our specific needs was a demand-driven batch size 1 production system involving the greatest possible degree of automation."

Having invested in a new storage-sawing combination from the Homag Group back in 2008, the Schopfloch-based experts were the obvious first port of call for Sedus Systems, and the project was first broached at the Ligna 2009.

Ultimately, a completely networked production plant was installed. Following initial entry of the panels into storage, practically no further human handling is required – with the exception of non-standard formats produced at the processing centre, or the occasional segregation of part stacks if panels have been cut in books rather than separately. After this, everything occurs on a fully automated basis, the information flow takes place by means of bar codes on the individual parts.

Downstream from the saw, the parts enter an isolating buffer upstream from the edging line. Depending on the degree of filling, this buffer can continue to supply the edge processing line with material for up to an hour if the saw should be out of action. The edging line comprises two stand-alone machines of the KAL 624 ProfiLine series with LaserTec. As a rule, circulating parts twice is sufficient for complete part edge application. For very small components, four passes are even possible. The system uses the bar code to determine which parts are recirculated or forwarded towards the sorting buffer.

The Homag Automation sorting storage system with its three lanes finally supplies parts to the next processing step: The Weeke drilling line. However, this only happens once all the components for an item of furniture such as a cabinet have been collated, so that everything arrives in the assembly department simultaneously. Because: There are three shift batches per day, meaning that panel thickness and cutting waste are optimized three times a day. Sawing always begins with the thickest parts. The machine operator is given the opportunity after every optimization process to enable processing or to integrate so-called "can parts" if the cutting waste values are inadequate. These are also parts which relate to a concrete customer order, but which may only be due for production the following day and then remain somewhat longer in the sorting storage system for reasons of efficiency.



Pictures courtesy of: Furniture production, editorial team

Once all the parts are collated in line with the respective optimization process – for instance the 25 millimetre upper and lower panel of a cabinet, the 19 millimetre side walls and the 10 millimetre rear wall – the sorting storage system removes them from storage and the parts pass through the Weeke drilling line where all the planned trimming and drilling operations are performed.

Ultimately, production takes place on the basis of the pull principle: Removal from the sorting storage system always takes priority over entry into storage, or in other words, downstream processes take priority – even if this occasionally results in brief standstill periods for certain machine parts. “There are plant components which can be permitted to take a break at times: because the remainder of the plant operates more slowly. The output of the entire plant is so high that these brief standstill periods are compensated for without problems”, explains Anton Niggemann of Homag Sales and Servicing.

It is precisely this issue of process interlinking and coordination that posed the special challenge during the installation, commissioning and “fine tuning” of the overall plant in Westphalia during three phases between October 2011 and the start of 2014 during running production. “The capacity of the saw is higher than the edging line is able to cope with. This interaction applies equally to the edging line and the downstream sorting buffer storage system, which in turn feeds the drilling line. Turning an adjusting screw generally influenced another machine or part of the machine. The aim was to find the optimum setting to ensure that the plant as whole achieved the required output”, explained Norbert Sprick, responsible for production and quality management at Sedus Systems. “It was an enormous learning curve for all those involved, but it kept our team on their toes and ready to tackle new challenges.”

Because alongside concrete implementation of the new production philosophy, getting all 230 employees in Geseke on board and able to run with the process was another challenge. “We tackled the issue of employee communication at an early stage and made an effort to allay any anxiety associated with the new system. Because a change as radical as this tends to spread a fear of loss of jobs. Luckily, during our recovery phase following the financial crisis, we had of course replaced some employees who had been made redundant by temporary agency staff. This meant that we were able to offer our permanent workforce secure jobs. We communicated with employees what we were planning right from an early juncture. We also made it clear that there would be fewer jobs in the part production department, and started to organize our team: Some of them made it known that they would could

not envisage their role in the new production process, and in these cases we endeavored to accommodate these employees elsewhere. Conversely there were those who we began to realize would relish the challenge of driving the new project forward. Training courses at an early juncture by the Homag Group, accompanied by hands-on instruction by the individual Homag Group producing companies at the machines during the commissioning process prepared our production team for the task”, concludes Dr. Hallstein. ►



The robot cell is predominantly used for complex trimming and drilling tasks on table tops, taking the strain from the Weeke drilling line.

The Homag Automation sorting storage system with its three lanes finally supplies parts to the next processing step: The Weeke drilling line.

- As the various parts of an order emerge from the Weeke drilling line, specially designed transport caddies wait to be loaded for transport into the assembly department. Here, there are three assembly lines which marry up desk pedestals, cabinets, desks and screen walls. Following assembly, they are directly packaged.

Vital to this form of production is the relevant data and then the individual bar code which carries the information. "Initially we had contemplated RFID chips, but decided against this for cost reasons, even though this form of identification would offer benefits, for instance in the event of complaints, even years after delivery. Instead we compromised and opted for bar codes, which have to be removed again before packaging", says Dr. Hallstein.

To allow an order to go into production, it has to be complete – including confirmation of dispatch from the supplier of externally supplied items, in order to avoid unnecessary long storage times in the sorting storage system. All data relating to the order has to be entered, and every part virtually described. "There's no way we can just spontaneously knock up a part nowadays. We didn't operate this type of data-based system in the past, and we had to make a consistent effort to engage with the new philosophy", explains Sprick. The whole system is completely SAP-controlled. Material characteristics are taken for a concrete part, and individual characteristics are added in accordance with the drawings. This data is then used for the fully automatic generation of production programs. Errors at this juncture can result in the worst case scenario in machine standstill or an incorrectly processed part.

Production is monitored by in-process quality controls at several different stations: In the edging line, a part is separated out of the process every half an hour and various

specific characteristics are inspected by the machine operator. In addition, at least once per shift a test component is taken through the drilling line with its full complement of drills and cutters from Weeke. This part is then inspected for unwanted edge chippings and the drilling depths checked. And the final quality control takes place in the assembly department. If a defective part is actually discovered, it can be called in again using the bar code. The options include immediate new production – this type of component would then be ready for assembly within three hours – or subsequent production with the next optimization process. The digital order data contained in the bar code continues to be used right up to the last moment: At the end of the assembly process, operators use this data to generate the order papers for delivery.

80 decor finishes, over 150 edging colors, any component sizes and thicknesses within a minimum and maximum value – there are practically no holds barred with the new production system. Around 3,500 parts are produced every day, with one finish processed component rolling off the line every twelve seconds. The average component size is 0.8 square metres. Sedus Systems uses 3,000 square metres of panel material every day, plus around 12 kilometres of edging material.

"There must be some 100,000 variants currently in the system. Around 30 percent of our turnover is generated with furniture. These are not standard off the shelf items but bespoke articles. Practically every order we produce contains some form of non-standard part – and the new method of fully data-based automatic production allows us to master all these customer-specific variants", emphasizes Dr. Hallstein. Alongside the achievement of this output level and particularly this degree of flexibility, Sedus Systems was delighted by the saving of over 1,000 square metres of

Once all the parts are collated in line with the respective optimization process, the sorting storage system removes them from storage and the parts pass through the Weeke drilling line where all the planned trimming and drilling operations are performed.

Holzma sawing is part of the Sedus production flow.

The edging line comprises two stand-alone machines of the Homag KAL 624 ProfiLine series with LaserTec.



storage space in the factory and the complete elimination of external warehousing. "We are currently optimizing our logistics processes in the assembly department. This was only made possible by the space gains we have made", says Sprick.

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IT IS THE AUSTRALIAN WAY; a handshake agreement and our faith in the goodwill of those we do business with. But what happens when it all goes wrong and the hard earned remuneration is not forthcoming?

An age-old problem and the worst nightmare for many joiners, cabinetmakers and general contractors, is the frequent failure of clients to pay scheduled payments as and when they fall due. The situation is often worst for those who can least afford it. Small to mid-sized cabinet and joinery shops, installers and tradesmen have traditionally felt the brunt of this stressful and potentially threatening situation for the ongoing viability of a business. There are many reasons for this nightmare scenario, but whether it's a large project building company or single owner builder, the failure to pay can be catastrophic for the contractor involved.

We have all heard stories of builders declaring bankruptcy and leaving contractors and suppliers unpaid, only to see them start-up for the next project with a different set of directors and cleared of any outstanding debts. I could name dozens of kitchen manufacturers who have experienced this exact situation. However the majority of problems come from clients large and small who simply don't want to pay and will use any and all avenues open to them to avoid it. In the past this has often resulted in contractors giving up on debts rather than face expensive and time consuming legal action.

Recent amendments to the Security of Payments Act partly address these issues by providing an avenue to pursue payments for work carried out or materials delivered by subcontractors. The basic principles of the Act are that all contractors and suppliers have a statutory right to progress payments regardless of any terms provided in a construction contract. According to the Act, progress payments includes due dates, stage payments, retained security deposits and one off payments at completion of work or

delivery of materials provided. Any contractor can make a payment claim without the need for costly legal expenses and disputes are determined by an independent adjudicator. It is important to know that the Act does not cover residential contracts where work is carried out directly for a homeowner unless a head contractor has been employed and the claimant is subcontracted as a result.



In addressing the issue of payments it is most important to take a look at the root of the problem. Prevention is better than cure and to this end there is a lot that can be done to mitigate the problems before they destroy your business. It is a cliché throughout the industry that tradesmen are notoriously slack when it comes to paperwork and record keeping. True or not, I would place paperwork as the single most important factor when it comes to ensuring timely and dispute free payment for service and materials provided. When it comes to any form of legal action, efficient paperwork and accurate record keeping carries weight above everything. And here lies the problem with so many laid back, good natured Australians who believe the famous saying, 'She'll be right, mate.'

When it comes to business transactions it is vital to understand that the client is not your mate, your best friend, or just a nice guy you don't want to upset with details. That sweet old lady that makes you a cup of tea during installation of her brand new kitchen does not look so sweet when her lawyer calls to say she is not paying because she never agreed to the

\$5,000 worth of variations you made. Good paperwork starts with quotations, tenders and contracts. Quotations and proposals should be accurately reflected in the final contract. Make sure you read and understand contracts before you enter into them. If you don't understand then it is well worth getting some legal advice before signing; a service that is usually not as expensive as many might think. If you are the one providing the contract it is equally important that you understand its implications and limitations.

Often the desperation to win a big contract causes contractors to be lax when it comes to scrutinising the terms and not reading the fine print. Rob Irwin, owner of Joinery Management Services, is currently fighting to receive a substantial payment for fit-out work he delivered on contract. He believes the odds are stacked against suppliers when they are dealing with large companies who often have their own legal teams. Rob cited recent dealings where he was faced with a one hundred and fifty-page contract, yet the builder refused to accept his own two-page contract of terms and conditions. Unfortunately, it is often a case of take it or leave it and those looking to win business must comply or lose out.

Recognise the warning signs early and avoid the trap that drags you further and further into a hole. When the first scheduled payment is late, it is essential to resolve the issue before continuing to supply work. 'The cheque is in the mail and was definitely posted', is an excuse that goes back to the pony express. It is a sure sign that you are in for a difficult time as the project progresses. Again this is where the Aussie good nature can sometimes be too trusting. 'Don't worry you'll get paid as soon as...' or 'Don't bother putting those variations down in writing, we both know what we talked about.' These are all too familiar quotations and signs that your agreement is at risk. Remember, you cannot take promises and somebody's word to the bank.

Paperwork is essential. Every variation of a contract should be written down and signed off to avoid problems at payment time. Variations are probably the most common source of disputes over payment. It is best practice to follow up verbal discussions with a written summary and include any agreements reached. Maintain email records as well as paper ones and whenever possible you should ask for confirmation. Likewise make sure that deliveries are acknowledged as received in good order. They should always be signed off by an authorised person. The same goes for stages completed; get them signed off promptly. It is also a good habit to take photographs of finished work as evidence in case of later disputes.

Where contracts call for stage payments they should be as specific as possible. Clauses such as, 'When work is completed to satisfaction,' are too ambiguous and open to interpretation; they should be avoided at all costs. A common ruse used to avoid payment is when insignificant defects are used to avoid final payment. If a retained amount is based on completion, the contract should read: Completion is defined as work completed for its intended use barring any minor defects. Another word of wisdom is: don't ignore defects even if the client does not raise them; he will raise them when it comes to payment time which is often a long way down the road. Make it your best business practice to rectify faults and issues as soon as they occur, then

have this action acknowledged by the client and signed off as completed.

Legal action can be complicated, expensive and time consuming but business owners who put themselves on the front foot can ensure that the risks of such are as low as possible. Make a point of understanding your rights as a supplier or contractor. Research the Security of Payments Act so you can quickly respond when payment is not forthcoming, and make record keeping and accurate paperwork a signature of your business.

When all is said and done, She'll be right, just doesn't cut it. ■

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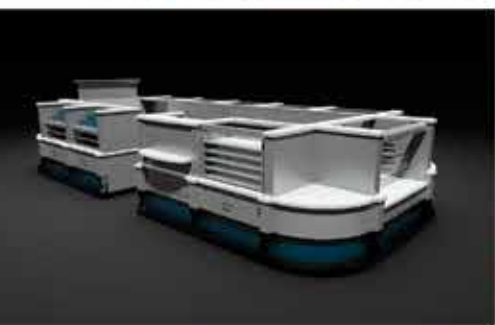
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The importance of investing in quality

WE'VE ALL heard the saying "You get what you pay for". It's true to say that there are more copies of woodworking machines on the worldwide market today than ever. "You get what you pay for" can go hand in hand with "all that glitters isn't gold." Purchasing reliable equipment can be a minefield fraught with danger at every step for an unsuspecting buyer. When purchasing machinery for your business it is vital that you educate yourself in the difference of value for money and a good price. Also, it's just as important to be able to have your machine serviced by the right people after the initial purchase.

Good value and good price - know the difference

It's not hard to make something a little bit cheaper by compromising quality. While it may be tempting to save some money on the initial outlay for a new machine, just remember - the cost of a dollar saved on buying an inferior machine will quickly add up. A new machine should be weighed up on three simple points. It should be able to:

1. Simplify your manufacturing
2. Increase your volume
3. Cut down on reworks

While a machine may be cheap to buy, if it can't do these three things, it isn't adding good value to your processing. In most cases, a copy of any machine with inferior build will not help you achieve this.

A low price usually goes hand in hand with a shorter life, less technology and reduced safety.

What looks like a bargain may turn out to be very expensive, so always buy good value. If you have to buy a cheaper option, make sure it is through a reputable company that can support you. Above all - beware of imitations.

Buying good quality is only half the battle

Without proper service from a reputable company, the best machine in the world may as well be the worst. If you can't get after sales back-up and spare parts, you can consider the machine useless. In recent times, many companies have opened selling unknown, cheap machinery. When these companies collapse, they leave many customers with expensive scrap metal - machinery that nobody can acquire spare parts for and nobody can service. You need to make your purchases from a solid, reputable company, that has years of experience and knows the importance of getting you up and running as soon as possible. To the right supplier, servicing your machine has to be as important as the sale itself.

How can you protect business from the wrong decision?

Do your research and make sure you're purchasing a reliable brand from a dependable company. You need to be confident that you are buying a piece of superior machinery as well as having access to original spare parts, service and advice. Where possible, visit the showroom or warehouse and see the machine for yourself before committing to purchasing, seeing it in person will help you decide if the quality is up to scratch. ■



A showcase of big dreams

Taking place in Perth from 15-16 October this year, the Beyond Tools Dream Big Expo is an exclusive event to celebrate leisure time in satisfying pursuits with all things hands on and creative.

Tony Mirabile, managing director of Beyond Tools, said recently, "In 2016 we are delighted to present you with a one-of-a-kind event like nothing Perth has seen before – Dream Big Expo 2016."

"Hosted at the Claremont Showgrounds on Saturday, October 15 and Sunday, October 16 the show is a collection of amazing high end luxury, top of the range 'big boys' toys - including cars, boats, drones, bikes, fishing, homewares, furniture, travel and beer brewing and so much more."

"That's not all we have planned. As part of the Beyond Tools 30th anniversary Rick and Kelly Dale from American Restoration will be part of the action in their first trip to Australia. The event provides sponsors and partners with an outstanding opportunity for you to showcase the latest products from your business, build on our partnerships, dream a little - and most of all have fun."

Right:
Tony Mirabile, founder
of Beyond Tools.



Tony is a keen restorer and collector, and after meeting Rick and Kelly Dale in Las Vegas last year, Tony decided that to celebrate Beyond Tools 30th anniversary he would bring Rick and Kelly to Australia for the first time.

Rick and Kelly are seen on History Channel's 'American Restoration' and 'Pawn Stars'. "We are so excited to be joining you Down Under at the Dream Big Expo", they said. "When Tony and the team at Beyond Tools invited us to be part of their 30th year celebrations we couldn't say yes quick enough. We have lots of great stories and ideas to share and hope to see you there."

Beyond Tools is the major sponsor of this high-profile event, along with sponsors Makita, Barbagallo, Kincrome and others including Festool furniture making workshop, Festool building workshop, Festool automotive workshop – showcasing pneumatic tools never seen before in Australia.



Dream Big Expo is the perfect opportunity to experience Beyond's huge collection of the world's best hand tools, power tools, machinery and equipment from around the globe as well as some of Australia's most creative and skilled restorers, woodworkers, builders.

The huge range at the Expo includes machinery, tools and equipment for trades, do-it-yourselfers and hobbyists. Rikon woodworking machinery, Robland traditional woodworking and industrial CNC machinery, CNC solutions by Redsail and Samach, and Virutex woodworking machinery and tools. Over 3000 square metres of equipment for DIY, tradie, hobbyist, cabinet maker, woodworker, mechanic and panel beater will be displayed and retailed from Dream Big Expo 2016.



Kelly and Rick Dale from Pawn Stars and American Restoration.

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Robotics in the furniture industry

Automation becomes more and more important in the furniture industry, and in this context, robotics are increasingly popular in the production technology. Robots are used for handling and processing parts and, for assembly. Thanks to high-performing robotics short throughput times and high plant utilisation are achieved.

Leading providers of robotic applications, programming and mechanical engineering team up to develop powerful robotic solutions. In the woodworking machinery industry, the Homag Group is a leading specialist in developing robotics in highly-efficient production cells.

At this year's AWISA exhibition in Melbourne, Homag Australia showcased a high volume automated edgebanding cell coupled with a robotic sorting cell. This was an exclusive premiere in Australasia. As reliable solution for buffering, decoupling, and sorting, robots enhance production performance and increase yield.

From vision to reality: Industry 4.0

Looking into the future, it is clear that the level of networking will continue to grow until the Industry 4.0 vision is achieved. In modern furniture production there is an increasing trend towards individual living spaces. Therefore, furniture manufacturers need to focus more heavily on individual home requirements of end customers.

End customers are spoilt for choice when it comes to the wide range of options: furniture dimensions, shapes, materials, colors and surfaces. In some cases, this may even mean that customers design their own item of furniture on the manufacturer's website and order it online.



While this trend has already been a matter of course for cabinet makers, it more and more presents a challenge to larger companies. They aim to manufacture furniture adapted to individual customer requirements but on an industrial scale and preferably, at a similar cost to series production. Consequently, "Industry 4.0" or "networked production" has become a hot topic in the woodworking industry.

Strong all-rounder: Automation through robot systems

In a networked production cycle, robotics play a major role. Robotic solutions from Homag Automation ensure product quality and improve workplace conditions.

Whether the handling combined with sanding, sawing, edge processing, drilling, milling, assembling, packaging, or collating - robots are all-rounders in batch size 1, small series or serial production. Innovative feeding and stacking systems, or pick and place applications provide for high capacity on maximal repeating accuracy and an exceptional level of precision.

Automatically better: CNC processing cells with robot automation

Maximum productivity, highest availability and optimum flexibility – robots are smart solutions. Industrial robots can demonstrate their strengths to the fullest extent with automated CNC processing cells: Be it the individual configuration of cells with different infeed and discharge setups, at turning and alignment stations or in parts monitoring. The cell control system enables easy operation in series production or batch size 1 production. A scanner in the robot traverse identifies the components by their barcode label, allowing the stack to be created in a random sequence.

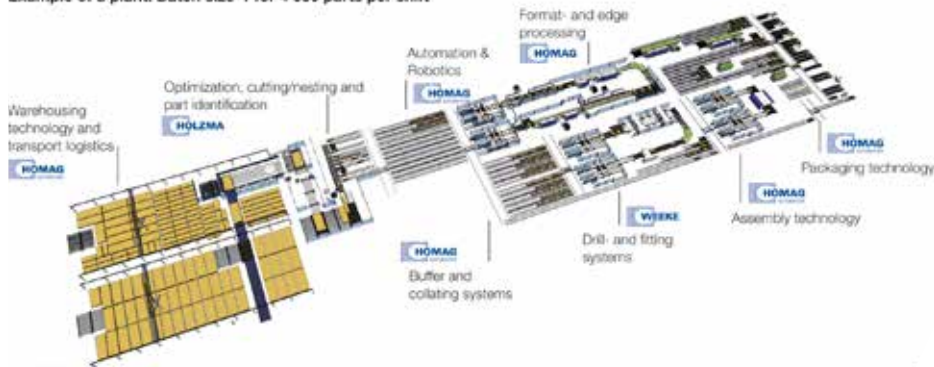


Save the date and see robotics live in action:

Homag Treff from 20-23 September 2016 in Schopfloch, Germany

Ligna 2017 from 22-26 May in Hanover, Germany

Example of a plant: Batch size-1 for 4 000 parts per shift



The use of robots also reduces the workload of personnel. Operators have the time they need to ensure that everything runs smoothly in the surrounding area and take on additional tasks.

Homag Automation offers extensive expertise and support with simulation tools for cell planning and configuration. This ensures compliance of projected cells with their intended function in real operation.

HOMAG AUSTRALIA PTY LTD
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www.homag-australia.com

As a reliable solution for buffering, decoupling, and sorting, robots enhance production performance and increase yield.

Thanks to high-performing robotics short throughput times and high plant utilisation are achieved.

Maximum productivity, highest availability and optimum flexibility – robots are smart solutions.

Robotics play a major role in a networked production.

Additions to the range and a new logo for Wood Tech

The Wood Tech Group, one of the biggest exhibitors at AWISA 2016, exhibited under its new logo and with some new products, such as the exclusive range of premium products from Denver Glass & Stone Machinery. Wood Tech has offices in every mainland state. Other releases at the show included some from companies that Wood Tech has represented for many years. Products such as the Anderson Genesis EVO CNC, the Burkle Multi-Line PUR application system and the Griggio's new Unica Safe, the panel saw with

the unique safety device that prevents worker injury from the saw blade. Other brands on display included Hebrock, IMA, Schelling and Vitap.

THE WOOD TECH GROUP

Phone 03 9394 1333

www.woodtech.com.au





Lincoln Sentry at AWISA 2016

After more than 12 months of meticulous planning, Lincoln Sentry was proud to welcome our customers to our expansive 468m² stand at AWISA 2016 in Melbourne - the largest hardware display at the exhibition. The Lincoln Sentry AWISA 2016 stand showcased four distinct areas:

Entertainer's Kitchen / Scullery

An on-trend Hamptons style, family oriented kitchen with modern storage applications and scullery. Using Blum's Dynamic Space design philosophy, premium ranged products were featured in this full kitchen.

Selection Centre

An interactive selection centre displaying multiple hardware options.

High Density Living

European styled apartment living with a Melbourne view. Featured compact, faux loft style living, driving a need for improved functionality and storage.

Retail / Commercial Zone

Showcased Lincoln Sentry's product range within commercial / shopfitting applications.





Horizontal storage system TLF 211

Smart logistics for smart manufacturers

Whether a panel spectrum as large as possible, high speed or full equipment – transportation routes are optimised, material and time are measurably saved by using HOMAG Automation storage systems.

Your benefits at a glance

- Fast amortisation - the combination with a saw already pays off with 20 panels to be cut per day
- Automatic offcut and stock management
- Intelligent stand by - the machines only consume energy when moving
- Handling without extra costs - coated panels from 8 mm thickness even in standard due to suction traverse ST61
- High flexibility because of ideal use of the available space even in smallest rooms
- Productivity increase up to 40% with constant number of staff

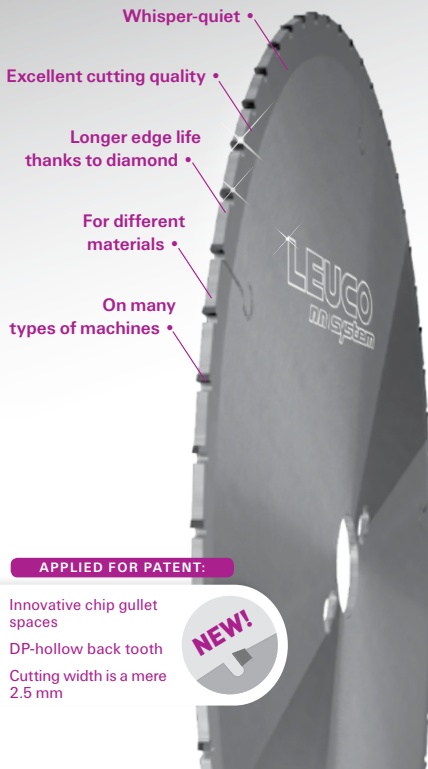


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AWISA 2016: The John Tiddy Memorial Award

A FEW days after the John Tiddy Memorial Award winners received their certificates at the AWISA Celebrity breakfast on Friday 8 July, one of the winner's employers wrote an appreciative letter to AWISA saying that AWISA 2016 was an eye opener for the company's apprentice, seeing the latest innovations and meeting quality people that make up the industry.

The employer said that apprentices are the backbone of its business, and that the award also raised the bar for the company's current apprentices, along with the tradesmen who teach them.

AWISA established the John Tiddy Memorial Award in 2008 to commemorate the late John Tiddys' contribution to the

Australasian furniture and woodworking industries. The awards are made to one apprentice in each state of Australia, and in New Zealand. The applicants must have completed at least two years of training and among the list of criteria is that they must be of good character and be highly regarded by their employer. The winners receive an all-expenses paid overnight visit to the AWISA exhibition, plus \$2000.00 towards their training course fees. ■

The John Tiddy Memorial Award winners, from left to right:

Douglas Keith of Conder, ACT; Ranii Wiari of Pacific Pines, Queensland; Nicholas Johnston of Roelands, WA; David Irvine of Timaru, New Zealand; Nathan McMahon of Brunswick West, Victoria; Michael McKim of Kelvin Grove, Queensland; and Chris Thompson of Elizabeth East, South Australia.



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.

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

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www.awisa.com



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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. (AWISA Ltd may at some time in the future charge a subscription for personally addressed magazines)



Maximum design flexibility: **Sensys Shallow Cup**

The new Sensys Shallow cup hinge provides maximum design flexibility in making a mark of distinction. It permits the use with thin door material such as 13mm compact laminate, aluminium and bonded door panels. The look and feel of exclusive materials can now be combined with the purist style of slender lines and narrow reveals.

Discover the latest in German quality innovation by visiting a local Hettich Showroom.



Interested?
Find out more here...
Sensys Shallow Cup

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