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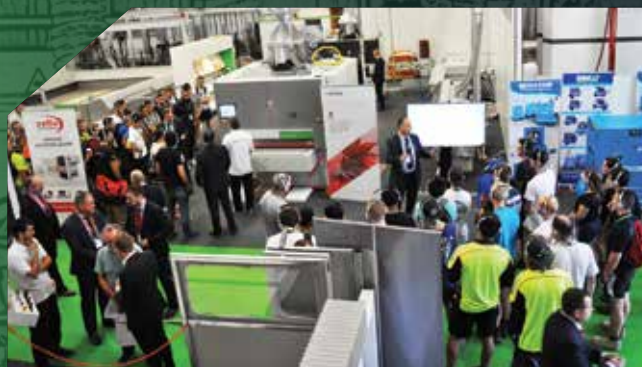
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# AWISA THE MAGAZINE

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## DEAR READER,

This issue contains an interesting balance of the old and the new in the world of woodworking. AWISA members continue to bring to market new technologies that offer completely networked production systems and that bring the promise of Industry 4.0 to Australian manufacturers. This is all possible because of the huge advances in computerisation in recent decades.

But that doesn't mean that those who processed wood centuries ago were not just as innovative with their use of the technologies that were available to them at the time. In this issue we feature the Venice Arsenal. Some might say we have devoted a lot of space to it. But when a publisher finds an interesting story that also comes with fantastic images they have to use it.

The Venice Arsenal was the shipyard for the Venetian navy for centuries. Even as far back as the 14th century it was organised in such a way that it could produce ships quickly and efficiently. Some people compare it with modern mass assembly operations like those developed by Henry Ford. What is certain though is that components were built in various parts of the shipyard and that hulls moved through the basins having rigging and arms added at various points. There was even effort put in to ensuring that the designs of the boats used as little timber as possible.

To become a dominant Mediterranean power, the state of Venice found that that had to build wooden boats as efficiently and as quickly as possible. This probably sounds familiar to those readers who are currently considering what equipment and systems to buy in order to be dominant and efficient manufacturers.

## Geoff Holland

General manager  
Australian Woodworking Industry  
Suppliers Association Limited

## FRONT COVER:

A networked production cycle where all machines, units, handling systems and storage systems independently communicate with each other via sensors and networks. Industry 4.0 becomes a reality. Image courtesy of Homag Australia.

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# The Venice Arsenal

**A SHORT WALK** from Australia's permanent pavilion at the Venice Biennale in Italy stands the Venice Arsenal. The government shipyard of the city state of Venice, the Arsenal was the biggest industrial facility in the world before the 1750s industrial revolution, producing the galleys and other wooden vessels for the merchant fleet, and war ships, that underpinned Venetian pre-dominance for centuries.

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## *mass production in an almost assembly line process*

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Today, as its buildings are progressively restored, they are being opened up in large part to visitors. The architectonics of the ancient structure is evident, and

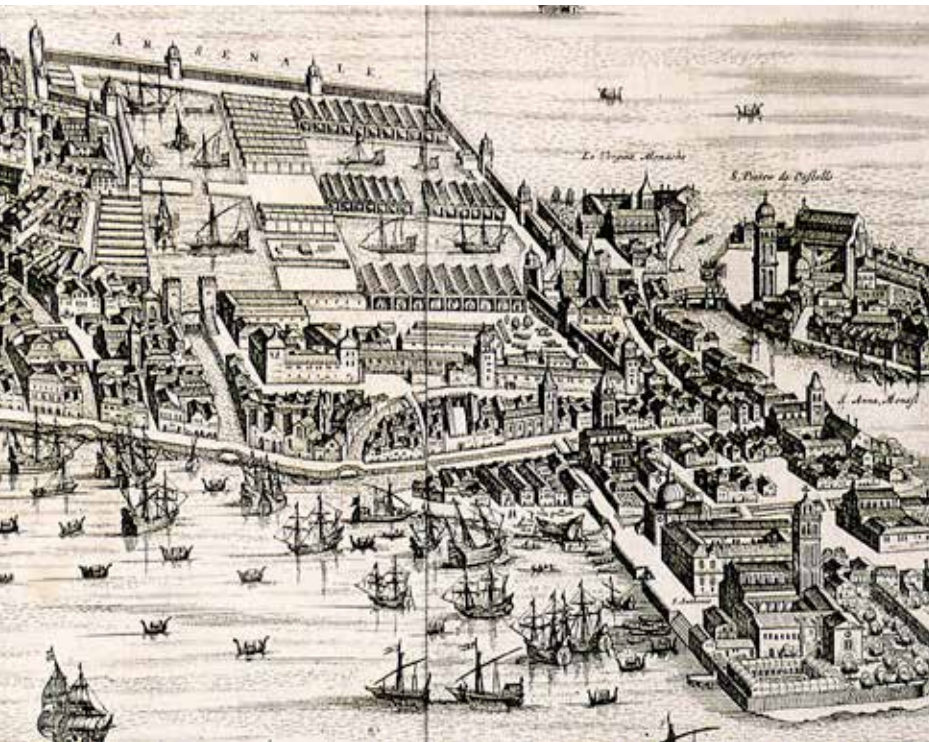
some dry docks built more recently are still in use. There is easy access to the main dockyard from the "Tesa 105" entrance, innovatively transformed with the use of glass and light. This way in affords a stunning overview of the dockyard area from the top of the ancient "Porta Nuova" tower that was itself recently renovated. This area is one part of what was the whole Arsenal. A second part of the Arsenal, including the Navy Museum, belongs to the Italian Navy. The remaining part of what was the whole of the Arsenal is occupied by the Venice Biennale.

The Venice Biennale is the premier contemporary art exhibition in the world. This year (2017), Tracey Moffatt is representing Australia with her exhibition 'My Horizon'.

It is said the Arsenal was established in 1104. Production in mass numbers began in the 1400s, when the need emerged for an increasing number of warships to counter the threat of rival Turkish incursions and for the protection of cargo ships against attacks. The government decided to build up a reserve of 100 ships, meaning a significant number of vessels always had to be at an advanced state of completion to replace damaged or wrecked ships. The number of ships constructed varied, depending on the political and military situation.

Frederic Lane in 'Venetian Ships and Shipbuilders of the Renaissance' (originally published by John Hopkins Press, 1934, and reprinted by Greenwood Press, 1975, p138) writes specifically of the "the decision in 1442 to finish 50 new galleys and make ready twenty-five others, and by another order in 1453 for the preparation of fifty." This was an astonishing rate of production, as was the speed of production.

In 'Venice: The Biography of a City' (Grafton Books, 1988, p101), Christopher Hibbert relates how in 1574 King Henry III of France "was shown round the Arsenal and witnessed the launching of a fully rigged ship, the bare keel of which he had watched being laid a mere twelve hours or so before." Let us say that even if the event was contrived, it was an impressive show. ►











► The large size of the Arsenal, which in the 1850s reached 138,000 square metres, effectively allowed the establishment of many shipyards within it. The ship building and the main models, which the designers took inspiration from, are believed to be of Roman origin. The prototypes were triremes and other ancient types of sail vessels with rows of oars on each side. The most likely hypothesis is that the first building tools and technologies arrived from the Eastern Roman Empire due to commercial connections between Venice and Greece. In later periods, builders used drawings of prototypes from which to take inspiration, and the first draft of the ship project was delivered to the 'Proto' or 'Capo d'Opera', the engineer in charge of the construction of the vessel. In the 1700s, developments in fluid mechanics and advances in studies of wood's technical features gave birth to the Arsenal's

school of Naval Architecture. The history of the Arsenal sees the building of vessels progressing from being based on the eye of the trade master, and "trial and error", to being based on mathematical and mechanical calculations.

An early significant innovation and spur to increased productivity was working out how to build a ship frame-first, rather than hull-first, to use the jargon. The new way meant spending less time and using less wood in building a boat. However, Mauro Bondioli points out in 'The Art of Designing and Building Venetian Galleys from the 15th to the 16th Century' (in 'Boats, Ships and Shipyards, Oxbow Books, 2003, p222), "There is still no convincing, comprehensive theory to explain the many aspects of ship design and construction in medieval and Renaissance Venice".





It is tempting to make an equation between the organisation of the Arsenal and modern mass assembly operations such as the Henry Ford production lines, but a perusal of what historians have studied and written suggest it is an inaccurate equation.

As Lane writes (pp173-4), "Perhaps rather as a natural result of the manner of its growth than as the conclusion of a well calculated concern with industrial efficiency, the Arsenal was so arranged in 1560 that it is easy to imagine building beginning in the remoter sections and the hull moving through the basins acquiring rigging and arms as it neared the outlet. The older parts of the Arsenal, which were nearer the rio dell' Arsenale [canal], had been more completely filled ▶

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*“he witnessed the launching of a fully rigged ship, the bare keel of which he had watched being laid a mere twelve hours or so before....”*

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► with buildings - storerooms, and covered docks under which finished galleys might be kept protected from the weather."

At the heart of the Arsenal's success was the evolution over years of co-ordination, good book-keeping, respect for the knowledge of the master builders, and some specialisation.

Lane writes (pp161-166) that there was no one general manager in quite the sense we use the term today. All the Councils of the Republic involved themselves in the running of the Arsenal and, he points out that some foremen enjoyed such prestige as to be practically independent in the control of their craft. The first stage of manufacture was in large part decentralized into the hands of the master craftsmen. A foreman supervised each of four trades, carpenters, caulkers, mast makers and oar makers. He describes how shipwrights and caulkers worked scattered more or less through the whole Arsenal, while the mast makers and oar makers, on the other hand, were assigned to particular shops or sheds. These four together with the Admiral of the Arsenal constituted the technical advisers, and they together with the Lords and Commissioners, who were supervisors appointed by the Senate, constituted the committee that organised the work in the Arsenal. The Admiral carried various responsibilities including the final stage, the assemblage.

The wood for the Arsenal was harvested from the many forests of the Venetian territories. Forests were filled with excellent quality oak, elm, beech and also pine and spruce. The biggest woodlands were government owned. The price of wood was set by market rules, so that anyone owning some trees was better off selling wood to the government which used it in great quantities.

There is no surprise that, as Lane recounts (p 219-20), "... at the end of the fifteenth century the supplies available in these regions were diminishing in an alarming fashion. ... A definite policy designed specifically to conserve and increase the oak

groves was first formulated between 1470 and 1492 ... The first proposal was that no oak should be cut anywhere without licence from the Arsenal."

Due to the abundant use of timber in Venice, and considering also the significant fact that pilings for building foundations were all made with wood, there was a real estate registry of all the forests in the area. Moreover, single registers were held to record all the different types of timbers and sorted in accordance to their principal use. Owners of private woods were required to replant trees every time they cut down trees for sale. There was a strict control of the woodland, balancing the use of timber both from public and private woods.

Wood was used to build the city, not only the boats. It was a fundamental building material for Venice, as it best answered the building problems of the geomorphologic instability that characterized Venice and its surroundings. The unstable muddy subsoil made the construction of buildings very difficult in the Venetian area. Each construction site, indeed, needed a grounding process through pile driving. Wood was in fact the best material that could be used to make piles as it was flexible and elastic enough to sustain landslides and soil settlements. That's why Venice used so much wood and as a consequence also its maintenance required use of extra wood. ►









## The ships

Amongst the wooden ships the skilled artisans of the Arsenal produced was the 'Dromone' type of boat, which Ventrice explains in detail resembled the Roman 'Quadrireme' that had four rows of oarsmen per side, equally divided in two orders, an upper one with 150 oarsmen and a lower one with 50 men. It was 175 feet long, and had two decks. One was only for soldiers and war machines. The ships were built in cypress or pine due to their resistance to shipworms.

The most innovative type of ship was the 'Galea', based on the shorter so called 'Galea sottile', which had a crew of 180 men plus crossbowmen. The oarsmen crew was made up of 140 men, making it a very fast ship.

The biggest Galea, called 'Galere', could navigate using both oars and sails. It had up to 100 oars and was 115 feet long, 15 feet wide, with a topside height of 7 feet.

The 'Quinquereme faustina' which takes the second half of its name from its inventor Vettore Fausto, and the first half due to the fact that it had five oarsmen per bank but it did not have five rows of oars, vertically speaking, oarsmen were probably divided in three vertical orders, with 300 oarsmen in total. It was a majestic vessel (140 x 15 feet) but for this reason it was too difficult to be sailed, so it was the only prototype built in the Arsenal.

While the 'Bucintoro' was an ornamental type of ship, filled with decorations and golden details, which was basically used for solemn events and celebrations. The first built in the Arsenal was in 1605 while the last one in 1722. It was 100 feet long, 21 feet wide and 24 feet high.

The 'Galleon' generally had two or three decks and three masts plus one in the bow. It carried 120 guns and was used both in war and as a cargo ship.

The 'Galeazza Riformata', the new Galeazza, built in the 17th Century, was similar to the old prototype, but longer. It reached 145 feet, and had three masts and nests on top. It was fully equipped with guns and a crew of at least 700 men. ■

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AWISA would like to thank Pasquale Ventrice, professor at the Venice University Institute of Architecture, and president of the Arsenal Study Centre, for his help with this article. Ventrice has published widely on the Arsenal, and science and technology. He took time out from a busy schedule to answer some questions from AWISA. This exchange was facilitated by the Italian State Tourist Board Sydney, who also undertook the task of translating.

Before visiting the Arsenal make enquiries about what sections are open and when, as some require pre-booking and the historical areas are being opened up progressively. The Naval Museum is not open every day. The Biennale runs every second year between May and November. In the first instance, contact the Italian State Tourist Board, telephone 02 9357-2561, [www.enit.it](http://www.enit.it) or [www.visititaly.com.au](http://www.visititaly.com.au)





# Eye witness account by John Evelyn

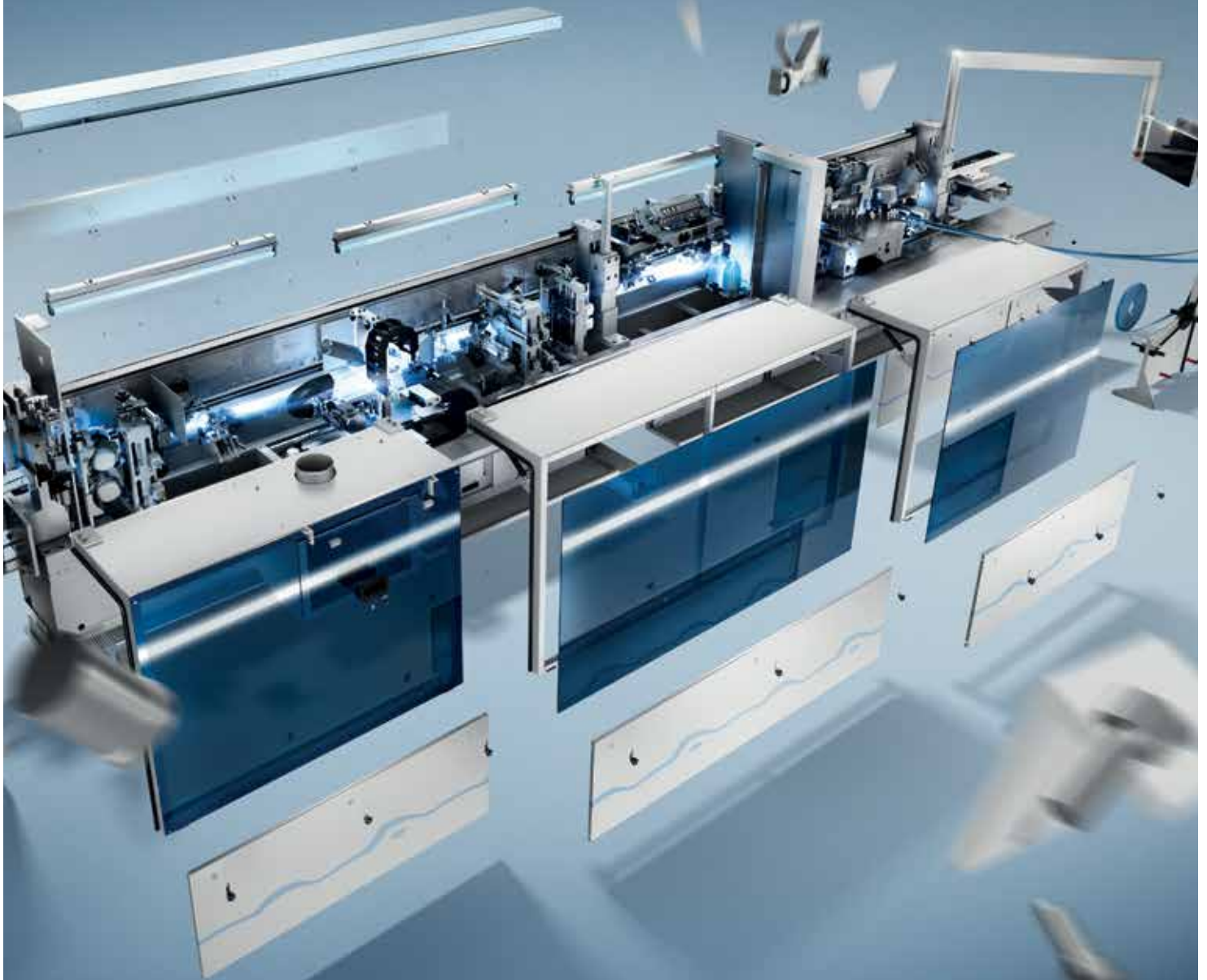
JOHN EVELYN (1620-1706), WAS AN ENGLISH GENTLEMAN SCHOLAR WHO TOURED EUROPE. IN JUNE 1645 HE VISITED THE ARSENAL, WRITING LATER IN HIS DIARY THIS REVEALING FIRST-HAND WITNESS DESCRIPTION:

*"The arsenal is thought to be one of the best furnished in the world. We entered by a strong port, always guarded, and, ascending a spacious gallery, saw arms of back, breast, and head, for many thousands; in another were saddles; over them, ensigns taken from the Turks. Another hall is for the meeting of the Senate; passing a graff, are the smiths' forges, where they are continually employed on anchors and iron work. Near it is a well of fresh water, which they impute to two rhinoceros's horns which they say lie in it, and will preserve it from ever being empoisoned. Then we came to where the carpenters were building their magazines of oars, masts, etc., for an hundred galleys and ships, which have all their apparel and furniture near them. Then the foundry, where they cast ordnance; the forge is 450 paces long, and one of them has thirteen furnaces. There is one cannon, weighing 16,573 pounds, cast while Henry the Third dined, and put into a galley built, rigged, and fitted for launching within that time. They have also arms for twelve galeasses, which are vessels to row, of almost 150 feet long, and thirty wide, not counting prow or poop, and contain twenty-eight banks of oars, each seven men, and to carry 1,300 men, with three masts. In another, a magazine for fifty galleys, and place for some hundreds more. Here stands the Bucentaur, with a most ample deck, and so contrived that the slaves are not seen, having on the poop a throne for the Doge to sit, when he goes in triumph to espouse the Adriatic. Here is also a gallery of 200 yards long for cables, and above that a magazine of hemp. Opposite these, are the saltpetre houses, and a large row of cells, or houses, to protect their galleys from the weather. Over the gate, as we go out, is a room full of great and small guns, some of which discharge six times at once. Then, there is a court full of cannon, bullets, chains, grapples, grenadoes, etc., and over that arms for 800,000 men, and by themselves arms for 400, taken from some that were in a plot against the state; together with weapons of offense and defense for sixty-two ships; thirty-two pieces of ordnance, on carriages taken from the Turks, and one prodigious mortar-piece. In a word, it is not to be reckoned up what this large place contains of this sort. There were now twenty-three galleys, and four galley-grossi, of 100 oars to a side. The whole arsenal is walled about, and may be in compass about three miles, with twelve towers for the watch, besides that the sea environs it. The workmen, who are ordinarily 500, march out in military order, and every evening receive their pay through a small hole in the gate where the governor lives."*



(The Diary of John Evelyn, vol 1, the William Bray edition, M. Walter Dunne, copyright 1901, available from Gutenberg project - [www.gutenberg.org](http://www.gutenberg.org) )

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# Most successful **AWISA** exhibition launch ever



**IN THE SUMMER** edition of this magazine AWISA announced that AWISA 2018 will be taking place from 4-7 July 2018 at ICC Sydney, the new exhibition and convention centre built on the site of the previous centre, the venue for AWISA exhibitions from 1992 to 2012.

The Australian Woodworking Industry Suppliers Association booked the equivalent amount of venue space for AWISA 2018 at ICC Sydney as was occupied by AWISA 2016 in Melbourne, and by previous AWISA exhibitions at the old Sydney Convention and Exhibition Centre. The launch of space sales for AWISA 2018 has been the most successful ever, and to ensure that space is available for all those companies that might be wanting to book over the next twelve months, the AWISA board has decided to book more space at ICC Sydney.

The ICC Sydney Exhibition Centre is of an unusual design, with the exhibition halls being on two levels. AWISA had initially booked all of the lower level halls, so the only way to expand the show floor plan is to book space on the upper level. Fortunately AWISA is a show that has a natural split along product lines. AWISA Wood & Panel Processing, the machinery part of the show, will remain on the lower level.

AWISA has now booked two halls on the upper level for AWISA-Design. This ensures that there are 'headline' exhibitors on both levels, and for AWISA-Design exhibitors there are the added benefits of a quieter and dust-free show, and a show that will be more attractive to the design community.

AWISA 2018 will be one of the largest trade shows to ever take place in Australia. Full details about exhibiting at the show are available at [www.awisa.com](http://www.awisa.com). AWISA also suggests that those thinking about exhibiting (or about visiting), visit the ICC Sydney website to get an overview of the new facilities. ■

AWISA 2018  
will be one of the  
largest trade  
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# Ready for the future in three steps

*The “Industry 4.0” trend is the topic that everyone is talking about in the wood-processing industry. The core aim of this standard is to network machines, electronics and data. But how can trade businesses and medium-sized companies start embracing the concept of networked production? The answer: in three steps.*

BY EDUARD SCHIESSL OF TECHNICAL SALES AND  
NIKLAS KÖGEL OF TECHNICAL SALES MES, BOTH  
BUSINESS UNIT SYSTEMS OF THE HOMAG GROUP.

Has this ever happened to you? You produce a workpiece on a CNC machine, but the program contains an error and the drilling pattern is wrong. Or the program does not exist at all so you have to spend a lot of time and effort programming the machine before you can start production. Or perhaps during assembly you discover that a part is missing meaning that you only realize a short time before the delivery that the order will not be ready on time. If any of these scenarios seem familiar, the decision to network your workshop and therefore embrace the “Industry 4.0” trend is a step in the right direction.

In addition, the topic of “Industry 4.0” and thus the digitalization of production processes is being heavily promoted from many different perspectives - be it from the economy, politics, media, competition or end customers. The production systems in the carpentry trade and the furniture industry are facing major changes, making it essential for all companies - regardless of their size - to use the opportunity and engage with the topic of networking.

## **Every path forward is different: better get some good advice**

Every company is structured differently, has a unique pool of machines, its own software structure, individual processes and various customer requirements to meet. In addition, the internal processes of many companies have developed over time — and frequently these processes are no longer efficient enough in the face of current developments. The consequence: Companies lose their ability to compete. In such cases, it becomes necessary to question the processes in place and the current information flow in order to optimize or re-design these elements from scratch. Despite the differences in the way companies are structured, one thing applies to all: Every company's path forward is different. The following questions are important examples of considerations that ensure the right measures can be put in place for your specific company:

- How does information flow from the office to production, and from order receipt to shipping?
- Which software and IT systems are in use?
- How are parts lists created - manually or automatically?
- Is the current system able to deal with variation, and how are changes to dimensions, colors, decorative elements and materials conducted?
- How is the company organized?
- Where would I like my company to be in five years (strategy)?





An outside perspective often helps when it comes to intelligently and efficiently tackling the topic of Industry 4.0 and therefore the digitalization of production processes without the need for gimmicks. The different areas can be analyzed in cooperation with consulting experts (e.g. the experts at Schuler Consulting), who can draw on previous experience with trade businesses. The results of these analyses form an excellent foundation from which to embrace the concept of networking. Even small measures can have a significant impact on this path.

#### Data and software are the keys to success

Having the right software systems and data generated from these systems are crucial factors. They make launching a networked workshop and networked production process possible as no workshop concept can be operated without data. Any company can set out the right groundwork for success relatively easily. The process of embracing networking for trade businesses can be divided into three levels:

- Networking the office and production
- Optimizing process planning and automating the creation of production data
- Optimizing production processes

#### Networking the office and production

Firstly, the necessary infrastructure must be developed. This involves networking all of the machinery, relocating functions from the workshop to the office (e.g. the CNC programming) and creating a central data storage concept. These measures instantly yield numerous benefits. If the CNC programming is moved to the office, the capacity of the machine is increased. This step also ensures that the data is validated in the office, and only properly formatted data is passed on to the machine. Workpieces are clearly assigned to production data and processes with the help of a label with a barcode. The machines automatically obtain the necessary CNC programs and additional work steps, such as assembly or commissioning tasks, are simplified. At the same time, fewer errors occur as a result of incorrect entries, which, in the worst-case scenario, would otherwise result in a crash and cause machine downtime. If all machines are "networked", the effort needed for data management is minimized and redundancies no longer exist. The CNC programs are saved centrally on the server, allowing new programs or changes to be available instantly on all machines. The throughput time for each order is also reduced, which can be a great advantage in a competitive market.

#### From the customer request to the production order

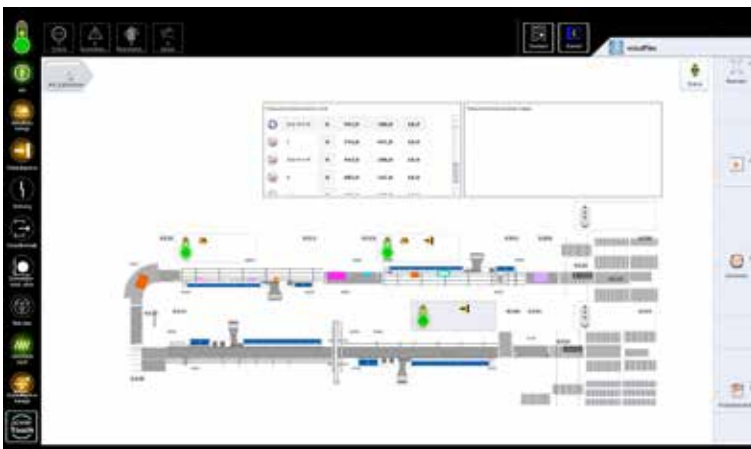
The optimization of IT processes during work preparation is the focus of phase two. The key question is: "How do you get from the customer request to your production data?" The basic requirement for efficient production of customer-specific items is that the customer order is recorded in the IT system in a graphically, commercially and technically clear and distinct manner, meaning that all requirements are fulfilled for creating a parts list and a CNC program (drilling, contour trimming, etc.). The industry system delivers all data for each part to ensure consistent processing along the entire process chain (cutting, formatting, edging, sanding, drilling, fixture positioning, installation). This is achieved by using an industry system or a CAD/CAM system (e.g. woodCAD/CAM from Homag Consulting and Software). A system of this nature provides a more efficient configuration for work preparation and reduces the number of manual steps. Production throughput times also become shorter, since complete production information - wood list, label, CNC programs, drawings - is available for all of the elements being manufactured. Errors and unnecessary queries are avoided too. ▶





#### ► Optimizing the production processes

In the future, the organization of production will be increasingly supported by software: from production planning and capacity planning to order and parts tracking, right through to the organization of reworking, order picking and shipping. This is where the production control systems like WoodFactory can be useful, especially in medium-sized businesses. These systems make the production process more transparent. Questions such as "Are all of the components for order XY ready?" and "Do I have enough capacity to process the order?" can always be answered in real time. The component becomes a smart workpiece - all of the relevant information about this item can be retrieved at any time, and every component is always available at the right workstation at the right time. This arrangement allows reworking or commissioning tasks to be organized in the optimum manner too.



#### The right software

If new software is introduced, it is best for this to happen in small steps so that the company and employees have the chance to get used to it. There are systems available on the market that have a modular design. A relational database that contains the data for all the modules is supplied with these systems. The various modules can be implemented on a step-by-step basis, ensuring that the associated costs and familiarization time remain manageable.

#### Correct organization of the workshop

The most efficient companies are those that look into logistics and ask themselves: "Are the necessary materials and auxiliary materials at the right place at the right time?" or "How is the workshop organized?" If you decide to use a production control system such as WoodFactory, the data flow is consistently and clearly organized during production. Using this system, you can create supply lists for every workstation or machine, which are then used to make materials from the warehouse available for further processing. You can also see whether all parts in an order are present at any time when packaging parts (flat pack, deconstructed furniture) or assembling cabinets. If the furniture is packaged, a sticker is automatically created for the purpose of clearly identifying the package in subsequent processes (e.g. during loading and delivery). A production control system ultimately enables the status of each part to be tracked during production. The system shows where the part is located, what needs to be reworked and when the exact delivery date to the end customer will be.

#### Understanding networking as an opportunity

Every company has the opportunity to prepare itself for the future today — irrespective of its size. We are going through a period of intense change. Without networking or the correct software and an appropriate data flow, it will only become more difficult over time to produce in a fast and efficient manner. This becomes even more relevant as competitors also develop and exert increasing pressure from a global perspective. Whether it happens in the short term or long term, it will not be possible to compete with shorter delivery times, increasing quality requirements, greater cost efficiency and growing price pressure if you keep using old systems and processes. Embracing the concept of networking is easier than you think. Networking obviously brings with it the need for change, but it also offers great opportunities. And the best time to tackle this topic is now.

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Waste Systems

Technik für Möbel

**Hettich**

by Rick Lee

# Preparing for sunset

**YOU HAVE WORKED** hard building your business over years of sacrifice, blood, sweat and tears. So when the time comes to reap the rewards, sell your business, buy that boat and retire to the beach, it would be reasonable to assume that all that graft would entitle you to a profitable sale to finance your lifestyle, right? Unfortunately, the reality is not always as we might have hoped and many retiring business owners end up closing their doors without a cent towards their future. The key to selling a business is in the timing and the preparation; it's often the failure to plan well in advance that contributes to the lack of success.

Quite commonly, business owners with one eye on retirement, unwittingly allow their business to slide into slow decline. The process often begins years before. Machinery and systems are not replaced in a timely manner, staff is not hired and marketing campaigns and initiatives are put on the backburner. By the time the owner makes his or her decision to sell, the venture may well have lost its market appeal.

The mark of a well-run business is that it should be market ready at any time, selling or not. Indeed, you can apply the same checklist to assess the health of your business as to sell it. At a very minimum, preparation to sell should begin twelve months before and preferably two to three years in advance. This allows time to showcase the business to the greatest advantage, establish a realistic value and deal with potential roadblocks to a successful sale.

There are many factors affecting the seller's market including the health and the relevance of the industry itself. However, understanding potential buyers and their motives is crucial in how the business is presented. In the woodworking industry, the vast majority of buyers have a strategic interest rather than a purely financial one. By that I mean that there are very few buyers simply looking for a lucrative investment with a predictable financial return. Strategic buyers, on the other hand, are familiar with the industry and their interests lie in building a long term future. They are often skilled workers and employees who feel the time is right to own their own business and work for themselves; or current business owners looking to expand through new opportunities.

The value of a business depends on many things and there are several different formulas used by brokers and financial experts to value almost any business. I would strongly advise prospective sellers to engage the services of a specialist when the time comes to sell and have them complete a professional evaluation. Ultimately however, the real value is the figure someone is prepared to pay and to that end, the effort making the business more saleable is where your focus should be well in advance. A thorough business health audit will produce the analysis you need to paint a true picture of your company's worth.

Start with the basics. I will never tire of giving the same advice, selling or not; PAPERWORK IS KING. Get an auditor to produce an up to date profit and loss statement and balance sheet. Create a S.W.O.T. analysis and target your Strengths, Weaknesses, Opportunities and Threats. Knowing your S.W.O.T. results will allow you to formulate responses





Rick Lee has over 38 years experience in the woodworking industry. He now works as a consultant and trainer and can be contacted at Right Track Business Consulting on 0412 237 456 or at [rick.lee@righttrackbusiness.com.au](mailto:rick.lee@righttrackbusiness.com.au).



when buyers ask questions. You can then be prepared for the awkward ones that may come from your vulnerabilities. Business buyers make their decisions based on a lot of trust and you don't want to fluff your lines at the crucial moment by not being ready with the right responses to crucial questions.

A three-year business and marketing plan will go a long way to inform a prospective buyer of the business potential but the projections and targets must be realistic. If you can identify new product lines, distribution channels and new client opportunities, a buyer will more readily accept your opinion on the potential for growth. Setting your business up with an identifiable brand can add much to the value of your business. A plan to increase visibility will add to brand awareness, advertising in social media and on local television being some of the options available.

There is a temptation to cut costs in order to make the bottom line more attractive, but this comes with some danger. Cut fat by all means, but make cuts that really should already have been made and don't eat into budget items critical to making the business run smoothly. Take a look at your product lines; are there any dead dogs? We often prop up unprofitable lines at the expense of profit long after they should have been scrapped. An extensive cost analysis of each line that includes time spent with

clients and in distribution will show up lines that should be abandoned.

A long but by no means complete list of considerations that may influence the sale of your business includes: the health and age of your systems including IT, quality and suitability of assets such as machinery for efficiency of production, skills and service history of key personnel (Will they be staying on after the sale?) What happens to customer accounts? Are there contracts to be considered, both employee, supplier and customer? What about intellectual property? These are just some of the considerations that will influence a buyer.

Perhaps the most crucial question to consider is: do you as the owner intend to stay on for a transitional period or as an advisor, and are your own personal skills crucial to the business?

There is much more to selling a business than can be outlined in these brief paragraphs, but starting the preparation process early so that you can present your business in its true light when the day finally comes, might just allow you to sail off into the sunset with a satisfied smile on your face. ■

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# Blum's Digital Services

## supports the introduction of Tip-on Blumotion for Tandembox with the latest Dynalog 3.5 update

Blum continues to support manufacturers and designers with its practical online applications and well-thought-out planning software which are designed to make it easier for customers to plan, select and order the right fittings for their furniture design. This comprehensive package of innovative support and service solutions allows Blum to support customers with their daily activities 24/7 through its digital network providing customer access to the latest Blum information.

Blum Australia is pleased to announce the release of Dynalog 3.5 that supports the release of Tip-on Blumotion for Tandembox and the introduction of the optimised Tandembox programme. Blum's online Dynalog software contains Dynaplan for planning cabinets; and the Online Product Configurator for obtaining a product parts list through to ordering capabilities. Both have the ability to export data into CAD software to complete the overall design in 2D or 3D.

Dynalog aids the industry in the specification and ordering process, making it faster, easier and more compatible than ever to flow from initial planning to ordering Blum products.

Industry customers and partners that have downloaded the Dynaplan software are also encouraged to register for access to Blum's Online Product Configurator, to utilise Dynalog's full functionality and capabilities.

Blum's Online Product Configurator ensures quick, easy and convenient selection of Blum fittings for single applications. It supports designers with cabinet planning information, 2D and 3D CAD data files along with extensive information on Blum products through product videos, brochures, installation drawings and complete part lists.

Distributor interface options are also available taking users through to the ordering system allowing them to complete the ordering process during the planning stage. Both Dynalog 3.5 planning and ordering software and the Online Product Configurator are available for commentary access from blum.com. For more information on Dynalog 3.5 or Blum's Digital Service platform visit [www.blum.com](http://www.blum.com) or contact local Blum representatives.



Photos by Blum



Dynalog 3.5 supports customers with technical product information, planning information and order specification for furniture with Blum fittings.

Blum's Online Product Configurator ensures customers have quick, easy and convenient selection of Blum fittings for single applications.

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# The perfect partnership of product design and functionality for handle-less furniture.

Three applications and four technologies give you countless possibilities for handle-less furniture in kitchens and in many other living areas throughout the home.



## Lift systems

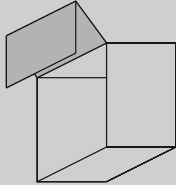
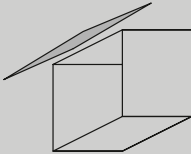
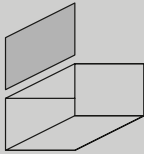
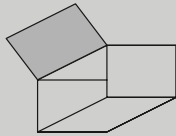
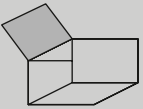











**AVENTOS HF**  
Bi-fold lift system

**AVENTOS HS**  
Up & over lift system

**AVENTOS HL**  
Parallel lift

**AVENTOS HK**  
Stay lift

**AVENTOS HK-S**  
Small stay lift

					
Electrical opening <b>SERVO-DRIVE</b> by Blum					
100% mechanical opening and closing <b>TIP-ON BLUMOTION</b> by Blum					
Mechanical opening <b>TIP-ON</b> by Blum					
Mechanical dampening <b>BLUMOTION</b> by Blum					

**1** Theme:  
handle-less  
furniture in  
all living areas

**3** Applications:  
lift systems,  
doors and  
pull-outs



## Doors

## Pull-outs

**AVENTOS HK-XS**  
Compact stay lift

**Standard door**

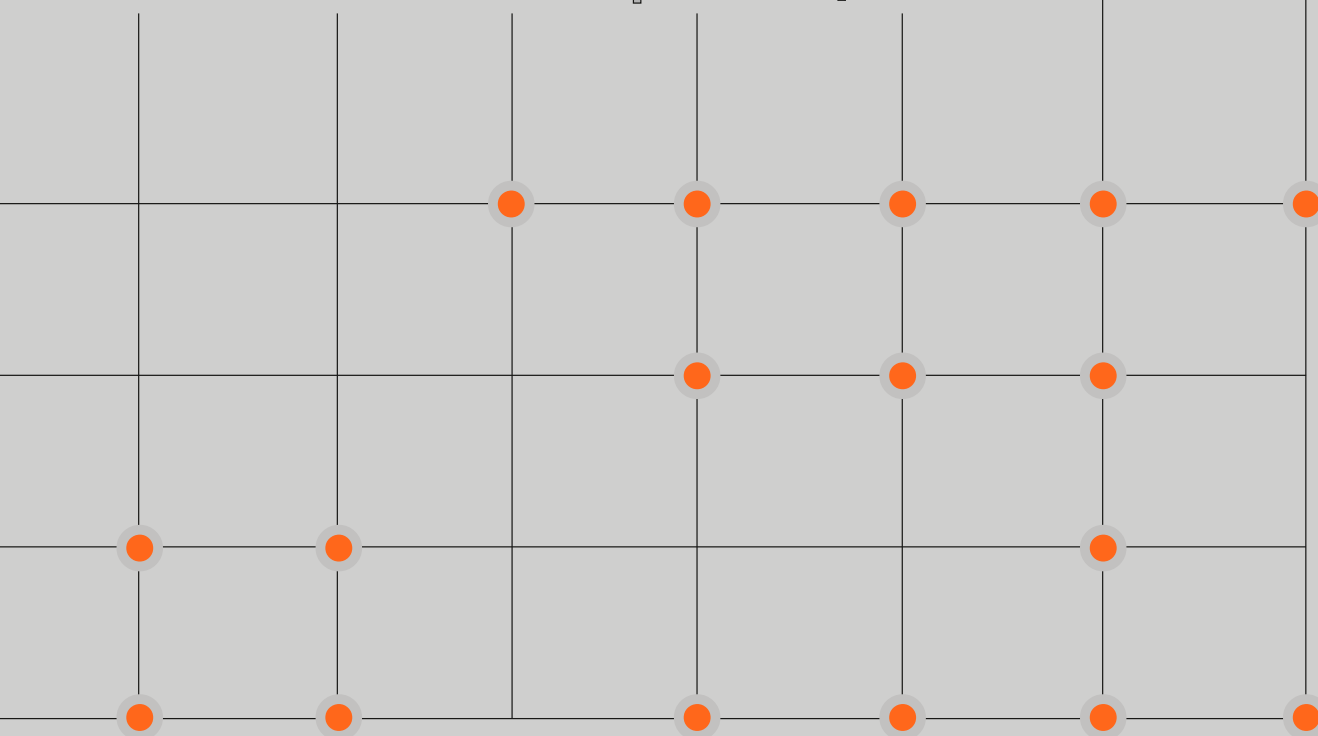
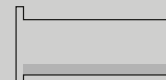
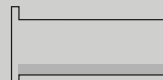
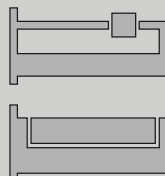
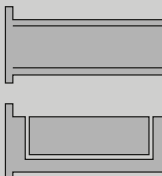
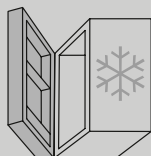
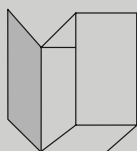
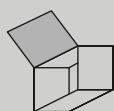
**Integrated appliances**  
(refrigerators, freezers, combination fridge/freezers and dishwashers)

**LEGRABOX**  
Box system

**TANDEMBOX**  
Box system

**MOVENTO**  
Runner system

**TANDEM**  
Runner system



4

Motion technologies:  
BLUMOTION,  
SERVO-DRIVE, TIP-ON  
BLUMOTION and TIP-ON



Infinite possibilities:  
electrical,  
mechanical and  
combined

# Blum introduces

## the highly anticipated Tip-on Blumotion for Tandembox



Photos by Blum

Tip-on Blumotion for Tandembox provides more design freedom to achieve handle-less design.

Tip-on Blumotion for Tandembox combines modern design with a high quality of motion assuring that furniture is impressively easy to use and aesthetically appealing.

The technological developments for Blum's Tandembox range take another step with the latest performance optimisation leading the way for the introduction of Tip-on Blumotion for Tandembox.

Design freedom supported by the right technology is now possible with Tandembox drawers and pull-outs with the addition of Tip-on Blumotion for Tandembox extending the support solutions available for handle-less designs and completing the Tip-on Blumotion offer from Blum.

Available from June, Tip-on Blumotion for Tandembox is a welcomed addition to Blum's motion technology range, with the innovative motion technology creating new design opportunities for the popular Box system. Tip-on Blumotion introduces cutting edge technology that combines the convenient opening of Tip-on with the reliable function of Blumotion for a 100% mechanical opening and soft-closing support system that offers a harmonious and convenient experience when opening drawers and pull-outs.

In readiness for Tip-on Blumotion for Tandembox, the Tandembox programme went through a series of technological developments to optimise performance. Important functions have been re-engineered to improve operating characteristics that offer an even greater quality of motion with lighter opening forces, improved stability and smoother running action.

Tip-on Blumotion is the perfect mechanical solution for handle-less drawers and pull-outs in all living areas throughout the home, ensuring furniture is impressively easy to use and aesthetically appealing.

Assembly and adjustment are key when it comes to getting the most out of minimalist furniture design; with handle-less furniture design impressing with its clear-cut design and gap layout. Blum's motion technologies enable a small front gap of just 2.5mm and components can be assembled tool free, taking very little time to adjust and create a precise and perfectly uniform gap layout.

Supporting the design of handle-less lift systems, doors and pull-outs; Blum's range of motion technologies: Blumotion, Servo-Drive, Tip-on Blumotion and Tip-on not only make it easier to open and close furniture, they make motion a mesmerising experience.

Combining modern designs with high quality motion, the possibilities are endless when furniture is fitted with Blum hardware solutions and motion technologies. Handle-less furniture designs can be created with minimum effort with furniture tailored to individual users needs, taste and style.

Kylie Peterson, Blum national marketing manager explains, "The optimised Tandembox programme and the highly anticipated addition of Tip-on Blumotion for Tandembox further reinforces our commitment to servicing the ever-evolving demands and desires of design and functionality."

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# Smart, simple and connected

The Biesse Group is one of the largest suppliers of wood working machinery in the world and a recognised leader in bringing practical technology to the industry. This was evident at this year's Ligna fair in Hanover where the group had the biggest display in its history at the show. Federico Broccoli is Wood Division director/Sales and Subsidiaries Division and director, Biesse Group. He says "It's a confirmation of our strength as a Group. To reach this result, you need to have an excellent commercial strategy, high quality products and the capability to show them in the best way. Biesse recently acquired the Italian company Uniteam. It will prove to be a fast lift towards the sectors of housing, bio-construction and timber houses. We are trying to create business development paths in different sectors." Besides wood, glass and stone the Biesse Group is also proficient in the housing, plastic and advanced materials sectors.

*excellent commercial  
strategy, high quality  
products and the  
capability to show  
them in the best way*

## SMART

Of the well-used "industry 4.0" term, Federico says it's a matter of efficiency. "It means increasing productivity without changing floor-space and the number of employees." This is good news for Australian manufacturers who often see the new manufacturing ethos as "Only for the bigger guy's, those that can afford it." Federico continues "In Europe; companies simply want to produce in a more efficient way. Industry 4.0 is not just a buzz word or a fashion concept; it's a shared need from the whole manufacturing industry. It's true that two years ago the need for Industry 4.0 was expressed by the world's major 500 industries but today it is worth noting that companies with fewer than 20 employees are searching for this productive concept as well."

Biesse featured a 'Booth 4.0' with 50 connected and fully integrated technologies at Ligna. Visitors experienced the digital factory with a comprehensive overview on what Industry 4.0 can offer to artisans and small companies aiming to increase production; medium and large industries producing small, non-standard size batches; doors and windows. Even SMEs and craftsmen are ready to move towards the 'interconnected factory' approach.

Among new features for the Rover range, the new Rover M5, which was designed for machining high volume pieces, was displayed for the first time at Ligna. No other machine on the market matches its performance, size and competitive price. With a working height of up to 535 mm, this unique technology can be used by manufacturers of highly varied and delicate three dimensional items to create their own products without involving third parties. The work table can be customised to suit different machining requirements and can be used to clamp high volume pieces and load any type of equipment in order to machine components in a wide range of sizes.





## SIMPLE

"Thinkforward is all about Biesse's ability to innovate, to provide integrated solutions that are complex but easy to use, allowing us to produce more, better, at a lower cost. It encourages us to keep looking ahead, to get a better feel for how we need to act today" said Raphaël Prati, marketing and communication director for Biesse Group. "Thinkforward was also the concept for our stand at Ligna with 5,000 square metres of innovation and technology where visitors experienced how the digital factory can change the way we perceive and produce things." Over 40 fully functional solutions were on display targeting all manufacturers, from large companies; companies that need to produce unique products; to a small companies that focus on artisanship. With Biesse's 4.0 ready solutions every level can become fully fledged "smart factories."

As part of the Thinkforward philosophy, a Biesse classic, bLab, will be featured. This is a laboratory where the best software in the sector can be tested and machines and manufactured items can be rendered digitally, allowing users to run tests even before production begins physically. The new version interfaces flawlessly with the tactile controller available for Rover machines and produces a new work list designed to make the most of the touch-screen and to improve navigation between environments, making it even simpler and more intuitive.

Highlights of Biesse's huge stand at Ligna was a strong presence of solid wood with major themes like ergonomics, rationality and machine accessibility. The idea is of reducing space and making more compact machines without reducing safety. Nesting technology includes the new Rover K FT, a machining centre for nesting and designed to adapt fully to the production space. It can be accessed safely from all 4 sides and set up to allow for a workflow that runs either left to right or right to left.

## CONNECTED

Biesse has recently overcome challenges as a result of its leading technological position in the market. "We decided to believe in and invest in our skills and this has brought great results. We created a large network of international branches employing almost 1,000 people on total 3,800 employees. We've hired new people both in Italy and at our branch offices, have more incoming orders and a greater market share. We increased our growth by 60% over the past three years. These numbers are further confirmation that our group is the top Italian player in the market and the second player in the world by revenue, with a significantly higher growth rate than our competitors" said Federico.

"Biesse group's three year plan is starting with excellent 2016 results," stated the Group general manager, Stefano Porcellini. Biesse expects to achieve revenues of more than Euro 825 million in 2019 as a result of growth in consolidated net revenues of 10.1%. Particular attention and targeted investments will be devoted to the development of the concepts of think4ward, internet of things and Industry 4.0 (Digital Factory).

"This year we had a good start in North America, Europe, including Italy, Asia and Australia" says Federico. "We strongly believe in the potential of the Middle East markets. A new campus will open in Dubai in June 2017. Dubai and Istanbul will be our logistic platform in the Middle East and further plans include Lebanon, Iran, and Saudi Arabia." Biesse Group invested in China with positive results and there is a renewed interest in Germany, Austria and Switzerland.

A 4,000 square metre investment is in the pipeline for Sydney and will be opened in 2018. "We recorded good return on investments in Asia with Vietnam, Indonesia, Malaysia, Taiwan and South Korea the pillars of our sales increase. Biesse India boasts a new manufacturing unit in Makali, Bangalore" said Federico. "The Biesse Group's strong worldwide presence and its competence in a wide range of technologies make the group a significant player on the world stage. Biesse Group has worked hard to increase its presence in the areas they serve and remain close to Biesse's true asset, its customers."

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# New Furnipart handles

## - new opportunities

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

Wilson & Bradley is proud to introduce the following exciting new finishes to its Edge Straight and Cubico range of Furnipart handles. These new handles reflect rapidly growing design trends requiring a wider range of high quality finishes. Brushed Rose Gold, Brushed Brass, Brushed Anthracite, Antique Bronze, White, Bright Chrome and Bright Anodized are all now available for the Edge Straight range. Bright Chrome, Antique Grey and Black now available in the Cubico range.

These new additions join the existing range of Furnipart handles including the Allegro handle range, exclusively designed for Wilson & Bradley to complement the slimline drawer profile of the Blum Legrabox drawer.

To further complement the Furnipart range of handles is the Furnipart virtual showroom. Accessible via the Wilson & Bradley website, the Furnipart virtual showroom allows users to gain a virtual but realistic experience of how their favourite Furnipart handles and knobs will look when mounted in either a kitchen or bathroom environment and on a variety of different door front finishes.

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# Leitz: Australian made



Nine out of ten CNC machines sold in Australia are nesting machines. It's no surprise then that routing using small diameter router bits is a big percentage of the market. Manufacturers of kitchens, bathrooms, office furniture and other products where manufactured boards are the main raw material are looking for ways of speeding up production while reducing unit costs. The machine may appear to be the most important component of manufacturing but it's the relatively low-cost, disposable router cutter that's doing the work. It's the cutter that has the most direct effect on the final product. Usually, quality router bits came out of Europe or North America but now Leitz is manufacturing these in Australia.

Leitz has been producing cutting tools for the woodworking industries for over one hundred years. In fact it's over 140 years since Albert Leitz founded the Wurttemberg wood boring factory in Oberkochen in Southern Germany where the head office is still located. It's this long history that has made Leitz one of the top producers of quality, premium cutting tools in the world. It's this history that ensures Leitz has the technical know-how and skill to manufacture any kind of tool from the most complex ProfilCut Q profile tool to a simple drill bit.

Leitz has a history in Australia too. Prior to 1992 the product was sold through agencies but since that time, Leitz has been a presence in this country in its own right. For almost twenty five years Leitz has supplied and produced tools in Australia from its extensive catalogue and has also manufactured tools for specific applications. These tools all conform to International safety standards and have been proven top performers in every wood processing application. While most tools come from overseas, many Leitz subsidiaries operate what's known as "fast production" to supply small amounts of specialist

tools; usually brazed tip or diamond cutters needed by the manufacturer in a hurry.

One of the most-used cutting tools in Australia is the small diameter router cutter. A small diameter is needed to reduce the amount of waste in a nested board but this reduces the peripheral or outside speed of the cutter. It's fair to say that the small diameter router bit is possibly one of the hardest working tools used by the industry. Add to this the particular needs of the nesting industry to eliminate entirely any breakout on both surfaces of the material and the result is a very complex tool with unique engineering characteristics. Enter the compression cutter that has completely revolutionised the small scale, high turnover nested manufacturing cabinet industry in Australia, the United States and the United Kingdom.

Nesting is also done in Europe but due to their higher volumes of standard parts, it's not widely used. Compression cutters for nesting have traditionally been imported from the United States but only a few years ago, Leitz Australia looked at the possibility of manufacturing them here. Andrew Bismire is product manager of Leitz Australia and said, "We said at the time we'd love to be able to make these cutters ourselves. It's something we can do that's purely Australian and would add unique benefits to both Leitz and our local manufacturers." There were some compelling economic reasons to manufacture in Australia; not least of which is the exchange rate against the US dollar. More importantly though was that they believed manufacturing here was not only possible but desirable to keep Leitz at the top of the game. Leitz also believed there were significant benefits to local manufacturers.



Leitz already had several pieces of high-end grinding equipment for automatic sharpening of cutting tools but only one machine for producing router bits. To meet the expected demands a higher output machine was needed. A new machine was also required to produce at a standard that would satisfy Leitz exacting tolerances. This led to a partnership with ANCA; another fantastic Australian success story. ANCA (Australian Numerical Controls and Automation) was founded in 1974 and is a market leader in quality CNC grinding machines, now represented world-wide. A joint presentation was made to Leitz in Germany and the decision to manufacture in Australia was approved and fully supported by the Leitz Company. This result shows that Leitz see Australia as an important part of the group.

Leitz purchased and installed an Australian made ANCA FX7 linear 5-axis tool grinder equipped with a robot inside the cabinet for changing router cutters and grinding wheels. The machine is capable of running unattended and has a capacity of several hundred router bits at a time. It's fully programmable so every router bit Leitz make is the same as the last, something that cabinet manufacturers insist on. The machine is also equipped with a refrigerated coolant system to ensure that heat does not affect the fine tolerances the machine works to. The ANCA can make any router bit on the market but it's the compression cutter that Leitz see most used. Not every compression bit is the same and previously Leitz sold a range from their extensive catalogue. The new ANCA machine puts Leitz at the forefront of manufacturing in Australia.

Leitz Australia only uses the best quality carbide rod for its router bits. Chis Jones, managing director of Leitz Australia and New Zealand said "Carbide can be made from soft to hard and we need the right grade so our customers get the most life from their tools and the cutters aren't too brittle and prone to breaking under load. Both characteristics are important. Carbide is sort of like a cake mix where one cake can come out perfectly and another cake, made by someone else, can be a flop. We source only the right carbide for our router cutters; our reputation and our customers' production depend on it. Our locally made bits have been sent to Leitz in Germany for testing and the verdict was that they were excellent."

An obvious advantage of making router bits in Australia is speed to the market. Another advantage is that compression bits can be manufactured to suit individual manufacturer's needs. Compression cutters need as much up-shear as possible for the longest tool life but in some cases the available vacuum may not be sufficient to keep the board securely on the table, especially at high speeds. Leitz can now offer compression bits suitable for a range of machines. Andrew



says "A compression bit running up to 24,000 rpm and 35 metres a minute is flying. The cutter needs to be as good as it can be and we chase microns to get the desired result for our customers. Provided the customer has a machine where the collet is in good condition and holds the bit over its entire clamping length, we can achieve in some cases up to 40% more tool life from the cutters we make here in Australia." This has been verified by a manufacturer capable of recording actual lineal metres, in trials conducted in conjunction with Leitz Australia.

What Leitz has been able to achieve in the performance of its compression router bits has been remarkable. "Making compression router bits in Australia makes good sense. We knew we had the skills and knowledge to do it and Leitz Germany gave us all the help we needed to do it properly. We increase our local production; reduce our delivery times; achieve fantastic quality and keep the tool production skills in Australia" said Andrew. Leitz compression router bits carry the Australian Made logo and have proved to be hugely popular with Australian and New Zealand manufacturers who also support local production. The Leitz motto is "Leitz shapes the future" and in Australia the future is Australian made compression router bits.

---

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# When fine craftsmanship and top-end machinery are combined

Located in Stapylton, home to the iconic big pie and drive-in cinema, sits an Australian owned business with a proud reputation. With an impressive portfolio of magazine coverages, media features and award winning accolades, Erwin's Interiors and Cabinets is known in the industry for its craftsmanship.

Since the beginning of his career, Erwin values the need for utilising only the highest quality materials, hardware and woodworking machinery. It was almost 25 years ago, when Mr Erwin Van Dyk started in a modest single shed in Beenleigh and laid the foundation for the quality standards he is known for today, with a second hand Altendorf Elmo Panel saw.

"We do a lot of precision, handmade work, take this Hampton style kitchen for example, you've got handmade capping

moulds, 45 degree cuts on the skirtings, 42mm thick MDF gables and wrapped frames around doors to overhead units," says Erwin as he pulls up one of his more recent installations, "These all need very precise angled cuts as well as square and reliable cuts to pull off. We do that all on that Altendorf saw."

After 24 years of being in service, Erwin's Altendorf was upgraded last year. "It's not because there's anything wrong with it, I simply wanted to go with something to further improve productivity, which in turn translates to more value for my customers." Erwin explains. It was at AWISA 2016, where Erwin took on a package deal consisting of Altendorf's WA 8 X panel saw and Cehisa's Compact S edgebander.

"Because we've always had an Altendorf, the quality was always there, so productivity was the main improvement,"

Beautifully hand  
crafted Hampton style  
kitchen courtesy of  
Erwin Interiors.





Says Erwin, "And it was a huge improvement. We could do everything we did before, at the same precision for my clients, but in less time and effort." It wasn't only the panel saw that turned out to be the right upgrade, but also the Cehisa Compact S edgebander purchased as part of the package. The edgebander was fine tuned for our needs and does everything we require from it," Erwin recalls, "We're also very happy with our Altendorf technician who makes sure everything is running smooth." The new touch screen features also proved to be invaluable. "To be honest I was sceptical about the new touch screen system, I'm always more of an old-school dials and levers kind of guy," Erwin commented, "But I've got to give it to you, that touch panel is bullet proof, you get to every setting from one location and it was really a surprise how well it works."

Having never advertised in the 24 years of business, a 15-week job lead-time from purely recommendations and word of mouth is a testament to Erwin Interiors craftsmanship and



principle of producing quality with quality machinery. With the same 4 joiners as Erwin has always had, but now upgraded machines, Erwin is confident in reaching out to more customers with his high quality installations for the decades to come.

Erwin (in the middle) with his staff at Erwin Interiors and Cabinets.

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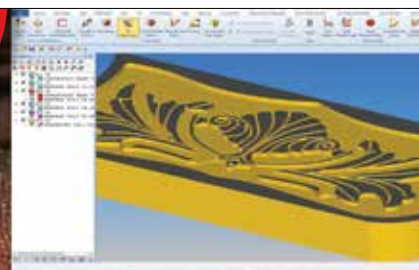
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# Nova Pro Scala: the next generation



With the comprehensive new drawer range Nova Pro Scala, Grass is presenting a system which offers the variability to harmonise with the contemporary styles of tomorrow's living spaces. The drawer system represents a design innovation that sets new standards. Recently, against the best in the business, Nova Pro Scala won the internationally acclaimed German Design Award 2016 in the industry category of Excellent Product Design.

Innovations are nothing unusual among the movement systems from Grass. Based on the track-proven Nova Pro slide technology, the comprehensive new drawer solution creates maximum scope for creative styling as well as enabling efficient production processes. The name Grass has long been synonymous with expertise in double-wall systems. The drawer side families Nova Pro Classic and Nova Pro Deluxe are both at home in all markets around the world, with excellent running characteristics, smooth movement and extremely low opening forces. With Nova Pro Scala, Grass has redefined the top flight of its slide technology across all market and price segments.

The range's proven technology is housed inside 41mm. Chief developer Günter Grabher and his team have accomplished a drawer side with minimalist right angles: "We wanted to design an economically attractive drawer system that stands out for being extremely versatile as well as for its optimised use of materials." The development specialists minimised the space required to house the technology, enabling Grass customers to make full use of the scope for creative styling.

Thanks to its right-angled shape, the intentionally understated metal version can be combined with

designer panels to suit all tastes, such as premium mineral resin surfaces or luxury real wood versions. The result is a unique palette of possibilities for giving pieces of furniture an individually conceived and unique profile.

The multifaceted Scala range includes drawer solutions with heights of 63, 90 and 122 millimetres as well as a snugly fitting railing version and a new, stunning-looking drawer with a height of 186 millimetres. A special highlight of the modular Scala family is the large-surface Crystal Plus glass version. Whether fitted with glass or any other of the available design elements, the frame-sided drawer is a unique design statement. With Nova Pro Scala, Grass has succeeded in implementing the concept of lightweight design virtually throughout. Functional reliability, smooth running, stability, longevity and not least the drawer side design are all decisive factors in modern drawer systems. The idea of significantly enhancing these features while using less material was the vision that has become reality with Nova Pro Scala. The developers set out to reduce the space required for the slide technology to an absolute minimum - because less volume means less material, less weight and less energy consumption.

Innovative laser welding technology was developed especially for production of the new Nova Pro product line. Nova Pro Scala is a premium product optimally equipped for a competitive market.

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

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

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

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# Homag: more than just the sum of its parts



Eugen Hornberger (L) and Gerhard Schuler (R) founded Hornberger Maschinenbau oHG in the Black Forest in 1960. The development of the world's first edge banding machine two years later marked the start of the company's impressive ascent

Any company seeking success in today's economy must keep an eye on the market, listen to customers and be open to change. The Homag Group has taken this to heart and has realigned the company for its customers, suppliers and business partners. This emergence of the "new Homag Group" is signaled by a change in brand strategy, a new claim of "Your solution" and a new brand presence.

## Change as an opportunity

Since the 1960s, the Homag Group has been driving the wood processing industry forwards with innovations and technologies while also shaping the market with help from its customers. Thanks to its clear strategy, the Homag Group has developed into a company that covers the entire process chain for the field of wood processing — with 6,000 employees who work hand-in-hand for customers all over the world.

## One product brand: Homag

The Homag Group sees today's changes as an opportunity, and is now taking the next step: Merging the existing brands into one brand. With the decision to focus on Homag as a single strong brand in the future, the company is placing even greater emphasis on the requirements of its customers, suppliers and business partners. This will result in greater clarity in communication and a simpler orientation of the company's product range.

## A wealth of advantages for the customer

In future, every machine made by the Homag Group will bear the Homag logo. Customers around the world may continue to rely on the standard of quality they are used to, even if, for example, their Holzma panel dividing saw, Brandt edge banding machine, Weeke CNC machine or Butfering grinding machine bears the Homag logo in future. This step will provide a wealth of advantages for the customer: one contact in the sales department for all solutions; one strong development team for innovation power; one strong service team worldwide; and one website for all solutions.

## The new claim: "Your solution"

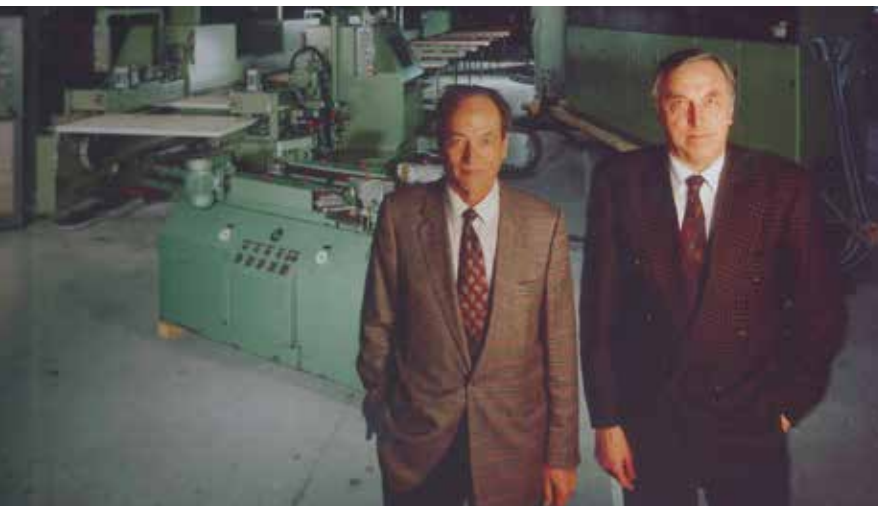
The term "claim" refers to the long-term and central promise that a particular brand signifies. By appearing as a single brand, the Homag Group is making a promise. This promise is based on three core values that employees around the world can identify with: co-operative, innovative, solution-oriented.

These core values combine to make the new claim under which Homag will be presenting itself in the global market from now on: 'Your solution'.

## "Your solution": The strategy for the future

For a long time now, the ideal solution for the customer has encompassed much more than selling a single machine, a piece of software, a service or securing customer satisfaction. Only those companies that understand the connections within its customers' business and can supply everything needed from a single source are capable of offering companies of all sizes expert advice and the appropriate innovations. This is exactly what makes Homag stand out from the crowd. The company develops individual, innovative solutions to help customers around the world drive their businesses forward.

The new motifs that Homag is incorporating into its market presence demonstrate that solutions from Homag contain more than first meets the eye. The moment when a unique



Today, the group is the industry leader in the world market. This was only made possible by the staff looking to the future, continuously developing new innovations and being receptive to change. In recent years in particular, the world around us has been changing at an increasing pace. Globalization, individualization, networking and digitalization are just some of the keywords that illustrate this change.



Homag solution is born out of the customer's requirements and the services provided by Homag is something to behold, with machinery and technology appearing to blend effortlessly together with the utmost transparency and superior quality, down to the smallest detail.

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# ProDecor meets trends in line with the market



Ponzone



Rialto



Sertao



Amisia



Bermeo



Cerra



Esbo



Essa



Ponti

Hettich's exclusive range of ProDecor handles now includes new designs in line with the market and current changing trends. Interior design is an expression of personal style. This is why there are the four ProDecor style worlds of New Modern, Deluxe, Organic and Folk - for homes with personality. The kupfer and retro trends have had a key influence on the new

## *an expression of personal style.*

handles and give the four style worlds new impetus: from clearly defined styling, luxurious materials and colours to natural looking materials and traditional shapes.

The sleek and on trend designs in New Modern are complete with an array of finishes (including copper, matt black, porcelain and dark brown metallic looks and more). Full of character, kupfer (copper) sees the return of warm radiant tones, it harmonises perfectly with wood and leather. Copper adds warming highlights in a cool ambience, providing an individual look. The metal at times shines in a gentle rose, creating a sea of radiant orange and red tones. New Modern is a simple and effective way to add a touch of elegance in any area of the home.

Deluxe is Hettich's range for those who want their handles to stand out. Deluxe combines elements from many different

cultures and mixes of black nickel with aluminium copper finishes, winning golds and dynamic shapes.

For a slightly calmer tone, Hettich's organic handles feature captivating contrasts in shape and colour creating smooth designs. Delicate curves meet perfectly straight lines, gentle pastel shades reflect the natural and wholesome ambience of the home. The Organic range also features a number of door knobs to give space a rustic homely feel.

Traditional shapes and colours are found in the Folk collection. Opulent patterns and soft finishes. Ingeniously crafted with small detailing on a select few handles providing warmth.

The online service tool from Hettich is a handle configurator which allows clients to display and present handle styles on different coloured cabinetry. Once the main features have been selected for the preferred type, the configurator looks for the right handle from the entire ProDecor range. In addition to the user friendly ordering function and comprehensive article information, the Hettich online catalogue also provides CAD data for downloading.

The ProDecor catalogue can be requested via [info@hettich.com.au](mailto:info@hettich.com.au) and provides a wealth of inspiration for designing kitchen, bathroom, laundry or for anywhere in the home.

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# Specialist value added manufacturer discloses successful recipe

A wholly owned and operated Australian family company now in its 45th year of business, DMK Forest Products is a specialist plywood and wood panel value adding manufacturer and distributor with facilities at Brookvale in Sydney, Burleigh Heads on Queensland's Gold Coast and Banyo in Brisbane.

Managing director Steven Maxwell is quick to emphasise the company's mission of providing quality products to customers that represent value for money. "Our clear intention is to support our loyal customer base with value adding manufacturing to assist their business success. So, it's a collaborative effort - we defiantly do not compete against them - and most certainly our new Rover B CNC Router from Biesse has significantly added to our capacity to do this."

Steven is also keen to point out that the company prides itself on being one of the most exclusive plywood suppliers, and has exclusively represented the Finland-based UPM-Kymmene Plywood Group in Australasia for 35 years.

"Their plywood brand - WISA - is widely known and very well respected. WISA birch plywood products are without doubt our strength, with a wide range of sizes, thicknesses and coatings. They underpin much of our value-added manufacturing activities."

Steven explains that DMK Forest Products supplies plywood and panel products to cabinet makers, joinery companies,

furniture makers and to the building industry. He stresses that Finnish birch plywood underpins DMK Forest Products business. "In our opinion, it is simply the best plywood available for an extraordinary wide range of applications, such as perforated ceiling panels, construction, furniture, joinery, speaker boxes, base panel for veneering, truck body plywood, aircraft grade plywood components - the list goes on - including many quite specialist applications like model aeroplanes and even souvenir boomerangs!"

DMK Manufacturing, a division of DMK Forest Products, makes an exclusive slatwall product, "SlattMax" at Burleigh Heads. This product is made in black and white, and is also available in a range of other colours and wood grains finishes.

Queensland sales and marketing manager Damien Brooks adds that DMK Forest products is also fortunate to represent some well-respected manufacturers in Australia, including Austral Plywoods, The Laminex Group, Bostik Adhesives, Borg Manufacturing, EGR and Carter Holt Harvey.

DMK Forest Products has a carefully plotted manufacturing history, commencing in Sydney in 1983 with a panel saw and edgebander making cut to size edge panels. Steven says because of growing demand, the decision was made in 1990 to relocate the company's manufacturing capacity to Burleigh Heads where, as demand continued to expand, a beam saw, additional edgebanding capacity, plus two cold presses now manufacturing DMK's new product "MelaMax", and a flatbed router were added to the company's machinery inventory and expanded factory premises.

"Now, in a further move in manufacturing sophistication and customer support, we have acquired a Rover B FT router from Biesse. With this machine centre, we are able to offer an even better range of cut to size products and services."

"Along with our existing beam saw, edgebanding capability and cold presses, the Rover B makes us even more helpful to our customers' business performance."

The addition of the Rover router to the manufacturing line up has enabled DMK to supply further specialist plywood and panel products to a growing customer base across Australia and New Zealand, and even to off shore customers in Singapore and elsewhere.

Damien says that the company's philosophy has been to optimise the Australian manufacturing content of products,



DMK now supplying additional specialist plywood and panel products to a growing customer base across Australia and New Zealand, and even off shore.



Proud of the further value added capacity of their Rover B FT router are Jason Lehman, machine operator; Brendan Quinnell, sales and manufacturing coordinator; Damien Brooks, Queensland sales and marketing manager, and Steven Maxwell, managing director.

and to increasingly do as much of the value-adding manufacturing in-house as possible, rather than outsource. "This enables us to have greater control over maintaining our quality standards, timing and costs."

He added that Biesse had been totally involved in the installation and commissioning of their Rover B FT router, including arranging the dust extraction ducting and training of operators over a three-week period. He was particularly complementary of Biesse's Brisbane branch Manager Jon Chamberlain. "He was exceptional and provided all the advice and support we needed to get the machine up to speed as quickly as possible - so thanks Jon!"

Biesse's Rover B FT routers are designed to be extremely flexible machining centres for both small and large scale industrial manufacturing. Configurable and high performance, Rover routers ensure a quality finish and reliability under all working conditions, not only for the nesting of panels, doors, furniture components and frames, but also for plexiglass, plastic, aluminium and acrylics.

Chief executive officer for Biesse Oceania, Luke Tenaglia says Biesse is absolutely delighted to have now established a working relationship with Steven and the team at DMK. "They occupy a unique, specialist position in the cabinet making and building industries supplying, highly sophisticated plywood and panel-based products."

"We are extremely pleased to join with them, and if I may

say so, sharing their reputation for excellence and high quality product manufacturing."

The DMK Forest Products journey proves the success of having the courage to stick with high quality products, value adding manufacturing and a collaborative synergy with customers - a recipe others might care to emulate.

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"it is simply the best plywood available for an extraordinarily wide range of applications"



Steven Maxwell and Damien Brooks ... "Finnish WISA birch plywood products are without doubt our strength, with a wide range of sizes, thicknesses and coatings."



# Total game-changer for machinery buyers and sellers



In April, Machines4U released a game-changing transformation of its business. The plan? To go from being a player in the market to being the market.

Machines4U is entering its 11th year of operation. Built on the concept of Kaizen, or continuous improvement, the company exists in a constant state of evolution, shredding old ways as they become outdated and adopting new ones targeted at improving the lives of its customers and users.

While it may be considered Australia's favourite machinery marketplace with over 2.4 million annual users, Machines4U directors, Steve Krebs and Luke Bruce, say they came from humble beginnings. According to Steve,

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***“We just about started a spud bar in Byron Bay. That was option number two if this one failed.”***

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But, having grown up around machinery and worked with it in one way or another throughout their whole careers, the lads had a personal connection to the fate of surplus machines.

As machinery salesmen, Luke explains, “We saw these great machines that were working fine but the business was upgrading and we weren’t allowed to trade them in. So they would just get pushed down the back of a factory until eventually being sent to scrap.”

From Luke’s bedroom, the two built the machines4u.com.au website that allowed anyone to buy and sell surplus machinery.

This solved the problem for businesses selling their unused machinery and gave smaller businesses access to affordable second-hand machinery. From here, the business boomed to include new, used and for hire machinery from over 26 different industries.

Now, with that same desire to help its clients, and in the spirit of Kaizen, Machines4U are announcing the biggest transformation to date which will open the marketplace to everyone and become ‘The Machinery Marketplace’.

Clients will now be able to sell all machinery, equipment, parts and commercial vehicles for free. Buyers will be able to search the largest choice of new and used machinery available across Australia while sellers will be able to sell to the largest and continuously growing audience of 2.4 million annual users.

For both buyers and sellers a new website is easier and faster to use, while boasting lots of new features.

With a machine bought through the machines4U.com.au website every six minutes, buyers and sellers will want to take a look for themselves at machines4u.com.au.

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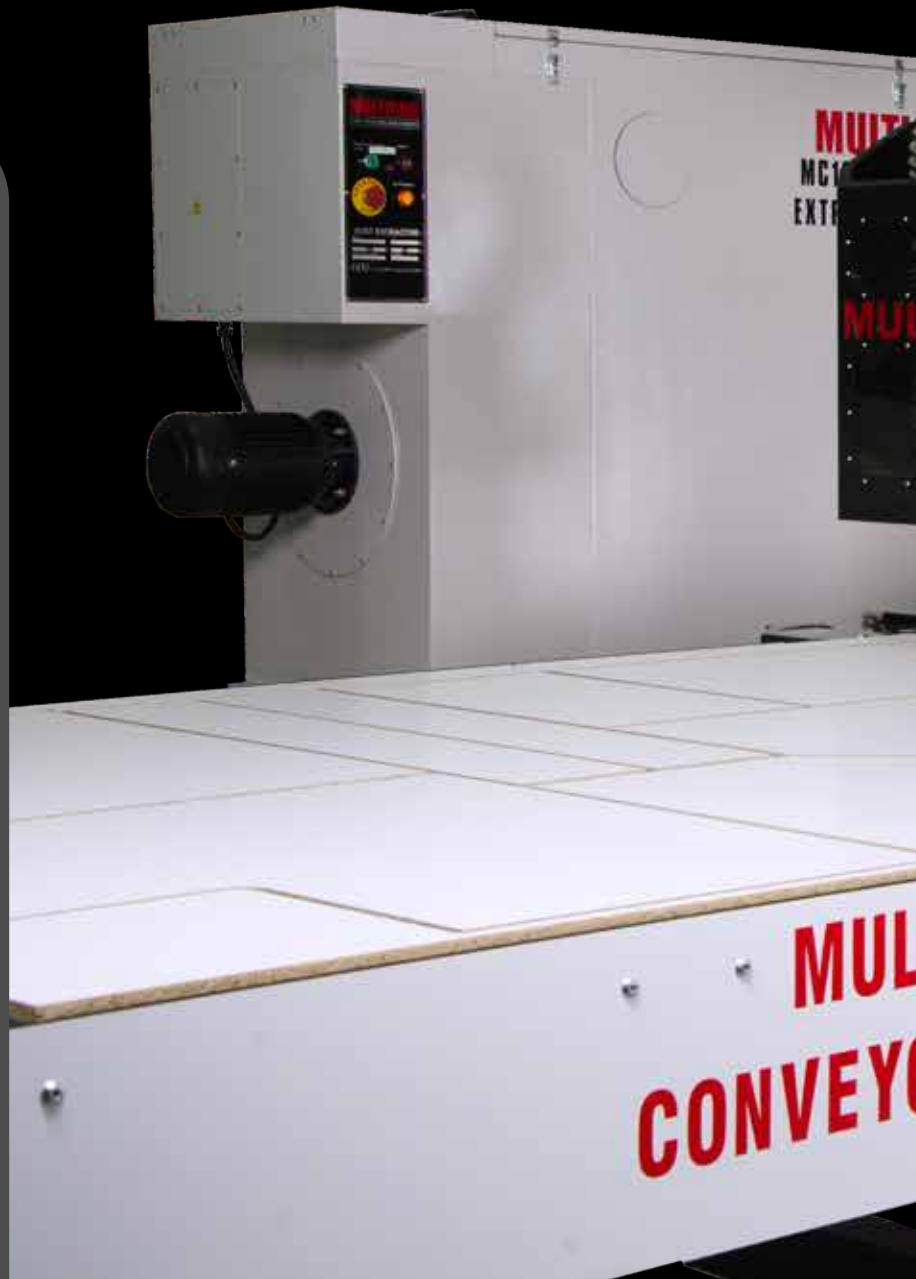
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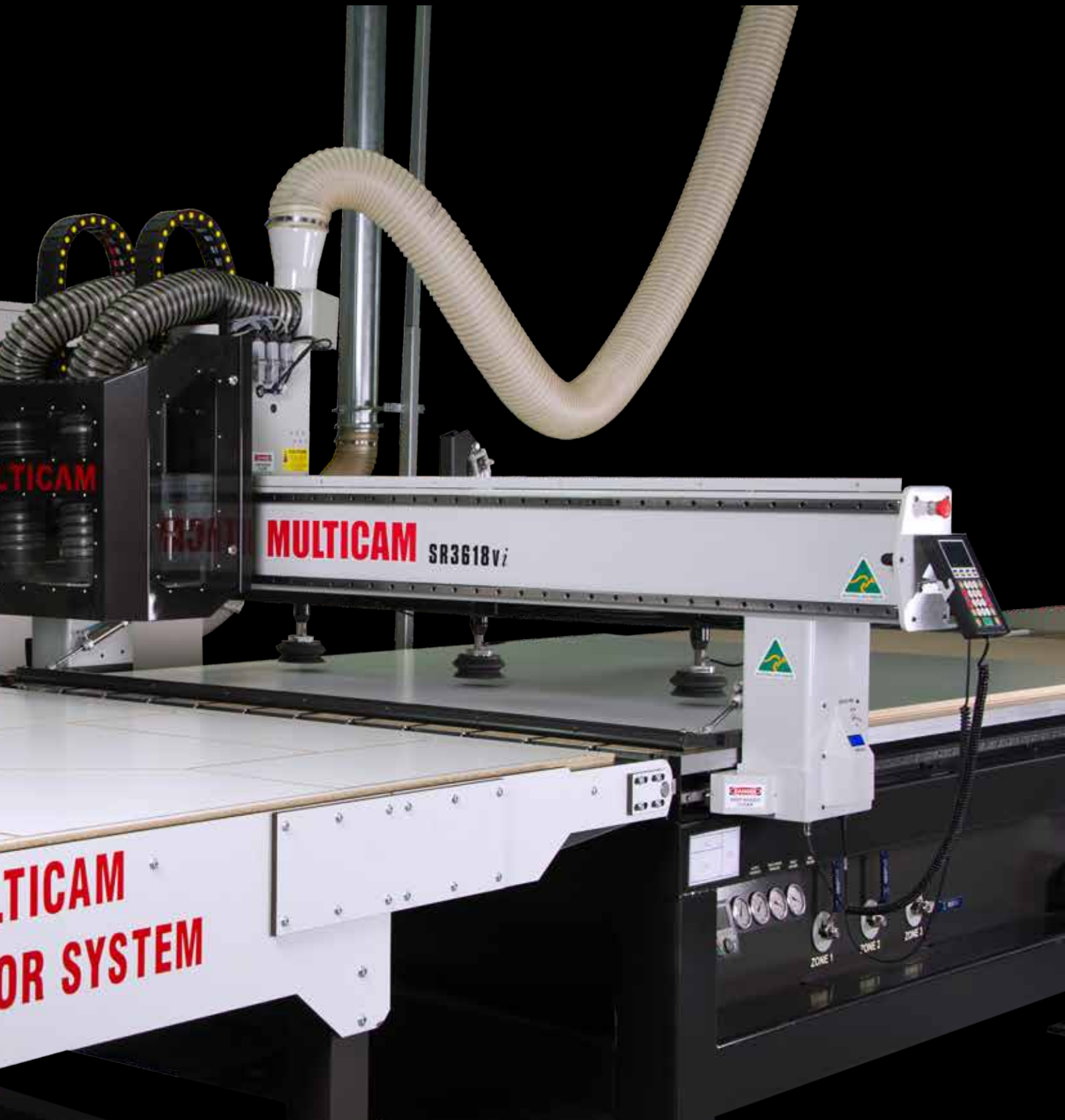
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by Simon Hodgson

# A real sign of good times

## IT IS AN ALL TOO FAMILIAR SCENARIO.

A homeowner - it may be yourself or a client - has booked a technician or salesperson for a quotation. The extremely helpful service department tells you their representative will be there "between 8am and 12pm" but can't be more specific. You or your client are simply expected to wait.

Or you're waiting on a material quote from a supplier so you can finalise a design or quote for your own client. Days go by with no contact and follow up calls and emails go unanswered. Finally, in frustration, you recommend a different product simply because you can't wait any longer.

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## *When business is good...*

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When business is good (and for many, right now it's booming) there is a tendency for staff and business owners to become complacent about customer service. The company has more work than it can reasonably service, so it can afford to be choosy about what work it takes on, what problems it tackles and how urgently this is done.

At the moment, renovation activity is at an all-time high. Homeowners are asset rich and able to make improvements to their home to add value and improve lifestyles. But this increase in activity brings its own problems such as price increases in raw materials (assisted by the current exchange rates), increases in the costs of goods and services, and trade shortages (and the associated higher costs for those who are available). Add to this the complacency in customer service and we are seeing an increase in customer dissatisfaction with our industry.

According to figures released by the Housing Industry Association, 2016 saw an estimated (and record) 230,000 new homes built - up 20% on the previous record of 187,000 in 1994. That's 43,000 more electricians, plumbers and tilers needed to complete those homes. Add a boom in renovations due to increases in real estate property prices and it's obvious why there is an issue with trade availability.

The report states, "The HIA Trade Availability Index has a range of +2.00 to -2.00. An index measure of between +0.01 and +1.00 indicates a moderate oversupply of skilled labour; a reading between +1.01 and +2.00, a substantial oversupply. Conversely, an index reading between -0.01 and -1.00 reflects a moderate undersupply of skilled labour while a reading between -1.01 and -2.00 represents a substantial undersupply. In the December 2016 quarter the HIA Trades Availability Index declined to -0.26 from -0.22 in the September quarter.

This result indicates that, in aggregate, the shortage of skilled construction trade workers deteriorated modestly at the end of last year. The national index in the December 2016 quarter means that the industry has experienced trade shortages for thirteen consecutive quarters. The persistent shortage of skilled workers has applied upward pressures on trade prices, as is to be expected. The HIA Trade Prices Index grew by 0.8 per cent in the December quarter to be 3.6 per cent higher than a year earlier. Admittedly, that is a fair acceleration on the 2.9 per cent annual rate that previously applied. This latest outcome is still relatively benign and most of the pressure came from the eastern seaboard states." \*

It's very easy to see why consumers in our industry are increasingly feeling as though we (our industry) just don't care.

A recent experience of my own is a classic example of how bad certain trades can be. Towards the latter stages of a partial renovation, the only remaining tasks were the laying and polishing of a timber floor and the painting. Both trades had been booked via referrals and initial checks seemed to be on the mark (and the money). The painter was fantastic - on time every day, courteous, organised and finished when he said his team would. On the other hand, the flooring "expert" proved to be unreliable, simply not turning up on booked days. Excuses were many and varied but my favourite was the day one of the workers was sick so the head guy sent the rest of the team to a smaller job, didn't bother to let us know, ignored our (many) phone calls and, more than 24 hours later when he finally answered his phone was unapologetic and dismissive of our frustrations.

This example is the perfect application for the old saying - tell 10 people about a good experience but tell 20 about a bad one.

In researching this, I spoke to many people who have recently had exactly the same type of disheartening and disappointing experience. It's happening far too often these days and prompts me to wonder: what possesses an individual to let a client down in this manner? Where has honesty and professionalism in this industry gone?

The value of honesty in business has obvious, yet subtle implications. Your customers, and theirs, know and recognise honesty, so why fail that level of integrity in the short term, knowing that long term it can be incredibly harmful to your business?

Businesses today whose ethics are above their competitors will succeed, and those that don't, won't. We have seen many examples over recent years of businesses that try the short cuts and ultimately fail. C.S. Lewis is famous for saying "integrity is doing the right thing, even when no one is watching". In the case of our industry, though, everyone is watching and a bad referral can cost your business dearly.

Honest business practices inspire staff and customers alike with respect for the mission the business holds. Honest business practices build foundations of trust with colleagues, competitors, staff, customers and a range of individuals and entities. When employers deal honestly with their staff, employees are motivated to drive the business forward. Creditors and investors express confidence by funding company development and consumer confidence is positive.

It's a shame to see the level of complacency held by some companies and individuals just because times are booming for the renovation industry. Why there is a natural tendency to drop standards when maintaining your reputation for high standards would benefit the business in the long term is something I will never understand. And I don't accept that this is just "the way the Australian mind works" as one supplier told me last week when confronted with this issue.

It's long been recognised that leaders keep their promises. Even if promises are given carefully or sometimes reluctantly, once a promise is made it is followed through without fail. Leaders always tell the truth. Integrity means telling the truth even if the truth is ugly. It is always better to be honest (particularly with a client) than to deceive or misrepresent, because then you are probably deluding yourself, too.

Leaders need to be courageous, but they also need to be open to the idea that they could be wrong. There are many leaders who eventually fail because they refuse to question their own assumptions or conclusions.



Jon Huntsman, Sr. is a multibillionaire who started a chemical company from scratch and grew it into a \$12 billion enterprise. His book, "Winners Never Cheat", is filled with stories taken from his own experience in which he steadfastly refused to compromise his principles. Huntsman says that integrity is the reason that he has been as successful as he is.

*"There are no moral shortcuts in the game of business or life," he writes. "There are, basically, three kinds of people, the unsuccessful, the temporarily successful, and those who become and remain successful. The difference is character."*

Well said Jon. ■

• Excerpt from HIA Trades Report December 2016.



# Automated manufacturing



Previously involved in two partnerships in the aluminium industry, Michael Fell had the longing for more freedom to pursue his own design ambitions in aluminium fabrication. From this dream, A Division of Space was born. Beginning as a shop fitting outfit in Adelaide, the company has evolved into the high end residential and commercial window and door fabricator it is today.

Now operating for over 8 years, Michael has grown A Division of Space into a multimillion dollar company that employs more than 15 staff. The recent addition of a FOM Industrie Dali 40 CNC Machine and a FOM Industrie Blitz Alva 500 Saw has given the company the ability to improve production and better its turnaround times for customers.

"A major influence in the decision to invest in the Dali 40 CNC machine was to increase efficiency in fabrication," says Michael. "Since incorporating the Dali into our warehouse, we've been able to integrate our manufacturing processes with the software we currently use in our office, ultimately resulting in less operator input and a better use of staff time."

With the goal to further expand A Division of Space's into the Brisbane market and increase productivity to be able to service a larger customer base, Michael is constantly on the lookout for methods to reduce manufacturing time without compromising quality. "The Blitz Alva Saw saves a lot of time as it reduces the margin of error and the quality of the end product has improved."

"Being able to directly download the cutting list from my desk has saved me a lot of time and money," said Michael.

Michael was one of the first fabricators in Australia to start sending an integrated cutting list to his saw, with a working

list to his CNC machine. The development of this technology from both Orgadata and Soft Tech has seen a new level of productivity now within reach of all fabricators.

The FOM Dali 40 is a high-speed 4 axis machining centre for the production of aluminium windows and doors. "The Dali 40 CNC machine and Blitz Alva 500 saw have proved to be such good additions to our workshop that we haven't needed to invest in any other major pieces of machinery," says Michael. "While there was the initial investment of time spent training our staff, the improvements we've seen in the end products have made it time well spent."

Now that his new machines are an established part of the workshop, Michael is confident in his decision.

"After researching the machines on the market and experiencing first hand how my workshop has transformed with the addition of these machines, I'm confident that I got the best quality and usability available in the market," says Michael. "The support from Gabbett Machinery, now SCM Group Australia, has been faultless."

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# EWPAAs lectures a school of thought for young architects

**"I LOVE THE DURABILITY** of engineered wood."

So came one of many responses from University of Queensland second-year architectural students who listened intently to a recent lecture by EWPAAs chief executive Dave Gover.

And another: "Engineered wood seems strong and straight, and you can get it in lengths that can't be found in natural wood."

More than 40 UQ architectural students turned up on the dot at 10.00 am for one of many lectures EWPAAs has scheduled for both masters and second-year classes at universities in Brisbane, Sydney and Melbourne this year.

Mr Gover was introduced by Dr Paola Leardini, senior lecturer and technology stream leader at the UQ School of Architecture. She has studied architecture with a focus on green technologies in Milan, Berlin, Leicester and Copenhagen, and holds a PhD on energy efficiency and IEQ of office buildings from Italy's Politecnico di Milano.

The students were asked what they knew about engineered wood, and their knowledge was surprisingly deep considering their early introduction to wood's capabilities in modern architecture. Durability, versatility, whole life analysis of timber, codes and standards, product availability, construction time, variety of products available, cost comparisons, emissions, design applications – were among points brought up by the students.

"You're likely already familiar with engineered wood without even realising it," Dave Gover told the students. "Materials



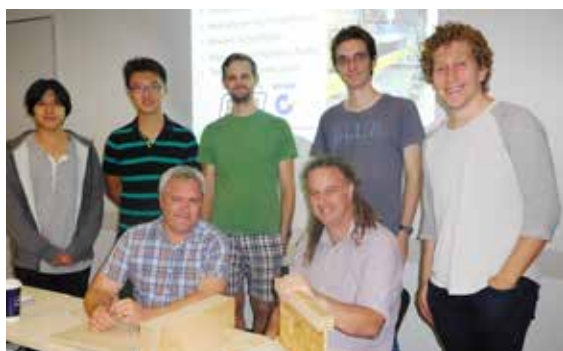
EWPAAs communications officer Clair Hammond (right) shares insights on new engineered wood products with UQ second-year students Elisa Ristuccia and Anneka Taborsky.

such as plywood, laminated veneer lumber, wood paneling, oriented strandboard and MDF are commonly found in kitchen cabinets or shelves."

He produced samples of engineered wood including I-beams and mass timber products such as CLT, which were readily inspected by students. Another message for the young audience: "The good news is, if you've got a good contractor who knows how to properly use the engineered wood you have designed for a building, you can actually save some money. EWPs take less material time and labour to install, making it able to offset that extra cost."

Mr Gover said young architects would deal with many of the critical future issues in today's society. "They will be the ones to push the boundaries when it comes to the living environment, investigating new technologies and materials, and helping ensure that what we build is environmentally sustainable," he said. "Importantly, they design not just for today, but for future generations."

Mr Gover is a development engineer who studied at the University of Canterbury and has established process quality control systems for wood products companies in both New Zealand and Australia. He also has presented to UQ Master of Architecture students. ■



EWPAAs CEO Dave Gover (seated right) and lecturer Kim Baber with Masters students at the UQ School of Architecture. A Master of Architecture (MArch) is the second stage of obtaining a professional qualification in architecture.

by Shane Garrett, senior economist,  
Housing Industry Association



# Housing: a tale of two markets



**THE HOUSING CYCLE** has shown remarkable resilience over the past few years. Since reaching its low point in mid-2012, new home building has expanded to record levels. The subsequent upturn has been the strongest and longest on record. From a low point of under 145,000 new dwelling starts over the year to June 2012, activity reached some 231,900 commencements during the 2016 calendar year. Trivia nerds will be interested to know that the current upturn has lasted for all of 18 quarters - easily the longest on record. The sheer stamina of the current upturn has surprised many - its longevity has exceeded most expectations. It's no coincidence that the current record upturn has taken place at the same time as the RBA's Official Cash Rate has reached its lowest level in modern times.

The current upturn has been characterised as one of high density product and this is largely correct. There are a number of reasons behind the growth of apartment living in Australia. The shortage of new residential land is an important part of the story: delays in the planning system and the slow release of new land by governments has forced us to make do with what we can with respect to available residential land. Increased densification has also been shaped by changes in the economy's structure over time - less land is now used for industrial purposes in prime areas of cities and the brownfield land that becomes available when old factories, warehouses and commercial premises close is often ideally suited to high density housing provision.

There are also lifestyle factors at play: many younger Australians prize location over space any day, and with a concentration of higher density dwellings in CBD areas, the apartment living model offers proximity to office work and entertainment hotspots for those within a certain age group. Over the long term, we have seen family sizes get smaller and this has made apartment and higher density living more suitable for some; demand for higher density has also benefitted from downsizing activity amongst retirees who have freed up equity by selling their detached house, bought a low-maintenance apartment instead and been able to pocket lump sums to fund their retirement. It is also useful to consider the role of recent immigration flows to Australia - over the past decade a net 2.2 million people have made Australia their home. Many of these

have come from parts of the world where apartment living is the rule rather than the exception - a factor that is slowly skewing the tastes of Australian home buyers.

The figures on the high density side speak for themselves. New commencements on the 'other dwelling' side of the market (a category that captures everything that's not a detached house) bottomed out at about 54,000 during 2011/12. As the upturn unfolded, this part of the market responded very strongly indeed and commencements look like they reached a peak of 115,066 during the year to March 2016 - well over double the volume of activity when the market troughed out. Higher density product typically takes much longer to complete than detached houses and this has ensured that apartment projects commenced last year are still fuelling a considerable amount of activity on the ground in cities like Sydney and Melbourne.

Even though the higher density side of the market has put in a remarkable performance, things have been pretty bright on the detached house side as well. New detached house starts bottomed out at 89,645 back in 2012 and peaked at just over 117,000 in 2015 - that's an expansion of some 30 per cent and certainly something to be welcomed. However, detached house building has yet to emulate its all-time record which was reached back in 1989 when work started on over 132,000 new houses. Unless we see the necessary improvements in land release, the speed of the planning system, the taxation burden and the funding of the necessary housing infrastructure, it is difficult to see how we'll ever achieve such rates of detached house building again.

The next few years are likely to see new home building activity retreat from the record highs of recent times. Not surprisingly, the reductions in activity are likely to be concentrated on the high density side. A total of 112,500 multi-unit starts are estimated to have occurred during the 2016 calendar year - the HIA anticipates that we'll see activity bottoming out just below 70,000 during 2018/19. The detached house side is anticipated to see a much more gentle decline, reaching a low point of about 105,000 per year from 116,900 during 2016. All told, this means that total new dwelling commencements are likely to go no lower than 170,000 over the next few years - still a rather elevated level of activity by most standards. ■



# HIA-GWA Kitchens & Bathrooms Report 2016/17: renovations to take up the mantle

The Housing Industry Association (HIA), the voice of Australia's residential building industry, recently launched the HIA-GWA Kitchens and Bathroom Report for 2016/17. The installation of new kitchens and bathrooms in Australia is worth \$11billion a year alone, before consideration of the vibrant renovations market. The kitchens and bathrooms sector contributes significantly to employment and economic activity across Australia. The report presents detailed results of the survey of the kitchen and bathrooms industry, as well as offering comprehensive forecasts and unique insight into this important sector of Australia's residential construction industry and wider economy.

It has been a strong four years for new kitchen and bathroom installations in particular given the record levels of new home building reached across Australia. It is a positive short-term outlook for the kitchens and bathroom sector, which is good news not only for the sector itself but also for the broader domestic economy. The report anticipates that across the kitchens and bathrooms sector there should be around 637,000 new installations in 2016/17.

According to the HIA-GWA Kitchens & Bathrooms report, the total number of kitchen installations in new homes is estimated to have increased by 5.9 per cent during the 2015/16 financial year, the fourth consecutive year of increase. In the current 2016/17 financial year, the number of kitchens installed into new homes is projected to decline by 6.9 per cent, but still remain at a very high level. A larger fall of 15.3 per cent is anticipated to occur during 2017/18 with activity forecast to bottom out during 2018/19 when around 173,000 new kitchen installations are expected to occur.

Like kitchens, the total number of bathroom installations in new homes has grown for four consecutive years and is estimated to have remained unchanged at about 441,000 during 2015/16. Activity on this side is forecast to decline by 4.6 per cent during 2016/17, with a reduction of 15.0 per cent anticipated for 2017/18. A further fall of 5.3 per cent during 2018/19 is anticipated to bring activity to a trough of 338,900.

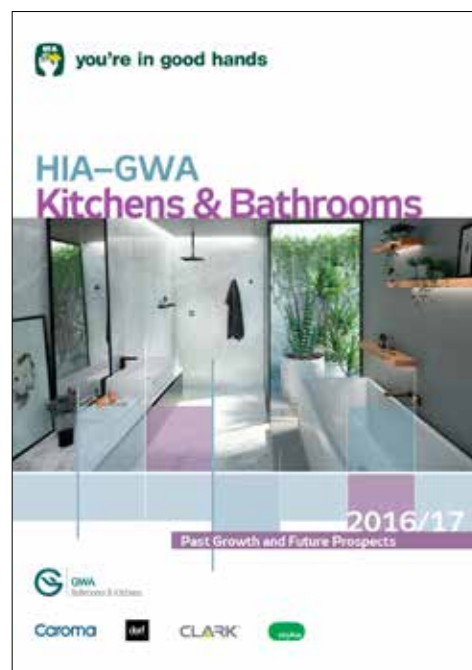
The industry survey presented in the HIA-GWA Kitchens & Bathrooms report found the average value of kitchens installed in new homes to be \$20,031, slightly lower than the \$20,411 average value of kitchens installed as part of renovations. Furthermore, the average value of bathrooms installed in new homes was estimated at \$16,197 – noticeably lower than the average value for bathrooms installed as part of a renovation at \$17,054.

The survey also found that a large majority of kitchen renovations (78 per cent) were performed in homes in the 11 to 20 year age bracket. Of the total, 36 per cent were

undertaken in homes in the 11 to 15 year age group. A further 42 per cent of kitchen renovations were performed on homes aged between 16 and 20 years. The age profile of homes undergoing bathroom renovations was similar, with a heavy concentration amongst homes in the 11 to 20 year age bracket.

The age of the dwelling stock is the single most important driver of kitchen and bathroom renovations activity. According to the current size of the dwelling stock within the 11 to 20 year age group, the HIA-GWA Kitchens & Bathrooms report estimates that there is total pool of around 146,100 potential kitchen renovation jobs in 2016/17. Similarly, there is a total pool of around 219,600 potential bathroom renovation jobs.

The good news for the kitchen and bathroom renovations side is that the stock of housing due to come 'on line' in the key 11 to 20 year renovation age range for detached houses augers well for growth in K&B renovation jobs in approaching years. In essence, more and more homes will become ripe for extensive renovations work over the next few years resulting in a wider set of activity in the kitchen and bathroom renovations space. However, the degree to which the ageing of the dwelling stock translates into actual work done will also depend on important background factors like interest rate settings, consumer confidence, financing conditions and the health of the labour market as these also have a significant effect on renovations demand.



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The Esatto brand was created through a singular desire: to establish a great value range of household appliances, able to deliver a quality experience to Australian consumers. The Esatto range of appliances offers great value home appliances including ovens, cooktops, dishwashers, laundry and refrigeration.

InAlto brings technology, quality and innovation together to provide a range of sleek and inspired products that will transform the way one views the kitchen. The InAlto range of appliances offers rich high-performance cooking with ovens, cooktops, dishwashers, range hoods and microwaves.

The Teka brand offers global solutions for Australian homes. Teka appliances are sold in 116 countries with over 100 million customers. The high-end Teka range offers solutions for cooking, refrigeration, cleaning and laundry.

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# Fascin[action] - making solutions excite

Anybody wishing to fascinate people must be exceptional in everything they do. In products and services. In solutions that excite. Visitors to the Hettich exhibition stand at Interzum 2017 experienced this Fascin[action]: innovative and inspirational for tomorrow's furniture.

Hettich is quick to identify trends and translates them into innovative fitting solutions that fascinate. Fascination is a personal matter and, depending on the individual, comes from intuitive functions that speak to the emotions as well as from rapidly available services or getting digital information. They give the customer convenience, added business value as well as the ability to stand apart.

Style scapers have an instinct for aesthetic appeal and design details. They appreciate the design character of furniture being consistently continued through on the inside. In the way the glue mounted Sensys hinge perfectly combines functionality and an aesthetically pleasing look on glass doors, for example.

Comfort shapers like it peaceful, gentle and ergonomic. Cabinet doors that open wide and close gently. Drawers and

pot-and-pan drawers that silently glide in and out. Storage space that's easy to reach and cleverly organised. Technology that makes furniture even more convenient and user friendly includes the LegaMove system. It moves the wall unit's inner carcass down, also making it easy to reach items stored at the top.

For mould breakers - offering the buyer market a widely diversified range of products – for a variety of target groups and price segments, modifiable in any way. And all involving the least possible cost and effort in production and logistics.

The glue mounted Sensys hinge from Hettich combines function and aesthetically pleasing looks.



The new WingLine L folding door fittings not only impress in wardrobes but also when it comes to interior design with an individual look.





The LegaMove system moves the wall unit's inner carcass down, also making it easy to reach items stored at the top.

Mould breakers focus on customer wishes just as they do on efficiency. And on Hettich, a partner they can count on. The platform concepts from Hettich set standards in the industry. Creating AvanTech You in steel, Hettich provides an attractive drawer with side profiles that are easy to customise, making high quality statements.

For space savers - living and working space is becoming increasingly precious. Using it as efficiently as possible is important to space savers. Their philosophy: any storage space – whether in furniture or in previously unused alcoves – should be easily accessible, cleverly structured and usable down to every last inch. WingLine L opens a surprisingly large section of wardrobe content in response to a push, creating more room in the room.

Ease makers: they attach importance to clear, simple processes in design, production and organisation: the ease maker uses CAD and digital technology, plans carefully and simplifies processes wherever possible – from the initial design idea to assembling and installing furniture on location. And with the e-services from Hettich, furniture is just a click away: product and wooden parts lists as well as design drawings are available for downloading for show exhibits.

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Images Hettich

Excitingly distinctive AvanTech You with steel drawer side profile in anthracite with decorative profiles in stainless steel effect.

by Stephen Heusz  
Multicam Systems

# Purchasing A CNC router?

## Here's some advice for free...

**A CNC ROUTER** is one of the most expensive investments a company can make. Yet no matter how thorough your research, a number of issues can still emerge. These can result in unnecessary expense, loss of production, loss of time and loss of materials. That's why it is important for decision makers to know what these pitfalls are and how to avoid them.

Even with all the obvious benefits to be gained by moving to automation, there will still be some apprehension for companies considering purchasing their first CNC router. It can be unsettling for them and their workforce, who have relied on traditional machines and work practices for years, to step in to the new technology. A router is, after all, a machine tool and workers will initially be inexperienced in its use and application. This is especially true when you consider that most CNC routers have a much broader application than simply cutting carcass parts. Smart business owners understand the need for training, but worry about having sufficient time for employees to fully understand and embrace this new technology. The result is an inability to use the machine to its full potential and perhaps move in to more diverse markets.

Multicam Systems has been an industry leader for decades now, supplying the Australian made Multicam CNC routing machines to the woodworking and timber processing industries. Over the years we have had the same questions and statements posed to us many times, and with good reason. On the surface they seem perfectly legitimate, however, if you make the wrong decision early on, it can be a costly mistake well in to the future.



### Why shouldn't I buy the cheapest?

This is strictly a short-term financial decision that may be more costly in the long-term. The downside of this decision may be lower performance, less reliability and the limited availability of parts. Imported products are often initially cheaper, however buying locally manufactured machines ensure that you have access to the backup you need, when you need it. Multicam CNC routing machines are 100% Australian made, this ensures availability of spares and support.

### I only need this size machine

Buying a machine with more capacity than needed is not cost-effective. Nor is the purchase of a router that turns out to have less than the required capacity. Buyers should seek expert advice and look to their future needs. Maybe moving to a larger process area will see greater returns in terms of reduced wastage through greater yield and reduced manual handling. The team at Multicam Systems has a wealth of knowledge that will help you make the right decision, taking all of these factors in to consideration.

### I only do the same jobs all the time.

You should match the machine to your current and future goals. A router can play a huge part in the company's growth, especially if you are considering moving in to more diverse markets. With over 30 years' of experience, Multicam Systems has seen the way that companies with our machines grow and diversify. We can help you see potentials that may not be immediately obvious to you.

### Can't I use the same tools for all jobs?

Different materials are likely to require different cutting heads and tooling. Especially in these days of exotic and composite products. The router should have the flexibility to process multiple materials and utilise a variety of attachments such as drilling aggregates, knife heads etc. Multicam CNC routers can be configured for use with all types of materials, creating a machine of unrivalled versatility.

### Why do I need that attachment?

A router that is a productive workhorse, used to its maximum capacity, will pay for itself over a shorter period of time. Insist on factory-employed expertise to determine the right accessories and options for your business and applications. This should be a priority. Sometimes your own staff will see opportunities that you yourself haven't recognised. At Multicam, we look at your entire manufacturing process and suggest ways that you can streamline, consolidate or expand your capabilities, often by listening to both you and your staff.



### **Anyone can service and support these machines?**

Machines will at some point require servicing and occasional repairs. Know the supplier's support network and verify its response capabilities. Do they have a service support network? Are service technicians factory trained? Multicam Systems has a dedicated team of service technicians in all of our offices. Our technicians are factory trained on all model machines. From the moment a service request is logged your needs become our priority.

### **Can the machine be upgraded or added to at a later time?**

A router should be capable of evolving with advances in technology. Insist on a supplier that can retrofit and upgrade operating systems and software on a regular basis. Multicam CNC routing machines can be upgraded or added to over its entire life. Because your Multicam machine is Australian made, all upgrades come with the security of knowing that they are factory backed and perfectly designed.

### **Do I have to have access to spares?**

Downtime is the bane of any business. Much of it can be attributed to time-consuming delays in securing needed parts or support services. Router purchasers need to look for a supplier that controls its own stock and service team. Do they have sufficient service technicians to service your needs? All Multicam offices carry a complete stock of spare parts that can be despatched same day. Our on-the-road factory trained technicians also carry a range of spare parts. Knowing that your Multicam is Australian made means that our factory is able to back up our service teams if needed.

### **Can I get additional training later on?**

All training issues can be alleviated by working with a supplier that understands each individual application and offers training

tailored to it. It is the best way to optimise performance of the workforce and the router. That is why training may be the most important concern on the list. It has to be thorough and robust. Multicam Systems can carry out training specific to the needs of your business and your staff. Whether on site, or at one of our offices, all of our training is geared to providing the outcomes that you have requested.

### **I only need to buy from a supplier in my industry**

Supplier expertise is essential. Buyers should ask about the supplier's experience. Look for those with the resources to test tooling, materials and software. Can they draw on experience gained in other markets or applications and bring it to your business? With over 30 years on the market, Multicam CNC routing machines are used in more industries than you can imagine. We draw on this experience and shared knowledge to augment our recommendations and advice. Sharing our knowledge helps you to make a more informed decision.

### **What software works with this machine?**

Do you have to use specific software with the manufacturers machine? Can the machine work with a variety of software packages? Can the software be upgraded as your needs grow or change. Multicam CNC routing machines will work with all popular software packages, allowing you to spend as much or as little as you wish. If you don't have software, or don't know what you need just yet, we can provide you with a software solution that can be as simple or advanced as you wish.

As we stated at the start of this article, all of these questions are asked for good reason. Even though they may have been asked many times before, they are important to you. They form the basis of your decision making process and also help you, the purchaser, and us, the supplier to get a complete picture of your needs. ■



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# Solwest - Alphacam making jobs easier

Solwest Constructions provides a wide range of carpentry and construction services. The business is based in Perth and was founded in 2004 by co-directors Nathan and Wes. The team at Solwest have a diverse skill set, enabling them to take on almost any type of project.

When Solwest was established, the team used a wide range of hand tools and a beam saw to produce its projects. To continue growth and overcome the challenge of ensuring greater accuracy in its work, the company purchased a CNC machine. Initially, Solwest was programming via the software recommended by the machinery supplier. While this software was working for them, it was time consuming to use and struggled importing some DXF files.

Wes was introduced to Alphacam when Planit territory manager, Alan Gibson visited the business to discuss what needs it may have. At that point in time, Solwest was not ready to invest in a third party CAM package and agreed to talk later. After the meeting, Wes did some further research on the benefits of Alphacam compared to other CAM packages and, after watching some demonstration and training videos, soon realised that Alphacam was a must for the business. The purchase was made within days.

The integration and training was scheduled, and a Planit integrator attended the site soon after. On day 1 of the integration, Solwest was cutting on the CNC. Solwest is able to use Alphacam for a wide range of projects and materials, including doors, decorative panels and wall art. Alphacam has ensured that Solwest can continue to expand its capabilities, through the ability to have greater flexibility in offering client's custom designs and unique projects.

One of the challenges Wes spoke about with other CAM software was the difficulty in cleaning up files shared by clients and architects. They will share a design they wish to have machined into a panel, however the file they provide is often very messy and requires a considerable "clean up" to be able to be used on the CNC. With Alphacam, "It is now easier to receive the files, quickly import, clean up and then have them ready to be machined in minutes." Alphacam is able to input a wide range of file types, and easily apply machining strategies ready to be sent to the CNC.

Wes also shared that the software he had previously been using required significant time and resources to program each part, usually macro by macro, and performing "test" runs at the CNC. This meant Solwest often could not finish the programming before the project was due, and would resort to manual techniques to complete the job. Alphacam's ease of use and 3D simulation has ensured that this is no longer the case. Alphacam's 3D simulation provides an onscreen



simulation of how the CNC will machine each part. Wes commented "It saves us having to run heaps of tests on the machine and ensures we program the CNC correctly. It certainly saves us money and ensures a high level of accuracy, I show it to everyone."

Since completing the onsite training, Wes commented, "The ongoing learning with Alphacam is brilliant. There are plenty of tutorials and training documents to supplement the training with a Planit technician." These resources have helped Wes to continually improve his skills in Alphacam with no additional cost, just a little time and effort. The global network of other users and resellers helps to produce and share a large range of resources for users to extend their knowledge and skills.

One of Wes' final comments was, "If you're in the market for that type of program – Alphacam is the one." As a CAD/CAM application, Alphacam is simple yet powerful. In Wes' words, "Alphacam makes my job easier."

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# Time is on your side

Jerry Ragovoy wrote the hit song "Time is on my side," famously recorded by The Rolling Stones. The song is about people having time on their hands; something that in business is very precious. Michael Ma was in the same position as many of his competitors only a year ago but that all changed when he installed his Biesse Rover S 1224 flat table machine with automatic loading and unloading. Now Michael doesn't have to work weekends; he's not in the factory at eleven in the evening; he often goes home early and he spends quality time with his family. For Michael, time is really on his side.

## *Michael worked his way to the top of his craft*

Michael Ma runs JNT Kitchens and Joinery from his modest workshop in the Sydney suburb of Girraween. He immigrated to Australia fifteen years ago and started working as a cabinet maker on simple cupboards. After a while he realised that maybe this was something he could work hard at; something he could turn into a good lifestyle for himself and his family. He got very good at his craft and was soon in high demand, working for the likes of Lendlease, Mirvac and MayneLine as a top installer. Often used as a trouble-shooter, Michael worked his way to the top of his craft. He enjoys the work and so with only five thousand dollars, started JNT Kitchens and Joinery eight years ago.

His first machines were a second-hand panel saw and a small edge bander for pre-glued tapes. It was hard work doing everything by hand and Michael and his team would spend

long hours, often into the evening to get the work out. It was a time for building; a time to make his mark and reputation, to set up his future so they put the effort in. But it wasn't working; errors were costly, late deliveries were costing not only work, but reputation. Something had to change and it had to be his equipment.

One year after starting the business Michael chose to upgrade his edge-bander and went to Biesse. He bought an Akron 425 and immediately saw a difference in quality and output, but they were still cutting sheets on a panel saw and couldn't cut enough panels to keep the Akron working more than an hour a day. A more efficient way of processing sheets into components was needed. But Michael was overly cautious and spent the next six years thinking about whether or not he had enough work to pay for a big ticket CNC machine.

Two years ago Michael landed a contract of sixty seven apartments near Sydney airport and did it all on the panel saw and Biesse Akron edge bander. The job took six months and many hours of hard work to get it done. It was the last straw and he remembers saying "I'm never going to do this again without a CNC machine." True to his word, immediately after the apartments were finished, a new Biesse Rover S 1224 flat table machine was installed. The machine is available as a stand-alone machine, or with loading and unloading tables, and at the top end, adding automatic labelling. Michael chose to add the automatic loading table and the automatic unloading conveyor to get the most out of the machine and it has completely changed his business.

The Rover S has proved to be a great machine for Michael. The machine would suit an entry-level manufacturer but JNT Kitchens is quite a bit more than that. In fact, the Rover S is one of the most popular machines sold today. Michael wanted



something he could rely on and was impressed with Biesse's world-wide presence and that the machine was equipped with the same electrospindle as Biesse's top-end machines. He said "The Rover S has done everything I was promised it would do, I am very, very happy with it." He did look at a local CNC machine but says the cost difference was not as much as you would think and that proven quality and reliability were more important.

Michael says it's not all about the money. Sure, this is important but he's not really interested in becoming the biggest kitchen manufacturer in Sydney. He's seen a few of his competitors; some of them his friends who are no longer in business. He says "They grew too fast and it didn't work for them. I'm happy with my business just as it is, we will grow a little more but it's not what I am looking for." Michael wants to look after his workers and keep the business manageable. The Biesse equipment has created a very comfortable living and he intends to spend his new free time with his family and children, Jessica and Tristan, who the company is named after.

Michael is also aware of the needs of his employees. "Young people don't want to do things with their hands anymore" he says. "They want to work with computers and with the Biesse; they can concentrate on doing the work quickly. This was another good reason to buy this machine." Michael does the programming on software and spends much less time in the workshop now. The company only has four employees including Michael himself. He says "It's amazing how much work we can do, now we have the Biesse equipment."

JNT's work is 30% domestic and 70% commercial with some housing commission work that Michael says "Is easy now. We have three apartment projects going at the moment and I know that we can do a really good job and they will

all be delivered on-time." JNT Kitchens gets most of its work through referrals and close relationships with builders. Michael says "I was a sculptor in China and this helps me understand what people want; I listen to my customers." He understands the business very well and now he has the Rover S behind him, his confidence is on a high. "In Australia you have to do things right" he says. "Here you are free to be a success." And when a customer shakes his hand and tells him that he's done a really good job, this is the moment Michael is happiest and it's the real measure of his success.

David Da Costa is Michael's Biesse representative. David says "I was able to spend some time and work with Michael to provide a real solution to his needs; not just a machine." Biesse's long-term approach to its customers means it's not just about the here and now, it's about the future and Biesse is as much interested in Michael's success as their own. Michael has had no problems with the machine and any perceived issues have always been operator mistakes. Even in this situation Biesse is prepared to spend the time with Michael to fix the problem and with more technicians than ever before; it's done almost immediately. At the moment money is cheap to borrow, manufacturers are investing and JNT Kitchens has the machinery and support it needs to guarantee that Michael is able to service his customers the way Biesse services him. Michael can enjoy a quality of life he didn't realise was possible before his Biesse Rover S and quite literally, time is on his side.

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# Intelligent and securely organised

## SmarTray systems



Modular and compact, the talented SmarTray organiser from Hettich is just as much at home below the desk top as it is in any cabinet. In the lockable version made of steel, SmarTray is the ideal place to keep valuables or confidential documents. SmarTray in plastic is practical for items that need to be in easy reach.

SmarTray impresses with its high quality material and finish as well as user friendly features, such as push to open or self closing with Silent System. Numerous design options in terms of colours and heights as well as a choice of steel or plastic make it suitable for all sorts of different uses. Taking up little space, the added value is all the greater.

### SmarTray Steel

The housing of SmarTray Steel can be integrated below the desk top or in a cabinet. SmarTray Steel is available in modern white or classy anthracite, 50 mm or 75 mm high, with cassette. Mounted on Quadro full extension runners with Silent System, the pencil tray can be pulled open all the way, making it very easy to keep large items, like notebooks.

### SmarTray Plastic

The pencil tray in high quality plastic is available in the three housing colours of white, black and aluminium look as well as in heights of 40 mm and 60 mm. The Quadro partial extension runner is available with Silent System or Push to open.

The new SmarTray systems brochure is now available, request a free copy from [info@hettich.com.au](mailto:info@hettich.com.au)

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# FLEXSTORE S INTEGRATED AND MODULAR AUTOMATIC BOARD STORAGE THE SOLUTION YOU'VE BEEN WAITING FOR

A functional and dynamic storage system, the Flexstore S offers automatic panel management to the storage cell and beam saw. Now with an automatic device for labelling panels, Flexstore S performs quick and accurate material picking, unloading, cutting and displacement.



# Economical and safe vacuum clamping for production of seating furniture

High-quality seating furniture is the main product of Kvist Industries A/S. The Danish designer furniture's wooden components are made from solid wood or moulded wood. To meet the company's own high quality requirements and the exclusive demands of customers, manual processing performed by experienced personnel plays an important role. In particular, great attention is paid to the perfect finish of the surfaces, which requires expert craftsmanship. Automatic fabrication of the parts is performed on six different CNC processing machines. The individual parts are clamped with a vacuum generated by Mink claw vacuum pumps from Busch.

Founded 50 years ago, Kvist is a family business now being run by its third generation. Initially, Kvist dealt with manufacturing moulded wood parts, mainly produced for various manufacturers of seating furniture. Today, its focus is on completely manufacturing its own seating furniture and tables, which are sold worldwide to end users via other furniture manufacturers.

Kvist's main markets are Germany and Scandinavia, but the significance of the Chinese market is growing as Chinese customers are also increasingly interested in Kvist products.

After 50 years, chairs and armchairs with designs from the initial years have become classics that are now experiencing a renaissance in the product range. However, newly designed seating furniture is also part of Kvist's portfolio. The headquarters of Kvist Industries A/S are located in the Danish town of Arre with two production plants. One of the plants produces seating furniture, the other manufactures tables.

Kvist operates an additional production facility in Latvia. 650 employees manufacture individual parts there. Final assembly and quality assurance of this seating furniture is then mainly performed at the headquarters in Arre.

A centralized vacuum system with three Mink claw vacuum pumps is used in each of the two Danish plants to generate the vacuum required for clamping. Both central vacuum system units have been in operation since July 2015 when they replaced the previously used dry-running rotary vane and liquid ring vacuum pumps. The rotary vane vacuum pumps required a lot of maintenance due to wear on the vanes. In addition, this vacuum generator gave off waste heat directly into the production room. Its loud operating noise was extremely uncomfortable for the employees. The water

High quality chairs and armchairs in all forms and versions are the main products of Kvist Industries A/S.





level of the liquid ring vacuum pumps had to be monitored constantly and refilled or exchanged if the water became polluted with wood dust.

Technical director Rune Kvist was not satisfied with either type of vacuum generator since the performance was not consistent. This sometimes led to clamping problems because the vacuum did not achieve the required level or achieved it too slowly. Rune Kvist found the optimum vacuum supply with the two central vacuum system units from Busch: "We used to have a total of six vacuum pumps installed at three CNC processing centres with two processing tables for our seated furniture production. The associated waste heat and noise problems had a negative effect on the work stations. Today we have three Mink claw vacuum pumps outside the building that go unnoticed except for the fact that we always have the vacuum we require for clamping," were the positive remarks from Rune Kvist.

In addition, operational reliability was significantly increased. The required vacuum is immediately available at any time because the pipework between the vacuum pumps and the CNC machines serves as a vacuum buffer in which a constant vacuum of 200 millibars is maintained. The high level of operational reliability is also guaranteed by the demand-based control system. The only vacuum pumps in operation are the ones that are actually needed to maintain the vacuum level in the pipework system. In practice, a maximum of two of the three installed Mink vacuum pumps accomplish this. So if one of them were to fail, this would have no effect on production.

An additional essential benefit of the centralized vacuum system is made possible by the Mink claw vacuum pumps' demand-based control system and frequency-controlled drive. Huge energy savings can be generated. Firstly, a Mink claw vacuum pump requires less energy than comparable vacuum pumps of a similar size. This is made possible by contact-free and wear-free claw vacuum technology. Furthermore, the pumping speed and vacuum performance remain constant throughout the entire life cycle, while the pumping speed and achievable vacuum level of dry-running rotary vane vacuum pumps declines due to wear on the vanes. This is why one smaller Mink claw vacuum pump can often replace a larger dry-running rotary vane vacuum pump. In practice, this means that less motor output is required for comparable pumping speed.

As a basic principle, fewer vacuum pumps are needed for centralization of a vacuum supply than for decentralized installation directly at the CNC processing centres. That is how the previously installed six rotary vane vacuum pumps were replaced by three new Mink vacuum pumps. Six rotary vane vacuum pumps used to operate during all working

hours. In practice, the centralized vacuum system unit has demonstrated that only one Mink vacuum pump operates at 50 hertz during working hours and a second is sometimes automatically turned on, but only briefly and usually at a lower frequency. This gives Kvist energy savings of 61% or 22,600 kilowatt hours per year for seated furniture production alone. The second centralized vacuum system used for manufacturing tables achieves similar values.

Rune Kvist is satisfied with the centralization of the vacuum supply. This is why he has also decided to use this technology at the new plant in Latvia and has installed two identical centralized vacuum systems with Mink claw vacuum pumps.

According to Rune Kvist, "maintenance of the Mink claw vacuum pumps amounts to practically nothing." They have a maintenance contract with Busch that includes annual inspection of all Mink claw vacuum pumps and changing the gear oil. Due to wear-free operation of the claw vacuum technology, there is no need to exchange wear parts like the vanes of rotary vane vacuum pumps, nor for tasks related to operating fluids for liquid ring vacuum pumps.

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Solid wood and moulded wood components are processed on several CNC machines.

Mink claw vacuum pumps generate the vacuum for clamping on the CNC processing machines in two centralised vacuum systems.



# Homag Vantech: a long manufacturing history

Nesting has never been easier and more favourable. Cutting down assembly times and labour costs are crucial for every business. Homag's Vantech 480 is one of the most respected CNC routers on the market and is perfectly designed for the Australian market. It's a 1250 by 2500 mm machine (or optional 1850 x 3700 mm size) and it suits many smaller cabinetmakers that deal with a smaller sheet size – and it fits perfectly into a small workshop.

Two companies in Perth have recognised the benefits and invested in a Vantech 480 B CNC nesting machine from Homag. Aleks' Wood Craft and Prime Cabinets are both smaller cabinet making shops that have stepped up massively in efficiency and quality of their products.



## Aleks' Wood Craft

Aleks Nikolic has a passion for machines, for quality machines. "I was looking at other machinery suppliers but the Homag Vantech is the most heavy and solid. I like quality and have trust in German technology", Aleks says. The Vantech gives German know-how from an experienced supplier with a long manufacturing history of CNC machines - and these machines are sold to some of the largest manufacturers in the world.

Aleks founded his own company Aleks' Wood Craft a few years ago in the shed of his backyard. When space was no longer sufficient for production, he decided to move to his current premises in Myaree in early 2016.

Aleks offers cabinet making for kitchens and all custom cabinet requests for mainly residential clients. All the work is supported with 3D models and cut on a Vantech CNC machine for top quality and precision. "I have used the CNC for small jobs and I can clearly see the difference. It cuts and drills holes in one go. A machine gives you something back and work becomes easier. I'm not 30 anymore", Aleks jokes.

## Fast and accurate drilling

The Vantech comes in heavy steel gantry for high precision cut quality. The fast and accurate drilling is guaranteed by a patented drilling spindle clamping, and all sensitive electronics are housed in a separate control tower with filtered air conditioning to ensure long life.

Additionally, a full start up tooling kit is included, which comes with drills and diamond tooling. To ensure the best possible extraction, focused extraction and additional air jets under the hood are crucial benefits of the Vantech series.

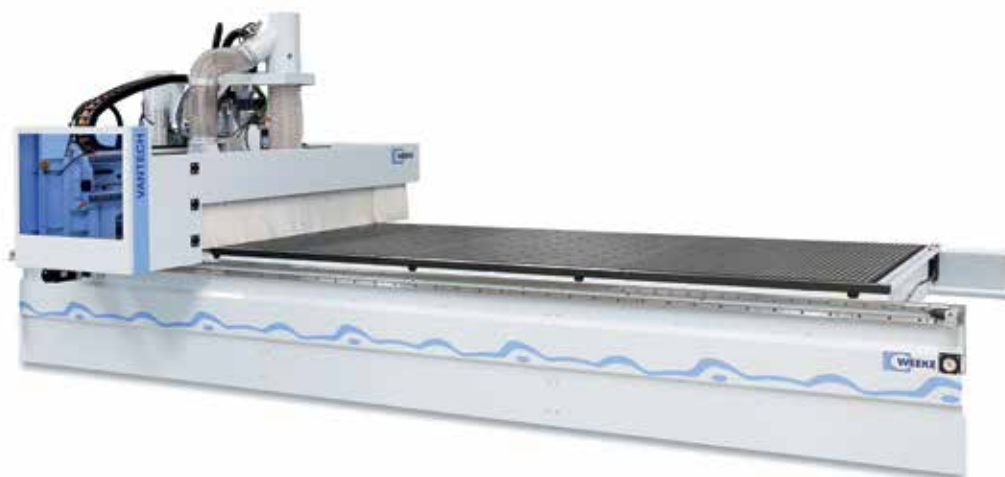
The Vantech is also available in different sizes; it can be ordered as a stand-alone centre or with additional auto loading/unloading and automatic label printing.

## Following his passion

Aleks started developing his passion for woodworking when he used to build his own furniture. "We moved houses and needed new furniture. Everything was expensive and we were looking for an alternative. I bought hand tools and started creating", he remembers. He then built a shed in his backyard, put a small machine in there to process solid wood and started doing his first kitchen panels.

It did not take long until he was completing jobs for family and friends – and his passion slowly turned into a business. Therefore, he changed his full-time job at the Perth Casino to a part-time position before he completely gave it up. Aleks says, "I don't want to get rich; I just want to continue to do what I love and stay busy."

He continues, "I love to create things with my hands and working from scratch. It's a bit the same with the operation of his newly purchased CNC router. "At the beginning it was more a learning curve and learning by doing but that's part of the fun, isn't it?"



### Prime Cabinets

It took business owner Craig Litchfield six years to completely understand the impact of CNC technology. "Our capacity has gone up after purchasing a CNC machine", he says. However, with the benefit of hindsight, it is clear that the investment in a Vantech nesting machine has changed the whole production flow for the Perth company Prime Cabinets.

Founded 9 years ago, Prime Cabinets caters to builders and residential clients offering standard kitchens through to upscale work for multistorey buildings. After completing his apprenticeship in shop fitting and cabinet making, Craig extended his skill set at another company for a few more years before he decided to found his own business which has now turned into a family business where his wife Kristie looks after the financial administration. Over the last years, Craig has managed to build up the company's reputation and now has the potential to grow bigger.

Even though Craig had no previous experience in using computer technology he was confident enough to buy a CNC machine with additional cutting optimisation software. "Homag's Cut Rite software is easy to use and I received a helpful and interesting training from Homag." According to Craig, it took him a week to get to know the basic functions in terms of programming from start to finish. Thanks to the investment Craig could improve the efficiency of the production process and the quality of the products.

### Cutting costs for manual labour

"I was able to drop the costs for manual labour. I have noticed a big difference in our costs of manual labour since having the CNC machine as it is so fast and efficient. Also the CNC is so much cleaner than a panel saw and the compression cutters last me longer on the CNC than the blades on the panel saw."

In terms of waste, Prime Cabinets has significantly reduced its waste production as Craig further explains, "The cutting list tells me how much waste I produce, which sheets to use and so on. There's no under or over ordering. Therefore, I can quote on jobs much more accurately."

### Spot-on service in Perth

Maintenance is very low on the Vantech. In case of any disturbances, Homag has a good backup service in Australia with service technicians stationed all over the country. "The service in Perth is spot-on," Craig praises the local service.



All in all, quality CNC processing has not only changed the productivity for Craig at Prime Cabinets but also his whole attitude towards his profession. "The CNC makes me more excited about cabinet making, especially creating 3D drawings for my clients. It only takes a quarter of the time for the 3D drawing compared to manual drawing. My stress level is much lower than before in regards to how to get it cut or built," he says.

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by Jim Bowden

# Project to transform low-value resource into high-value engineered wood products

**A GROUND BREAKING PROJECT** that could transform low-value forest residues and sub-optimum quality logs into viable, high-value engineered wood construction and appearance grade products for joinery and paneling systems is in fast-forward at a Brisbane research precinct.

Lifting the value of forest resources by developing new products for Australian and export wood markets has enthused the project team at the DAF Salisbury Research Facility.

"Leading industry innovators and end-users from across the forest and forest product sectors will participate in all stages of the project to ensure developed products are market-ready and economically feasible to produce," project leader Dr Rob McGavin said.

The Salisbury project will deliver a clear understanding of the 'resource-based' technical and manufacturing requirements for delivering new EWPs and market opportunities for under-

This project will help remove these barriers allowing primary producers to achieve maximum returns from all the resources they manage.

"The project will deliver growth to the whole forest industry value-chain," Dr McGavin said. "Opening up new markets, developing new products and adopting new technologies will provide profitable opportunities for a wide range of low-grade wood resources to be converted into high performance EWPs," he said. "These research outcomes will maximise the profitability of the forest industry with significant benefits for all stakeholders."

The DAF research team at Salisbury has trialed alternative methods for processing small logs, improving recovery rates by six times compared to traditional sawing. These methods have not been tested across the range of available forest resources and could assist industry in maximising recovery and market potential.

This project will determine the profitability of the new technologies through an economic analysis and market feasibility study.

Project partners include Parkside Group (Queensland's largest hardwood sawmiller); Hurfords Wholesale (hardwood and cypress); Austral Plywoods (high-value hoop pine plywood); Big River Group (hardwood and softwood plywood); Engineered Wood Products Association Australasia; Timber Queensland; HQPlantations; University of Sunshine Coast; Wood Products Victoria; Forest and Wood Products Australia; and Simon Dorries, CEO, Australian Forestry Standard Ltd (technical steering committee independent chair).

Project funding is provided by the FWPA. DAF Horticulture and Forestry Science, Queensland Forest and Timber Industry RD&E fund and the Big River Group.

The DAF research team comprises Dr Rob McGavin (project leader), Bill Leggate (senior research scientist), Dr Henri Bailleres (IFP team leader), John Huth (principal forest technician), Eric Littee (research assistant). ■

Lifting the value ...  
Jason Blanch, general  
manager of Big River  
Group's Grafton facility  
in northern NSW,  
inspects veneer quality  
during processing  
trials.



valued and currently under-utilised plantation and residual native forest resources, providing major opportunities for enhanced profitability and productivity for the Australian forest industry. This project has strong support and participation from public and private native and plantation resource managers as well as leading sawmill and veneer/EWP processors.

Forest growers, in many cases, are experiencing traditional market sector decline or are not implementing best practice management techniques due to lack of viable processing or market options for lower-grade resources.





Fix Type 1 **Wall**



Fix Type 2 **Panel**



Fix Type 3 **Flush**



## Button-Fix Panel Fixing System

**The Button-Fix concept is simple: durable nylon buttons are attached to the back of one panel and the adjoining fixes are attached to the other.**

Bring the panels together and slide until the Button-Fixes 'click'. The Button-Fix panel fixing system is perfect to be used in commercial situations for panelling, shopfitting and exhibition stand construction when the ability to flat pack to site can save you time and money.

- Available in three types of fixings - Wall, Panel or Flush
- Strong and durable nylon fixings and buttons
- Allows for easy removal of a panel or wall fixing
- No gluing required
- Sold in bags of 12 or 100

# Sustainable timber veneers

Timber veneers are appreciated for their beauty but it's often overlooked that specifying veneers is one of the most sustainable ways to use wood products.

Decorative veneers for high quality appearance uses are sliced, while veneers for plywood production are generally rotary peeled. In both cases, one log goes a long way.

A German study of the yield of sliced veneer from beech trees found that an average 841 m<sup>2</sup> of veneer was produced from every cubic metre of wood. This was based on a veneer thickness of 0.55mm. Other yields may be higher, depending on the quality of the log and the percentage of waste.

Clearly, bonding thin slices of timber (veneers) to stable substrates produces a material with all the positive features of solid timber, at the same time making the best use of resources.

While veneer production maximises the amount of decorative material obtainable from a log, the log itself must be sustainably sourced. Several certification schemes operate to monitor Chain of Custody whereby the source of a wood product can be traced, primarily the following: the Australian Forestry Standard (AFS), the Program for Endorsement of Forest Certification (PEFC), and the Forest Stewardship Council (FSC) certification program.

In addition, the Timber Veneer Association and its members are co-operating with Australian government moves to refine due diligence requirements, aimed at ensuring products derived from illegal logging do not enter the country.

When sustainably produced timber veneers are bonded to a particleboard or MDF substrate with E1 or better formaldehyde emission properties, the result is a truly eco-friendly product.

For specifiers seeking to maximise Green Star points, timber veneered panels fit well with the Green Building Council of Australia's focus on indoor environmental quality and the environmental impact of building materials.

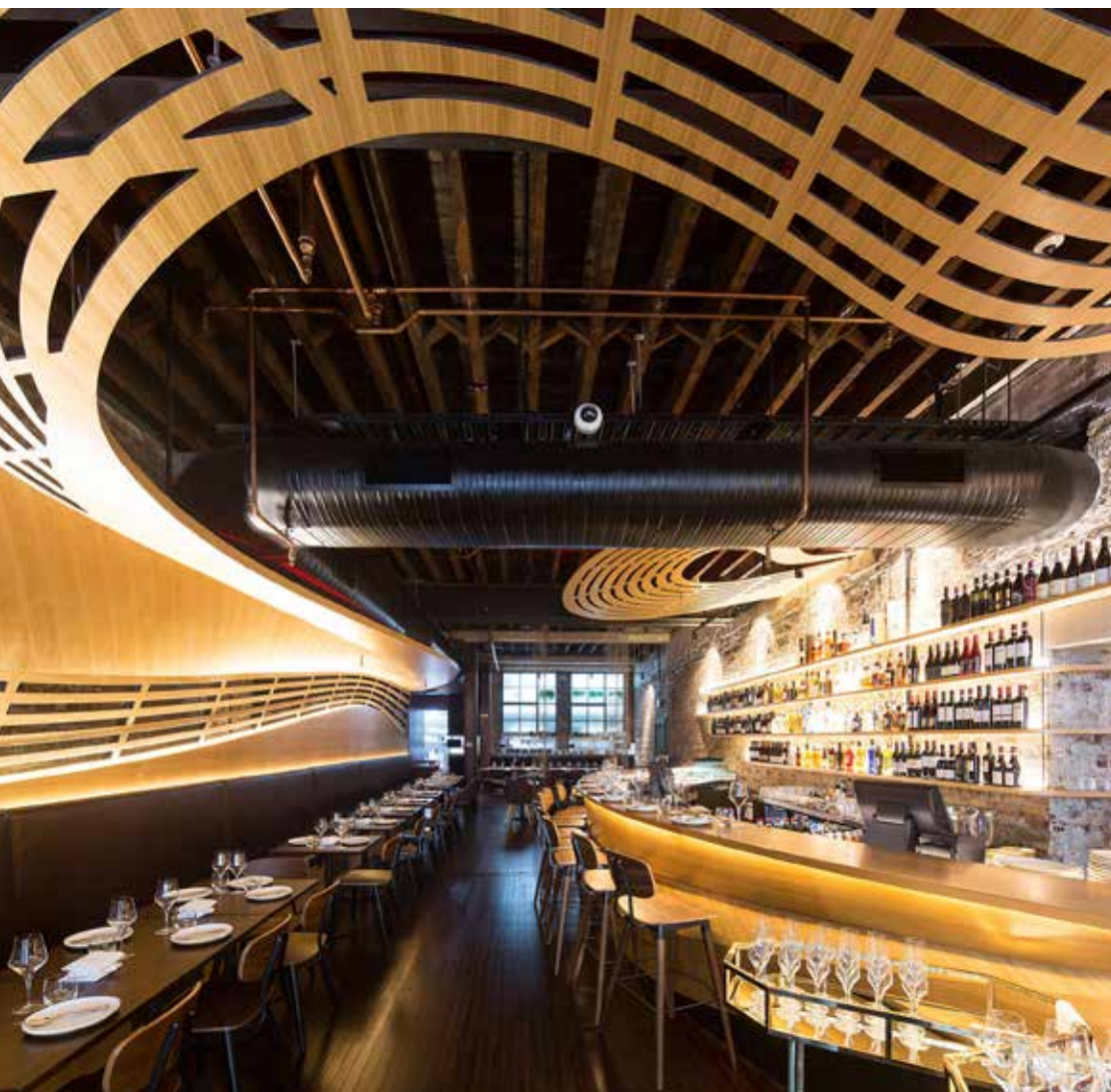
A guide to the specification of timber veneers, simply titled Veneer, is available free of charge through the TVAA's inquiry service at [info@timberveneer.asn.au](mailto:info@timberveneer.asn.au).

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TIMBER VENEER ASSOCIATION OF AUSTRALIA

Phone 1300 303 982

[www.timberveneer.asn.au](http://www.timberveneer.asn.au)



# New 3.8m panel saw now available

SCM Group's SI400 Nova panel saw has been upgraded to include a 3.8m sliding table option. Already popular throughout Australia as a 3.2m machine, this added function makes the Nova capable of handling any panel size.

The Nova range also features the largest motor in its class. No matter whether the user is machining MDF panel or solid timber, the Nova eats through it comfortably. It has a motor that works well within its normal capacities – ensuring it has a long, easy working life.

The sliding table system can make or break a panel saw. If it doesn't work, the saw doesn't work. SCM Group's engineering is second to none – which is why SCM provide a 10 year warranty.

The hardened steel slide system was pioneered by SCM Group – and contains a patented assembly system. Zero interference fit on the table means the sliding table is durable and accurate.

The new SI400 Nova panel saws use a large panel support, helping the operator to comfortably use the machine. Two



large flipover reference stops and oversized aluminium fences make this machine a great machine to spend time using.

Designed for the Australian cabinetmaker, the SI400 Nova features 2.4m or 3.8m sliding table capacity; 400mm maximum blade capacity; scoring saw; and overhead safety guard.

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# Top mounting waste solution with Hideaway Bins

Being one of the most frequently used appliances in the kitchen, it's important to think carefully about where to locate the waste bin. Installing a waste bin under the kitchen sink is less than ideal, as this increases the amount of bending required when disposing of waste. Hideaway Bins have the option of being mounted directly under the benchtop. This means the bins are at the optimal height for clearing waste directly off a benchtop.

To maximise the advantages of top mounting the waste bin, Hideaway Bins feature over extension runners on all their bin systems. For example, the Hideaway Soft Close twin bucket systems use 500mm runners that open up to 553mm. The extra 53mm of opening means the rear bucket easily clears the benchtop overhang, and can be removed without having to remove the front bucket first.

The other advantage of top mounting Hideaway Bins is that they allow more design flexibility. When the bin is top mounted, the width of the cabinet does not need to be an exact match to the bin. This means the cabinetry can be custom designed to suit the space, rather than being strictly fixed to suit the bin dimensions. All top mount Hideaway Bins come with optional side mounting or fixing points. This provides additional strength, and is useful for commercial applications or large bin installations.

Hideaway Bins are available exclusively through distribution partners, Nover, Hafele and Galvin's Hardware.

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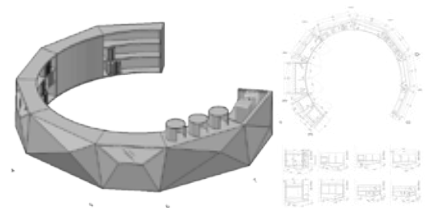


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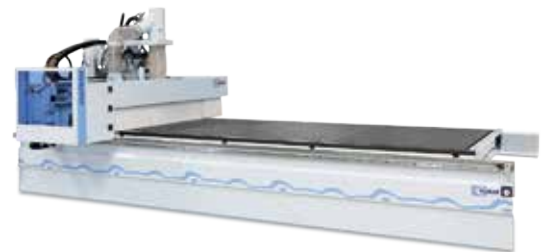


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# Standout cabinet making performance in South Australian market

With housing activities buoyant across much of Australia it would be fair to describe Adelaide's home building situation as fairly pedestrian - certainly when compared with eastern Australia. Given this reality only those companies in housing and related industries with a strong track record, and with widely acknowledged credibility survive - much less prosper.

A case on point in Adelaide is Walls Bros Designer Kitchens, where in 2015, the company marked the 25th anniversary of sterling business success in the cabinet making and joinery industries.

Cabinet making has been at the core of the Walls family for over 50 years and the family business continues to have a vision based on strong customer service, creativity and quality.

Walls Bros enjoys outstanding success in providing customized cabinet making and joinery services to both the residential and commercial building sectors throughout South Australia. Even on a national scale Walls Bros is a significant industry participant with more than a hundred employees, operating out of two sites, and with more than seven million dollars worth of high tech processing machinery.

Managing director Peter Walls says the company concentrates more on the mid to high end of residential housing, where their output exceeds a thousand kitchens a year.

Robert Stace from Oz Tooling with Brad Sweeney, production manager at Walls Bros.



"So in addition to our four CNC nesting machine centres, and now four edgebanders, we operate an automated sanding line and robotic spray painting facility."

Peter stressed the importance of quality machines and prompt, competent backup service. "Yes, we certainly invest in good machinery, including our Holzher edgebanders, but reliable, prompt, experienced and competent servicing is an absolutely critical part of the mix and of our business success."

"So our Holzher edgebanders and other machines, along with the technical support provided by Robert Stace from Oz Tooling and Matthew Waide from Covino Electrical, the SA service agent for Holzher, mean that our production systems work absolutely brilliantly."

Peter says that in acquiring new machinery, while he pays close attention to machinery capability, he is particularly focused on technical support and servicing. "We just have to keep our machines performing, so the technical servicing to get machines back up and running from a breakdown within a four hour timeframe is not negotiable."

"We are extremely busy, so need to minimize downtime and get machines back to work. In that regard I can't talk more highly of our Holzher edgebanders and the backup provided by Robert and the team at Covino Electrical."

In relation to ongoing work, Peter confides that the company has substantial new commercial and residential projects on the horizon. "We like to think that we have a hard-won reputation, initiated by my father and that we continue to place priority on the relationships we have developed and protected over the years."

"Fortunately, relative to other cabinet making and joinery companies here in South Australia, we have the size, complete range of capabilities, and the discipline to deliver on-spec and on time - in my view, not to do so is fatal."

Walls Bros continues to be on the frontline of outstanding customer service specializing in custom built kitchens, vanities, robes, entertainment units and bars. In 2002 Wall Bros moved its head office to Adelaide's Holden Hill suburb. This move has allowed the company to establish its now highly regarded showroom with modern contemporary to classic designs on display, including five kitchens, laundries, vanity units, robes and other joinery ideas.



## *quality machinery and prompt backup service*

Walls Bros has a large, experienced team working in conjunction with state-of-the-art computer based systems utilizing 3D CAD drawing software to provide designs and cutting patterns for its high-tech manufacturing processes. The company's capacity to paint completed units, using its in-house spray paint facility, allows for high quality finishes.

Walls Bros has extended its activities into the commercial world, with a variety of projects, including high rise apartment developments, aged care facilities, child care centres, hotel

bars, shop fit-outs and office fit-outs. Each of these projects has been custom designed and manufactured in co-ordination with developers, architects and builders.

Walls Bros now operates three sophisticated edgebanders in their two manufacturing sites - all from Holzher. Edgebanders acquired in the past two years include two Sprint 1327 models, and an Accura 1554.

Sprint edgebanders are designed for the highest requirements, in terms of quality and flexibility. Sprint 1327 edgebanders are distinguished by their precision processing and designed for maximum endurance and feed rates. Standard features of the Sprint range include variable feed from 10-18 metres per minute, and automatic pressure beam adjustment. An edge feeder with synchronous drive and pressure unit are also standard features.

The Sprint 1327 offers two models. The Sprint 1327 Classic includes complete equipment for jointing, corner rounding ▶



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► and finishing work. The Sprint 1327 Massiv is equipped with two cutter units, instead of a corner rounding unit for easy processing of solid wood edging with a thickness up to 15 mm without changing tools.

Program selection allows machines to be set up without opening the hood, so that they are ready for immediate production. All five Sprint models are equipped with the Holzher Glu Jet system as a standard feature for razor-thin glue joints, fully equal to any industrial laser edging.

Walls Bros Accura 1554 edgebander offers additional power and stability, but requires only 6.5 metres of floor space. The new Accura series edgebanders have been developed by Holzher for high quality artisans and industrial scale producers. This modular edgebander system provides flexible adaptation to customer requirements and future design and production trends, with automatic Glu Jet waterproof invisible joints.

Weinig Australia's managing director Neil Forbes said Holzher was delighted to have a strong business relationship with such an outstanding South Australia company, and substantial participant in the state's cabinet making and joinery industry as Walls Bros. "Both the Holzher Sprint and Accura edgebanders are, and will continue, to contribute to the company's design and manufacturing excellence and business success."

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

Because of their leading German engineering and technology, Holzher edgebanders are popular across the industry. "Holzher offers a wide range of CNC machining centres, edgebanders, plus a range of other solid wood and panel processing machines, and a complete range of supporting equipment and software operating systems technology," Neil says.

He says that, as in Wall Bros' case, the Holzher Sprint and Accura series edgebanders are designed for the highest requirements in terms of quality and flexibility. "They certainly set the highest standards for edgebanding."

With 45 years of experience Holzher offers technological leadership in quality routing and edgebanding and caters for every manufacturing situation with regard to machining, automation and gluing options.

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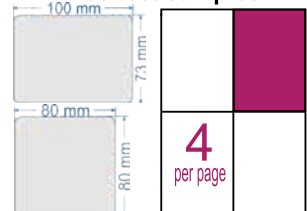
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## New look Titus Tekform website

The Titus Tekform website has had a makeover. The look and navigation of the website has been redesigned to help users access information more easily than ever before.

In 2017, Titus Tekform will be launching its new online shop, allowing customers to purchase products quickly and easily, 24/7, from the comfort of their own home or office. The new-look website is the first stage of the company's digital revamp, aimed at providing customers with enhanced functionality, superior product information, and a simple and efficient online ordering process. Customers will soon be able to access technical details, view product information, and request or purchase products directly through the "shop" page of the website.

In the meantime, the most up-to-date copies of all brochures and manuals are available in the "downloads" menu, along with product videos, downloadable order forms, MSDS, technical data sheets and the flip-able copy of the Titus Tekform complete technical catalogue. Customers can also access all the latest news, media, and project information, and view clearance products.

Once the online store is available, customers with an active ABN and ACN will have the opportunity to create an online account, with access to trade pricing, specials and other benefits.

Existing Titus Tekform trade customers will be automatically emailed online account activation details when the online shop is launched, so they should ensure that their email addresses and account details are up to date. New customers can request a trade account by simply completing the easy online application form.

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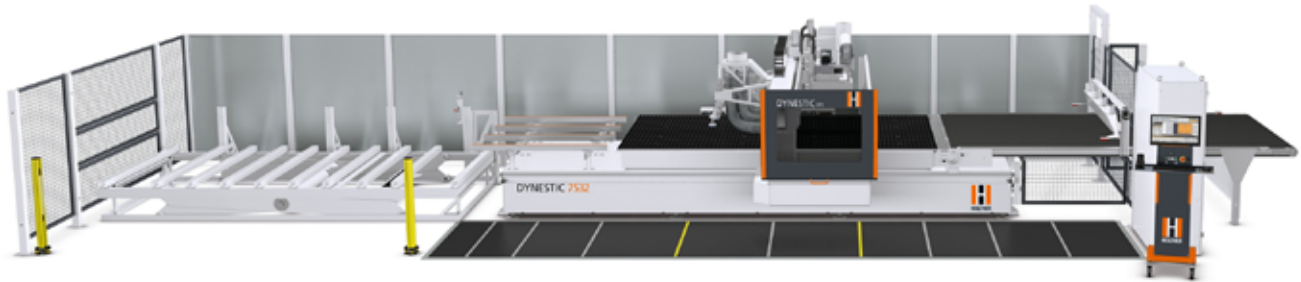
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# Making complex designs simple with Microvellum

Morrow Furniture in Auckland recently purchased a new CNC router with which it manufactures a varied range of one-off product from kitchens to curved seating booths. The onboard software sufficed for much of the company's work but before long the more complex nature of some contracts required more specialised software.

"Our work is varied and one-off" says second generation family member Matt Morrow, "and we needed software to prepare work for the router that facilitated this."

"We researched online and talked to colleagues before inviting Tim Veale from Microvellum to give us a demonstration of their software. We immediately liked what we saw, but as AWISA was coming up decided to attend the show in Melbourne and have a good look at alternatives before finalising our decision. After AWISA we chose Microvellum, confident that it was user

friendly, comprehensive in its scope and did curved work very well, which was important."

The company uses three software operators, including Matt, who all have picked it up pretty easily despite having a limited background in using software for design and production.

"Initial demonstrations and personal tuition from Tim was very good and we needed very little after that. Any queries or problems and we simply call Tim and he goes online and fixes or explains it. The library setup that comes with Microvellum provided us with 300 cabinets that we can chop and change to suit the current job. We did need this library adapted to our methods because we use stop rebates to construct our cabinets. Tim did this at the start so all the cabinets in our library reflect that method."

"I can't believe how fast it is, it has sped up the whole process. Previously using the onboard

software we may have processed around 30 boards a day, on a recent job we processed 70. It does everything, all the hinge work, drilling, rebates, and any changes automatically flow right through the entire job which is very time saving."

"It is simple to use, draw a square on a panel and tell it you want to cut that out and it will do it, you can literally draw anything you want to be cut out - you simply need to learn to push the right buttons. It has opened up new work for us, we recently did a Maori carving, something we would previously have sent straight out to a sign writer. It is an awesome system, from the first demonstration we thought it would suit us well and so it has proved."

This article first appeared in Joiners Magazine in NZ.

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# Trademark precision with SCM shop

Sydney is a buoyant but challenging business environment for cabinet makers and joiners. Home builders and owners demand quality, on time performance, and competitive pricing. Only those determined, driven and commercially savvy survive, much less thrive, in Sydney's high-end market. Carl McLeod, managing director of Trademark Joinery is a true representation of these key qualities, judging from the company's immediate success in the industry.

Kiwi-born and Australian-trained cabinet maker and joiner, Carl worked in North Strathfield for six years before shifting into his new Greenacre premises about a year ago. Trademark Joinery is very much a family operation with wife Leigh in control of the administration and accounts.

Trademark Joinery specialises in custom made joinery for both residential and commercial properties using state of the art software, machines and highly skilled tradesmen. Carl has created relationships over 15 years with some of Sydney's leading architects, project managers and designers, working on some of the city's most prestigious properties.

"Our kitchens and other joinery items are designed, manufactured and installed by our qualified joiners ensuring precision finishes on every item. We pride ourselves on using only the best materials and hardware on offer," Carl says.

Carl says about 90 percent of their business comes directly from architects and builders. "Our team has had the pleasure of creating commercial joinery for the impressive showrooms of some of Sydney's most renowned companies, such as Ferrari and Maserati. We also do work with leading real estate offices, bars, restaurants, RSL gaming rooms, and retail shops across Sydney."

"However, the bulk of our work is predominantly one-off new houses and major renovations. We tend to operate

towards the high value end of the market with a significant number of our projects in Sydney's eastern suburbs," he says.

"A key feature of our business that clearly separates us is our ability to do complete home fit-outs. So it's not just kitchens and bathrooms, but home offices, entertainment areas, wine cellars, storage and so on."

Looking forward, Carl says his focus will be consolidating the business in its new premises, and fine tuning their manufacturing processes, plus continuing to service their architect and builder clients as they have done in the past.

A long and productive relationship with Gabbett Machinery - now SCM - has been an important aspect of the Trademark Joinery business model.

"With the shift into our new premises, as far as our major woodworking machinery is concerned we are now an SCM shop. SCM has been instrumental and very much involved in the development of our business performance," Carl says.

"In addition to supplying and commissioning machines, they have provided training, prompt help when needed, and assistance with tooling and other equipment needs."

Trademark Joinery's SCM CNC Pratix S router, with a 3660 mm x 1500 mm table, allowing the machining of larger sheets for the manufacture of wardrobe components. The Pratix S router is a fully equipped CNC machining centre capable of machining wood, plastics and non-ferrous metals. Due to the leading-edge design it requires less floor space and can be operated from either side for material handling of smaller components. This leading CNC machining centre is the ideal machine for shops requiring flexibility and high performance.

The router is coupled with an SCM Olimpic K 360 edgebander with hot melt glue. This edgebander is both versatile and high quality. It is compact and easy to use due to its advanced technological solutions designed to ensure optimal panel finishing. It is an ideal edgebander for companies requiring continuous and high quality edge banding of panels, even though they may be different from one to another.

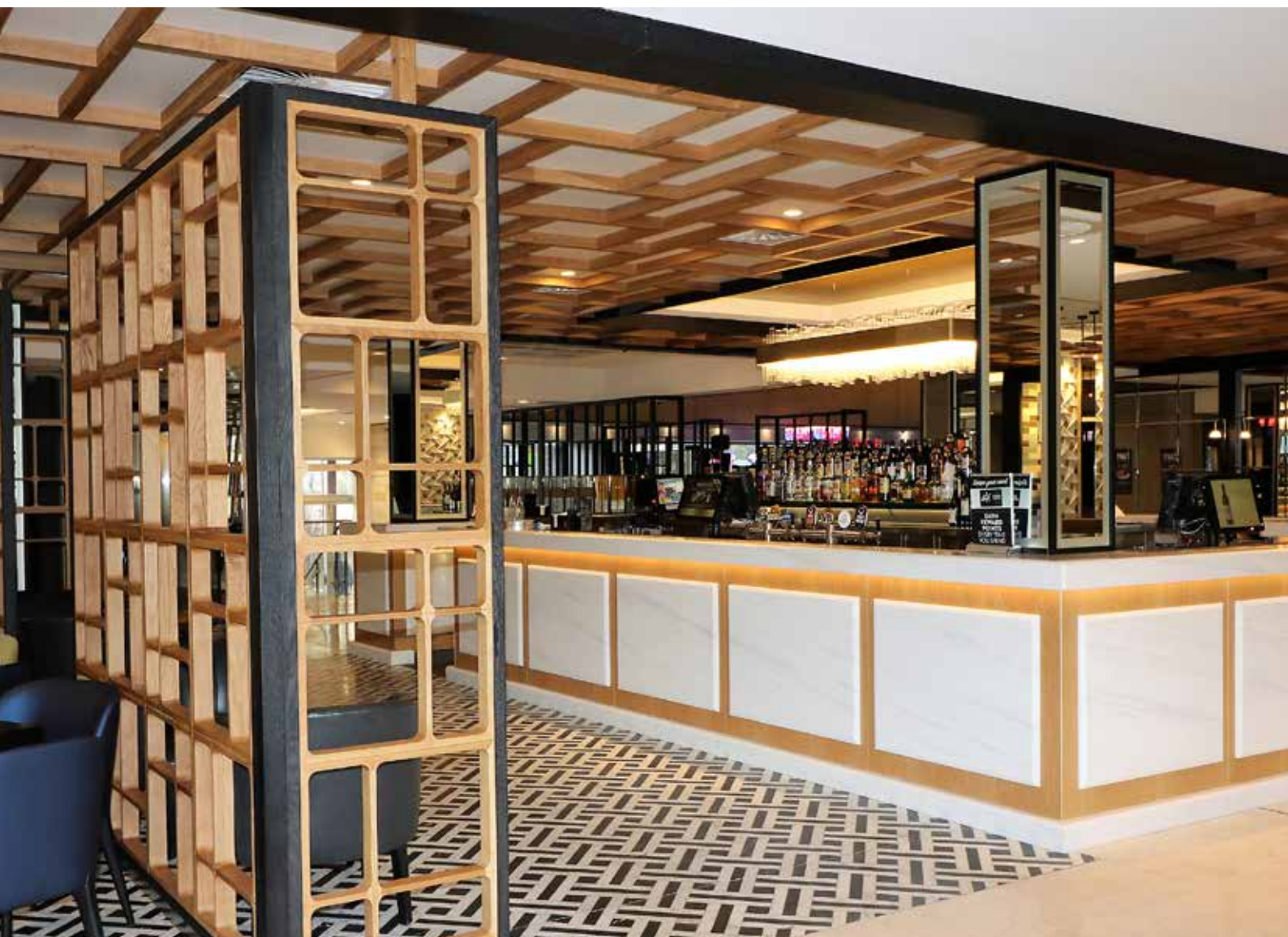
Carl says his other SCM machines include an SCM panel saw, thicknesser and spindle. "This machinery combination provides us with the flexibility to manufacture a wide range of products, giving us the capability to do whole home packages."



Carl McLeod ... long and productive relationship with SCM has been an important aspect of the Trademark Joinery business model.







Managing director Lee Gabbett says SCM is delighted to continue its relationship with Carl and Leigh that bridges the transition from Gabbett Machinery to SCM. "We are now more than confident that we are able to offer an even improved service under the SCM banner," he says.

"SCM Group Australia can now 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."

Lee stresses that SCM customers could expect, and would receive, exactly the same level of performance and service provided by Gabbett Machinery. "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, systems integration and cost competitiveness."

"Just as significant will be the SCM investment in improving its service. One of the key elements that has established the Group's reputation is an extensive training programme

ensuring that every customer is provided with competent assistance in a timely manner."

"Australian companies are now looking for solutions with automated and highly flexible cell systems. We can provide a wide range of competitive products in this regard," Lee concludes.

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# Xcab - nesting software

It's a clichéd statement, but there is no point putting road tyres on a Formula 1 car. All the power, capacity and ability in the world will not compensate for the fact that the poor tyres are a limiting factor.

Nesting machine software is a similar example. The best machine in the world is useless if it's cumbersome to drive. The newly released Xcab software from SCM Group Australia features a visual based control. This allows the operator to intuitively follow the cabinet design and nesting process from start to finish.

Containing a comprehensive cabinet library, Xcab is ready to use straight out of the box. However, one of its strengths is the customisation options.

## Customised designs

Having a cabinet design that is done on a regular basis, or a unique construction method, is no problem. Customise the standard cabinet design, then use this as the default setting. Xcab is designed to allow a company to be unique.

True shape nesting gives the best possible return from every sheet that is nested. Cutting down on wastage and overheads ensures users get a quick return on their investment.

## Automated power

Xcab is powerful enough to handle different panel thicknesses and colours – allowing users to process both cabinetry in 16mm and doors in 18mm. Xcab automatically separates out doors and sends them to the SCM nesting machine.



Need painted or vacuum formed doors - again, no problem. Manufacturers can use Xcab to automatically generate a door list for their supplier.

## The Xcab interface

Large graphic images of the cabinets being nested are shown on screen - it's a simple and easy to follow process getting a kitchen designed and nested. View the cabinets as a solid component, a transparent component or even an exploded view. This gives the user a great view of the selected construction method and machinings.

## What's the best part about Xcab?

Designed for SCM nesting machines and the Australia cabinetmaker, Xcab is tailor made to suit the Australian cabinet industry, and links seamlessly to the SCM range of machines.

The ability to purchase a nesting machine and software from under the one roof gives manufacturers a turnkey solution from day one - that's great peace of mind.

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## And the Winner Is.....

The winner could be you! FIAA are excited to announce that we will be holding an Industry Awards night on the 22nd September 2017. This is an exciting opportunity for you to nominate your top staff, celebrate recent projects or promote your business through our many sponsorship packages.

Entries are now open to all FIAA members and non-members of FIAA.

We look forward to seeing you at the Maritime Museum Darling Harbour and joining us in celebrating excellence within the Australian Furnishing Industry.

Dean Brakell, CEO FIAA

### AWARD CATEGORIES

<ul style="list-style-type: none"><li>• Best Kitchens:<ul style="list-style-type: none"><li>* Under \$20,000</li><li>* \$20,000 - \$35,000</li><li>* \$35,000 - \$60,000</li><li>* Over \$60,000</li></ul></li><li>• Apprentice of the Year<ul style="list-style-type: none"><li>* NSW/ACT Cabinet Maker</li></ul></li></ul>	<ul style="list-style-type: none"><li>• Best Commercial Furniture</li><li>• Best Free Standing Furniture</li><li>• Best Soft Furnishings</li><li>• Trade Champion of the Year</li><li>• Workplace Champion of the Year</li><li>• Apprentice of the Year<ul style="list-style-type: none"><li>* NSW/ACT Furniture</li></ul></li></ul>
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**Winners from these categories are in the running to win a major award:  
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by John Halkett

# The cultivated olive

**AMONG** the foremost trees in early human culture and commerce was the olive. From the dawn of recorded history the olive has enjoyed a status and prestige not shared by any other plant. Although many of the events in the early story of the olive are shrouded in mystery, the tree has been feted as the precursor to modern civilization.

No wonder the cultivated olive been a benchmark in humanity's economic progress.

It seems likely that cultivated olives existed at least 5000 years ago, perhaps even longer. For olive oil to have been an article of commerce worthy of note in Egyptian records, it seems reasonable to assume that it was produced in substantial quantities.

Archaeologists have established that the wealth and power of the early Minoan kings, dating back perhaps to 5500 BC, was founded on and maintained by a trade in olive oil. A feature of the palace at Knossos was the room of the Olive Press. The great jars in which olive oil was stored are still in existence.

It was not by choice, but from hard necessity that the ancient Jews and other Semites were nomadic people. They were always at the mercy of factors beyond their control. It seems that the Jewish people and their Semite cousins learnt to cultivate the olive tree. The shade afforded by these olive groves allowed better pasture to grow than could be found in the arid plains. Under this shade, with walled terraces to hold the soil, they grew wheat and barley, cucumber and melon, garlic and onion, and leeks, lentils and beans. Small wonder that the olive trees were venerated.

Every race of people that made a contribution to early civilization in the West - Egyptians, Cretans, Phoenicians, Hellenes, Carthaginians, Arabs and Romans - had the olive tree as the common denominator.

Most of the geographic expansion of the olive tree took place in pre-historic times. It is believed that the same Greeks who took the olive to southern France also took it to Spain and Portugal.

Large-scale olive tree cultivation did not reach North America until 1870-80 when California began to think in terms of agriculture after the heyday of gold rushes. Today, the industry is well-established there and prospering with some 20,000 hectares of olive groves.



In Australia, olive trees have been growing for a mere two centuries. They were probably first planted in groves around 1805 at Parramatta near Sydney. Varieties of olive trees have been planted in most states and territories.

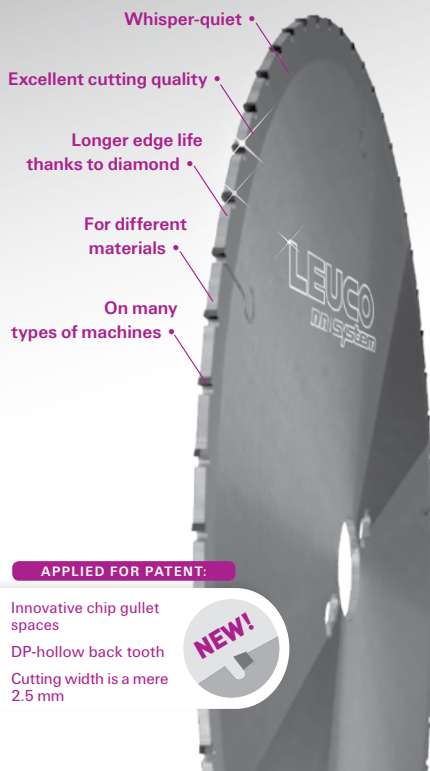
The international reputation of new world olive oil producers such as Australia has grown enormously over the past few years. Determined to make olive oil that is as fresh and nutritious as possible, Australian producers craft some of the most winning brands in the world. Australian olive oils have arrived on the world stage and are garnering critical acclaim. ■

**Olive Tree of Vouves:**  
This ancient olive tree is located on the Greek island of Crete and is one of seven olive trees in the Mediterranean believed to be at least 2,000 to 3,000 years old.

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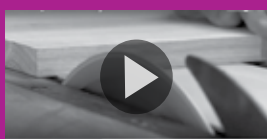


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# FIAA industry awards night

## celebrates excellence in the industry

The Furnishing Industry Association of Australia Ltd (FIAA) has announced that it will be hosting an Industry Awards event on 22 September at the Maritime Museum, Darling Harbour, Sydney. There are a number of awards to acknowledge design and people excellence in the industry.

Major awards on the night will be Design of the Year 2017 and Outstanding Achievement of the Year 2017.

Entries are open to FIAA members and non-members of FIAA. Projects (entries) must have been completed between 1 January 2016 and 31 July 2017.

There are a number of award categories. In the kitchen category there are four groups: under \$20,000, \$20,000 - \$35,000, \$35,000 - \$60,000, and over \$60,000.

In the furniture categories there are awards for best commercial furniture, best free standing furniture, and best soft furnishings

The winner from the above categories will be in the running to win the Design of the Year Award 2017.

The winner from the categories below will be in the running to win Outstanding Achievement of the Year Award 2017: Trade Champion of the Year, and Workplace Champion of the Year

There are also two Apprentice of the Year awards, one for NSW/ACT Cabinet Maker and one for NSW/ACT Furniture.

This event will not only provide marketing and networking opportunities to develop relationships with key decision makers, but will also be a way to celebrate furnishing manufacturing in Australia.

The FIAA welcomes members and non-members to enter into the awards or attend the Awards Dinner that includes dinner, drinks and entertainment.

To be involved and recognise the industry please refer to the FIAA Website at [www.fiaa.com.au](http://www.fiaa.com.au) and click on the 2017 Industry Awards Tab for further details and registration.

### Sponsorship opportunities

Sponsorship opportunities also exist for those wishing to capitalise on all the marketing prospects leading up to the awards night and beyond.

The marketing for FIAA Industry Awards 2017 has already begun and sponsors will receive priority in the FIAA's marketing and communications campaign. FIAA thanks the following businesses that have already taken up a sponsorship opportunity; Polytec, Finlease, Planit Cutting Edge Solutions and New Age Veneers.

Sponsorship of the FIAA Industry Award Night not only provides networking and collaboration opportunities, but also a way to celebrate furnishing manufacturing in Australia.

There are many opportunities for sponsorship, and an early commitment will mean greater exposure and a greater return on the sponsorship investment. To be involved, please contact the events team on: [events@fiaa.com.au](mailto:events@fiaa.com.au) or call 02 4340 2000 for a sponsorship prospectus.

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FIAA  
Phone 02 4340 2000  
[www.fiaa.com.au](http://www.fiaa.com.au)







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## Aero Overhead Lifters

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The Aero Overhead Lifters provide a linear and high-end visual appeal to furniture, while maintaining natural and impressive door movement. With a full range of solutions, you can install self-lifting, self-holding and soft close, all with a linear design aimed at providing maximum space.

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- One gesture for full access
- Elegant movement
- Full range of solutions



# Australian Woodworking Industry Suppliers Association Limited

## AWISA The Association



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

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

## AWISA The Exhibition



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

The next AWISA exhibition will take place in Sydney from 4 - 7 July 2018 at ICC Sydney, Darling Harbour, Sydney. For more information visit [www.awisa.com](http://www.awisa.com) or phone Geoff Holland on 0412 361 580.

## AWISA The Magazine



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

## AWISA The Board

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



### DISTRIBUTION

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

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## Convoy Premio With Darren Palmer

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For more information visit our website.  
[www.ideasforliving.com.au](http://www.ideasforliving.com.au)

*Darren Palmer*

**Darren Palmer**  
Interior Designer, TV Presenter & Author

