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



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Published by the Australian
Woodworking Industry Suppliers
Association Limited
ABN 44 134 548 253

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Suppliers Association Ltd is a trade
association that represents the interests of
suppliers to the cabinet, kitchen, joinery,
furniture, fit-out, and other wood, timber,
aluminium, plastic, stone and panel
processing industries. Members include
suppliers of machinery, materials, fittings,
software and services. Membership and
advertising enquiries are welcome.

DEAR READER,

The theme of this edition is perhaps the resourcefulness of
Australians. The three stories that I think demonstrate this
don't necessarily relate to the business world of most of our
readers, but the stories look at either manufacturing or the
use of wood.

Tomcar Australia is an interesting Australian manufacturer
of high quality off road vehicles. This company has found a
niche and filled it, and the company's views on manufacturing
in Australia are of relevance to woodworking manufacturing
companies as well.

We all read about the increased use of cross laminated timber
and glue laminated timber in commercial construction. But
the surprise here is that this issue features the world's tallest
office building using these products. One might expect
this claim would be made by a North American country or
Scandinavian country, but no, the building is in Brisbane and
will be completed next year.

And the final example of resourcefulness is the story of
Hydrowood in Tasmania. There is that stock scene of a hydro-
electric lake with flooded trees breaking the surface, and Lake
Pieman in Tasmania is an example. But not for much longer.
This resource is being harvested in a dramatic way, and this
includes trees that are in some depth of water. The amount of
timber being harvested is such that specialty timbers will be
available in quantities that have not been seen for years.

There is also plenty of resourcefulness shown by the
woodworking companies featured in the machinery and
software case studies in this edition. AWISA hopes you enjoy
this edition of the publication. And remember, we welcome
input from readers about the sort of stories you would like us
to publish.

Geoff Holland

General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER:

Many new systems for doors are coming
on the market. For doors that hinge, doors
that slide, doors that tilt, doors that fold.
Featured here is the SlideLine M sliding door
soft closing system. Photo courtesy
of Hettich Australia.

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www.awisa.com



by John Halkett

World class exhibition planned



THE AWISA EXHIBITION scheduled from 4-7 July 2018 has taken a quantum leap into the future with plans for a massive show in 2018 at the new multibillion dollar International Convention Centre (ICC) at Sydney's Darling Harbour.

AWISA chairman Brett Ambrose said the Darling Harbour facility is absolutely world class. "Plus it has all the benefits for visitors of being adjacent to Sydney's CBD, public transport, hotels, restaurants, harbour cruises and other tourist attractions."

"I am delighted with exhibitor enthusiasm for the new show venue. No doubt it will top the billing as the largest trade show of its type ever held in Australia."

He said ICC Sydney is one of the most exciting exhibition spaces in the world with its combination of first class facilities and inner city locations. "We will be encouraging show visitors to take a really big step into the future, and to also enjoy the wide range of inner Sydney attractions and amenities."

Now Australia's premier exhibition, convention and entertainment precinct, ICC Sydney was opened by then NSW premier Mike Baird in December 2016. "The ICC Sydney sits at the heart of the \$3.4 billion redevelopment of Darling Harbour. It is a magnificent accomplishment for the state."

"It will employ 300 full time staff and 1500 casual workers, and is expected to have a significant role in boosting the economy, pumping at least \$5 billion worth of benefits for New South Wales over the next 25 years," he said.

The steel-glass facility stretches over three city blocks from Darling Harbour to Haymarket and includes an exhibition centre, convention centre and adjoining a 9000 seat theatre and Australia's largest stage.

"The exhibition halls have the equivalent of six football fields of trade show floor space that can concurrently host up to 30,000 people, and three full conventions. The facility will be a vibrant new city hub, and be an increasingly important source of tourism revenue," said NSW infrastructure minister Andrew Constance.

ICC Sydney is set to revolutionise the city's business and entertainment offering for both locals and visitors. Chief executive of ICC Sydney, Geoff Donaghy, said the venue will become a centre of innovation, underpinning Sydney as one of the world's most desirable destinations on the international stage.

for new Sydney venue



"We know that ICC Sydney will fundamentally change the way events are experienced in Sydney, and we are committed to ensuring that each one is a show to remember. Our exceptional facilities and world class team will deliver a new benchmark for the industry," he said.

ICC Sydney features a striking contemporary design, purpose built to redefine the convention and exhibition experience and to showcase the natural beauty of Sydney. The flexible and fully integrated precinct is connected to the city's key districts and has strong transport links, plus a raft of accommodation choices nearby. The revitalised public domain also now includes a new amphitheatre event space for up to 11,000 people, and an additional 3000 square metres of green space in Tumbalong Park."

Mr Donaghy said he was particularly delighted to have such a major industrial trade show as AWISA scheduled for ICC Sydney in July next year. "It will be one of the largest exhibitions to be held at the new venue up until that time."

AWISA booked the equivalent amount of venue space for AWISA 2018 as was occupied by AWISA 2016 in Melbourne, and by previous AWISA exhibitions at the former Sydney Convention and Exhibition Centre. However, space sales for AWISA 2018 have been the most successful ever, and to ensure that space is available for all companies that might want to book over the next twelve months, the AWISA board has booked more space.

Fortunately AWISA is a show that has a natural split along product lines. AWISA Wood and Panel Processing, the machinery part of the show, will remain on level 1, and AWISA Design exhibitors will be housed on level 4. There will be the added benefits of a quieter and dust free environment.

AWISA 2018 will be one of the largest trade shows ever to take place in Australia. Full details about exhibiting at the show are available at: www.awisa.com. AWISA suggests that those thinking about exhibiting or visiting the show have a look at the ICC Sydney website at: www.iccsydney.com.au to get an overview of the new facilities. ■

Left: Brett Ambrose, AWISA chairman ... AWISA exhibition will top the billing as the largest trade show of its type ever held in Australia.

Right: Geoff Donaghy, ICC Sydney chief executive ... particularly delighted to have such a major industrial trade show as AWISA scheduled for July 2018.

Contradictions and tensions with ongoing softwood timber supply

THE AUSTRALIAN softwood timber market appears to be exhibiting some curious contradictions. Presently demand from domestic producers appears to be very strong with most producers reporting close to full order books. This notwithstanding there is little evidence that the market is oversupplied; to the contrary the market appears to be undersupplied. Although perhaps counter intuitive, there is statistical evidence of some easing of softwood timber imports. Clearly a general price increase in April 2017 has not yet equated to increased imports.

Anecdotally, builders and manufacturers are reporting difficulties with the supply of some softwood structural lines, and given that domestic production is at about, or even above medium term capacity, it could reasonably be expected that prices would rise with elevated demand and/or that imports would increase. However, timber wholesalers are not all bullish, and prices have not moved sufficiently in what might be described as a tight supply situation. So what is going on beneath the surface?

Chart 1: Softwood Data Series: Softwood timber sales are presently very strong with most producers reporting close to full order books.

Chart 2: Coniferous sawnwood imports: Evidence of some easing of softwood timber imports.

Residential housing demand softening

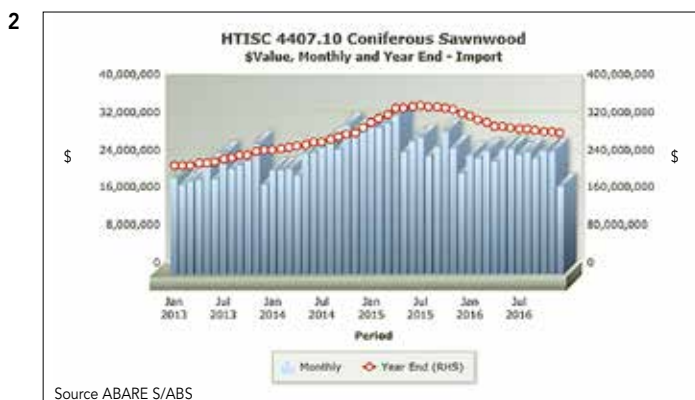
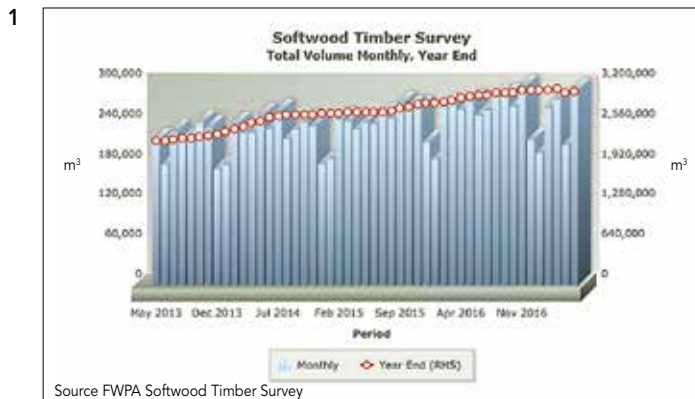
There is evidence that the housing market is starting to ease, and that this may continue in the immediate future. As a consequence of the reality that domestic building activity has deteriorated by about 5-10 per cent, importers with long lead times are reluctant to commit to further inventory in case the market softens even further. This coupled with a clear trend towards apartments, rather than detached housing, has implications for the softwood timber market.

Chart 3: Residential housing approvals: Evidence that the housing market is starting to ease.

Supply chain dynamics

Timber importers have to factor in significant lead times in import supply channels, and are therefore likely to exhibit more conservative ordering behaviour in a softening market, and to pay additional attention to managing inventory levels. So a short period of demand imbalance does not necessarily result in an immediate increase in orders from long lead time suppliers. Also well established supply chain mechanisms can have local characteristics whereby customers are not necessarily able to purchase from just any source. Wholesalers frequently have customers buying a reasonably stable range of products, meaning that resellers, builders and manufacturers tend to stick with suppliers with whom they have long established trading relationships.

On the price front, it is apparent that domestic softwood timber prices tend to be held in check by imported timber prices,





Softening of the housing market that may continue in the immediate future.

but the reverse is also true. Sustained low domestic framing prices means that it is difficult to attract overseas producers to supply into Australia. Whilst the softening Australian dollar over the past two to three years has not been a major factor, the rebound of supply into 'traditional' Northern Hemisphere markets for suppliers now also servicing Australia is an issue. It is not always that easy to get overseas suppliers to produce for Australian customers as sizes and grades are different, and currently the prices paid by Australian importers are lower than some other markets, in particular the United States of America.

Importers having to cope with increased Northern Hemisphere demand also have to maintain price equity in Australia, so they also need to be particularly attentive to transport and logistics efficiencies in an effort to try and maintain reasonable margins. It can be a high risk gamble for importers if market demand or prices drop, so importers generally take a conservative approach to buying additional stock.

However, beneath the macro level some variations are apparent. For example, grade quality and price escalation of Western red cedar (WRC) imports have seen substantial reductions in imports. Although, it should be noted that products like windows, door and plantation shutters,

previously manufactured in Australia from imported WRC are now imported (from China).

Some of Australia's traditional supply sources, like New Zealand are experiencing increased domestic demand, and are able to achieve much greater returns supplying their own market. However, they are now also competing with their own fibre as timber and log exports to Vietnam, China, Malaysia and Indonesia are now being value added and finished products are being exported to countries including Australia.

Changing product demand

A notable factor, particularly with traditional structural timber products, is the apparent continuing shift in timber product type demand driven in part by offsite manufacturing; the import of prefabricated building components, and increased emphasis on engineered wood products (EWPs) like LVL, plywood and CLT. This trend may exacerbate the weakness in more traditional softwood structural product markets.

The domestic softwood supply situation may currently be at capacity, but the closure of the Carter Holt Harvey Morwell softwood sawmill, coupled with the protracted lock out at the Carter Holt Harvey plywood mill at Myrtleford will impact ►

► on this supply capability. In addition, concerns related to projections of a shortening log supply are also troubling.

Domestic supply tensions

A shift in timber product type demand is being driven in part by offsite manufacturing; the import of prefabricated building components, and increased emphasis on engineered wood products.

Longer term ongoing softwood log supplies from industrial plantation growers will be challenging. The need for additional new planting and a shortening of plantation rotation lengths to boost log supply are matters currently needing serious consideration. Presently the South West NSW log supply zone centred on Tumut is 'borrowing' about a million cubic metres of logs a year from outside the region to maintain present production levels of sawmills and pulp and paper manufacturing facilities in the region.



These concerns are further exacerbated by planned new softwood-based processing initiatives, such as the Borg particle mill at Oberon in NSW and the X-Lam CLT manufacturing facility in Albury, NSW. Both these facilities will require fibre and/or timber supplies.

Summary

Looking forward, ongoing softwood timber supply will be impacted by:

- Likely softening of building and construction activity over the short term. However, population growth and housing shortages are likely to mean residential building and construction will continue at or above 200,000 housing starts a year in the medium term.
- There will continue to be changes to the nature of residential housing, as the move from detached houses to apartments in major metropolitan centres gains further momentum.
- Changes to softwood timber product type demand will be influenced by greater prefabrication of building components, offsite manufacturing, and demand for EWPs.
- Medium term concerns related to the maintenance of present levels of domestic softwood timber supply levels, and log availability will impact on the supply chain.
- Import volumes of structural timber will remain restrained while domestic prices remain lower than other world markets. A lift in prices is likely to attract increased supply.
- Although there is likely to be a continuation of a conservative approach to inventory levels and prices, it is probable that imported softwood volumes will grow in the medium term with a particular emphasis on EWPs.
- Within apparent domestic and import macro volume and price data there are exceptions, such as the decline in demand for WRC and a strong growth in demand for imported EWPs. ■

The research and preparation of this article has been financially assisted by Forest and Wood Products Australia.

Longer term ongoing softwood log supplies from industrial-scale forest growers will be challenging.



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LINCOLN
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by Simon Hodgson

Interzum 2017 in review

Interzum closed on 19 May this year having achieved record results. A total of approximately 69,000 visitors from 152 countries attended the world's largest trade fair for furniture production and interior construction between 16 and 19 May 2017. "It was the best Interzum ever yet," said Katharina C. Hamma, chief operating officer of Koelnmesse GmbH, who was delighted with the results. "With this year's Interzum, we offered the industry a unique event."

Interzum has reached a new level with the rises in visitor figures, the growth in exhibitor numbers and the increase in floor space combined with measures to enhance the event's quality," said Ms Hamma. Some 1,732 exhibitors (2015: 1,537) from 60 countries presented their innovations at Interzum 2017. Foreign exhibitors accounted for 79 per cent of the total. Interzum's international reach is not only increasing among exhibitors.

The trade fair also attracted growing numbers of international visitors. The proportion of foreign visitors rose to around 74 per cent (2015: 71 per cent). Visitors from Australia/Oceania increased by 31 per cent

This year Interzum addressed some very exciting themes and ideas for trade visitors. It demonstrated that outstanding innovations in furniture production and interior construction are constantly being developed. New materials, technologies and design approaches were just some of the key areas that

the trade fair focused on. The products on display ranged from fittings, surfaces and decors to textiles, glass and lighting all the way through to innovative materials. The wide-ranging special events at the trade fair examined global trends such as sustainability, digitalisation and mobility.

The special Mobile Spaces event area explored how a new understanding of mobility will influence vehicle interiors – something I didn't expect to see! With events such as this, Interzum underscored its focus on groundbreaking ideas and highlighted their importance to exhibitors. Many of the innovations presented in Cologne can be used in both stationary and mobile spaces.

Newly released at this year's Interzum is the Vauth Sagel Planero new tray shelving system. With its tray-like shelf design, Planero represents a move away from basket-type storage shelves for which Vauth Sagel has been known. The new design aims to meet the discerning requirements in terms of design aesthetic and adds to the company's already extensive range a shelf version that is customisable, again meeting customer's demands.

With Planero, the company strives to maintain its pioneering role when it comes to streamlined unit interior design. A thin, powder coated sheet metal edge encloses a wooden shelf protected by a sealing strip on all sides. There are no visible mounting points and the shelves can easily be removed for cleaning. Vauth Sagel Planero shelves are available for all product groups including the tall larder unit VS TAL larder and the new corner unit solution Cornerstone Maxx. Vauth Sagel Planero can be extended with numerous practical additions thanks to a new range of interior fittings that systematically divide the shelves, in the same elegant design to match. Matching modular wooden inserts are easy and comfortable to insert and their use facilitates optimum space utilisation with everything stored in order and easy to find.

The beautifully designed containers can easily be carried to wherever they are needed and also make a decorative accessory away from the unit interior. Vauth Sagel products are available in Australia through Lincoln Sentry.

One of the things that always draws a crowd are concept ideas. Interzum is not only a destination to view new products, it's also a place where manufacturers suggest a concept to receive feedback from visitors.

Vauth Sagel's new
Planero tray shelving
system.





concept study -
presented to
get customer
feedback

Blum's concept study provides quick and simple separation of living areas.

Those of us lucky enough to be at Interzum were intrigued by one of these, a new concept study from Blum - innovative fittings for extremely large fronts. Designers across Australia and New Zealand have for years dissuaded potential customers away from pocket doors - on face value, this was unquestionably a solution to two problems - the first being the apparent unsuitability of existing fittings and secondly, the fact that so many designers steer away from an idea simply because they can't offer a suitable solution.

Every household needs worktops and shelves but we know they shouldn't dominate the look of living areas. There are different creative approaches on how these areas can be hidden behind large fronts so Austrian fittings specialist, Blum, carried out this concept study at Interzum to find out what experts think of its new idea.

Due to ongoing urbanisation, living space is becoming smaller and more and more expensive. It is often necessary to use a single room for several purposes. Often multiple function areas within apartments, such as office areas, storage areas and even entire kitchens are merged into one area. For this reason, end users may like to hide elements behind large front applications. This means that the same fine finishes can be used throughout the living area, producing a harmonious and tidy, sleek and minimalist look. Of course, these large fronts need to open and close with utmost ease. Blum has the solution - as demonstrated with the concept study at Interzum 2017.

Blum's concept study consists of a large bi-fold door that can be uniquely hidden away. At a single touch, the bi-fold front folds and neatly glides into a side pocket.

Thanks to Blum's solution, large spaces can be beautifully concealed and opened again whenever needed. Users have complete and unhindered access to cabinet interiors. To close, simply touch the front. The new fitting has been specifically designed to give large fronts a secure hold. What's special about the solution is that it works without handles. So, Blum's new idea offers a new freedom of design combined with top quality motion.

The concept study was presented to get customer's feedback and this product is not currently available, however to a man and woman, this product was probably the most talked about around the dinner table the entire trip. Blum is keen to hear from the industry so, to provide your feedback on this topic please feel free to contact your Blum representative.

Homapal metal and magnetic boards were remodelled for this year's Interzum and extend the company's range of metal-coated laminates and embossed surfaces. Homapal is mainly known for its high quality embossing technique which takes different structures and presses them onto a high pressure ▶



Homapal's new metal and magnetic boards.

► laminate core. Some of the decors are finished by hand, giving the products an extraordinary appearance and a wide range of colours with a striking gloss finish.

For this year's Interzum, Homapal has reworked its collections to offer more harmonious and structured finishes across the collections, thanks to a collaboration with experienced designers. The designers have, above all, refined the colour progressions in the metals and magnets that interplay within the Homapal range. Soft intermediate tones, sometimes differing by just a nuance from kindred colours whilst at the same time remaining unique, complete the overall picture.

Champagne, rosé and gold tones are expressions of the maturing process within the metal surfaces. From cool and businesslike through rustic and warm to elegant and luxurious, the characteristics can be realised with fine differentiations. The new Storck Welt store in the Centro shopping centre in Oberhausen is a good example of the latest developments. The confectionery manufacturer sets a great amount of store in detail and high quality materials. "Werther's Original" toffees, for example, are displayed in gold and caramel colours. The decor "471-636 Alu-Polished Lava Goldtone" was given centre stage in this display.

Despite the remodelling of the collection, a large proportion of the metals known and accepted by the market remain available; everything now blends together even more logically and harmoniously to support customers in their selection. The

collection comprises a total of 90 different decors which are able to satisfy a wide range of tastes from classic to modern, from design-orientated to handmade.

The magnetic boards in the Homapal range play in a similar league alongside the real metal coated laminates. Thanks to an iron foil which is embedded in the laminate, not only papers and utensils can be fixed in place, but also heavier magnetic racks or modular system rails. The 2017 collection, remodelled and harmonised by the designers, contains a total of 18 decors. The selection of white tones has been extended in the basic colour range. Orchid, maui, mango yellow and apple green complement the trend colours.

The possible applications are virtually unlimited; the Homapal magnetic boards are ideal for anywhere where things are to be flexibly fixed or texts written and then removed again without a trace. As with the metal laminates, the magnetic boards are free of formaldehyde. Both Homapal products can also be supplied with the FSC mix quality mark on request. Homapal products are available in Australia through Halifax Vogel Group.

Whilst Eurocucina represents all that needs to be experienced from a design perspective, Interzum is where design and product determination really starts. It allows designers and manufacturers to see what's coming, whilst showing distributors what would suit the Australian consumer and what to bring in – and in some cases, what not to! ■

Introducing CLIP top BLUMOTION in onyx black

CLIP top BLUMOTION integrates harmoniously into darker cabinets creating new design possibilities. CLIP top BLUMOTION in onyx black features the same characteristics of the proven CLIP top BLUMOTION quality and ease of manufacturing.



Join the big league with 3D

Many joiners and carpenters cannot manufacture 3D parts with their 5 axis CNC machine because they shy away from investing in expensive CAD-CAM systems. The Löw und Breidenbach carpenters workshop has discovered an affordable method – its ticket to success.

For woodWOP, a workpiece consists of a plane or curved surface

Benjamin Löw works with two screens, on the small screen to the right he is running "woodWOP 7", the programming system from Homag with 3D CAM module, on the left a 3D-CAD program. The master joiner loads a variety of complex 3D parts one after another on the large screen and shows what he and his partner Thorsten Breidenbach have already managed to do on their 5 axis CNC machine from Homag – even without a CAD-CAM system.

The left, slightly larger screen shows the interface of the 3D-CAD program Rhino. This design program from software

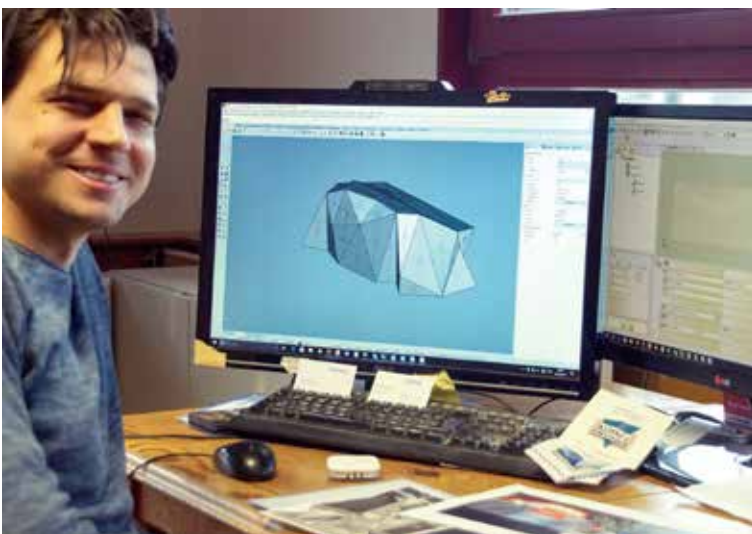
company McNeel is regarded as high-performance and value for money. Even proven 3D specialists work with it. Benjamin Löw taught himself how to design with Rhino in the evenings and at the weekend. This took almost a year.

However, he now loads a workpiece into woodWOP that he designed with the 3D CAD module of woodWOP. It is a round corner element for a veneered bar which looks like a curved staircase newel (see images on the right-hand page). It connects two side panels of different thicknesses with rising height. The side panels and the corner pieces are to be veneered with stripy oak across all workpieces. The horizontal veneer pattern is to be continuous. At first sight, the workpiece seems relatively uncomplicated. However, it is deceptive. One connecting edge is wider than the other. The upper connection is also not, as initially assumed, an easy-to-saw plane, instead it is spherically curved.

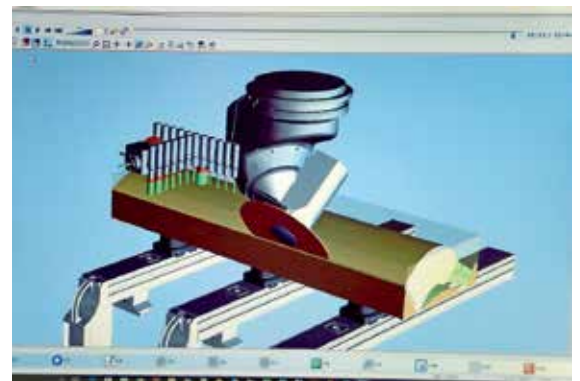
Benjamin Löw says: "With the CAD module from woodWOP 7, such parts can be designed with ease. However, Rhino offers more functions and they are more convenient. We design a lot ourselves. We often receive 3D models from customers or architects which we can import into Rhino and process, no matter what format they come in. We have to make sure that the workpieces have fully closed contours, that a surface contour is virtually one piece and that there are no duplicate lines. Once we have done this, I move the part into woodWOP, where I can create the trimming program with just a few clicks."

Benjamin Löw shows how this is done. For woodWOP, a workpiece consists of plane or curved surfaces. Each surface

woodWOP simulates the CNC program that was just generated



On his screen, Benjamin Löw proudly shows us what his employees are currently producing in the workshop



There is a complex curve on three corners of this bar



of the workpiece is selected bit by bit so that machining processes can then be assigned to them. This is what Benjamin Löw is doing now. First, he selects the convex external surface with the mouse. Then he selects from the five macros available in woodWOP 7.0, first roughing and secondly, smoothing. He doesn't need the peripheral trimming, 3D contour trimming and pocket trimming macros for this workpiece. Standard values are stored for all work steps, such as the selection of a



Above left: Focusing on 3D: Thorsten Breidenbach (left) and Benjamin Löw.
Left: A plywood skin prepares the workpiece for the veneering process.

Top: Skilled and precise workmanship: a wash basin made of 3D-thermoformed Corian.

Middle: The Löw und Breidenbach carpenters workshop has already produced an impressive range of 3D objects.

Above: The workshop features one membrane press for mineral materials and one for veneer.



Benjamin Löw produces triangular boards with shift cuts on the 5 axis CNC machine

► tool, the feed depth, speed and feed rate. These values can also be changed to suit the situation, for example if mineral material is to be trimmed instead of wood.

In the macros, the operator can also select whether the machine should work in 3, 4, or 5 axis mode. The standard specifications are all suitable for this workpiece. Now just the two saw cuts on the longitudinal edges and at the bottom are needed. Benjamin Löw is pleased that, as a test candidate, he can use the beta version 7.1, as a drilling and sawing macro has been added to this. It can be applied to selected surfaces, as described above. Alternatively, both macros can also work in automatic mode if the entire workpiece is selected. In this case, the programming system automatically detects what needs to be sawn and what is to be drilled based on the workpiece geometry. Benjamin Löw selects "Automatic" and lets it generate the CNC program.

Automatic mode is also a great help for the current order for a 3D object which is composed of triangular boards with shift cuts (see images above). With the new functions, it takes just two clicks per unit in woodWOP to generate the CNC program.

Benjamin Löw and Thorsten Breidenbach founded their furniture workshop six years ago and after relocating several times, they have now purchased their own workshop. They employ five journeymen and six apprentices. With the BOF 211 processing center, the KAL 230 Ambition edge banding machine from Homag and the Holzma HPP 400 saw, the workshop is very well equipped. The expansion of the 3D capabilities is part of the company's strategic focus. Nonetheless, around 80 percent of their turnover comes from normal furniture. Design and work preparation take place here via pallet CAD. A 3D-CAD-CAM solution would have stretched the budget too far. The solution with woodWOP 7 on the work preparation screen as well as on the machine and Rhino costs perhaps a third of a standard CAD-CAM system.

Benjamin Löw says: "With woodWOP and Rhino, we can do everything relating to 3D with ease. We have achieved our strategic goal for an attractive price."



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Top: The suction cups must be re-positioned for each workpiece.

Middle: Everything fits and can be easily glued with PVAC glue and tape.

Above: This kitchen island is one of the first complex 3D objects made by Löw und Breidenbach.

This article first appeared in the German specialist magazine "DDS", March 2017, www.dds-online.de

Images: Specialist magazine "DDS" / Georg Molinski and Homag Group AG.

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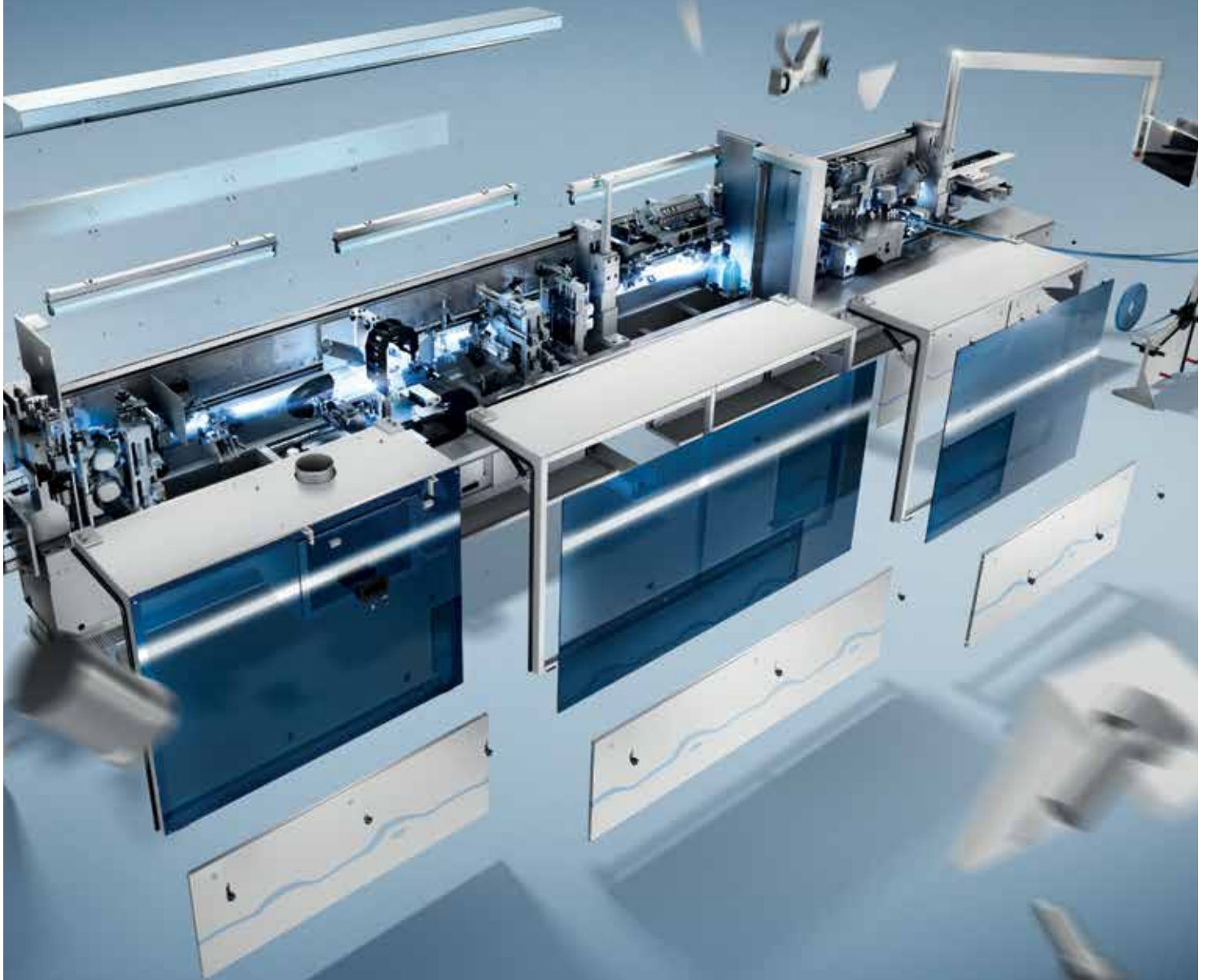
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"Overhead cabinets have never looked so cool or worked so well," says Darren Palmer, interior designer, TV presenter and author. "The Häfele Free Flap family provides you with various options of hinging and electrical lift capacity. These options combined with your cabinet doors bring you a seamlessly opened and raised door to reveal the contents of your cabinet without obstructing physical or visual flow."

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The fittings of the new Free family give overhead flap doors new freedom in movement. This opens up more opportunities in the visual and technical design of furniture and has tangible benefits compared to hinged doors. But above all, it gives the furniture and the room undreamt of elegance and lightness. It doesn't matter whether a flap is lifted, tilted, swivelled or folded - it immediately provides added value. And last but not least, more efficiency when working. The Free family fulfills the demands for creative freedom and choice of material, design, ease of installation and convenient operation on a new level.

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by Geordan Murray, senior economist,
Housing Industry Association

Solid foundations for growth in NSW and ACT

OVER THE NEXT few editions of the AWISA magazine we will be taking a closer look at individual state economies. In this edition we'll focus on New South Wales and the ACT. In both these jurisdictions the local economies look to be in relatively good shape.

The rate of population growth represents a clear indication of economic conditions - people vote with their feet. Migration patterns tend to demonstrate that people flock to wherever they will have the best opportunities for economic participation.

Economic participation is typically assumed to mean jobs (more on that later) but it also includes a multitude of other factors such as opportunities for education/training, consumption, leisure, housing and other lifestyle factors.

The release of figures from the 2016 census has given us the most up to date snapshot of how NSW and the ACT populations have fared in recent times. At the end of 2016, the NSW population reached 7.80 million people which was an increase of 1.5 per cent over the year. The population of the ACT increased at a slightly stronger rate of 1.7 per cent and reached 406,403 during the year. These rank as the second and third fastest growing jurisdictions in the country over 2016, with Victoria posting stellar growth of 2.4 per cent taking out top spot. Interestingly, the census revealed that the population of both NSW and the ACT were larger than estimates made prior to the census had indicated.

A growing population demands more housing. On the housing supply front both NSW and the ACT have delivered in spades over the last few years, particularly with the huge supply of new apartments. The improved supply of new, detached houses in NSW has been commendable, but the lack of affordable new lots in the ACT has seen prices escalate and activity in this part of the market slide. The price of new residential lots in NSW has also grown strongly but has been overshadowed by the price escalation in the broader established home market.

The trajectory of home price growth in Sydney over recent years needs little explanation at this point. The exceptionally high prices have crippled affordability. HIA's analysis shows that it takes more than double the average earnings of an adult working full time to affordably service a mortgage on a median priced dwelling in greater Sydney. Given that most households have two or fewer contributing adults, it is little surprise that first home buyers in NSW have become an endangered species.

The ACT has also experienced growth in home prices, albeit modest in comparison to the Sydney market. The key indicators of market prices show that recent growth has been largely contained to detached houses, while gains in unit and apartment prices have been negligible. The huge supply of multi-unit dwellings built over recent years are now starting to appear in the secondary market which is giving would-be buyers more options and is putting downward pressure on prices. So contrary to many "housing experts", increasing supply can improve affordability.

Moving for a job is typically a big factor underpinning stronger population growth but job creation has not been particularly strong in either NSW or ACT. The unemployment rate in the ACT (4.4 per cent) remains lower than the national average (5.6 per cent). The concern for the ACT is that unemployment has been drifting upwards in recent months potentially making it a less attractive job market to move to. The unemployment rate in NSW is also below the national average and had dropped to the lowest level in five years as of June 2017 (4.8 per cent).

Further improvements in the labour market will depend to a large extent on business investment turning around; it has been a drag on both economies. Findings from the latest NAB Business Survey show that business operators reported the most favourable conditions in over a decade. The NAB survey





also showed that business confidence was steady at above average levels in the June 2017 quarter. This bodes well for the prospect of improved levels of business investment and job creation in the future.

The pipeline of public sector transport infrastructure investment is set to be another driver of economic activity in the NSW and the ACT. Work on the ACT's light rail project is already underway and the scale of investment makes it one of the largest construction projects undertaken in the Territory since Parliament House was built back in the 1980s. NSW will play host to a more diverse range of road and rail infrastructure projects but the federal government's commitment to construct a second international airport for Sydney is the most significant.

To sum up, both NSW and the ACT are currently on solid economic footings. Economic growth projections for both jurisdictions show economic growth strengthening in 2017/18. Business and public sector investment are set to contribute to economic growth and support stronger growth rates.

These expected improvements in the NSW and ACT economies will underpin solid levels of investment in new homes and renovations, but HIA is forecasting declining levels of home building in both jurisdictions over the next year or so as their new home building markets come off the record highs of 2016. The delivery of an adequate supply of affordable land will be the key to sustained improvements in affordability and activity levels beyond the current cycle. ■

Sunshine Coast uni - a hub for national timber durability and design life

The National Centre for Timber Durability and Design Life, a new group designed to put Australia at the forefront of international best practice, has been established at Queensland's University of the Sunshine Coast.

A strategic initiative of Forest and Wood Products Australia, the centre, based at the university, will ensure Australian design guides and standards remain world class in light of climate change, new engineered wood products and changes in building design.

The centre was launched by federal Assistant Minister for Agriculture and Water Resources Senator Anne Ruston. Partners in the centre include the University of Queensland and the Queensland Department of Agriculture and Fisheries. State and federal government will contribute funding along with the FWPA and universities.

FWPA managing director Ric Sinclair said the centre would create a world-leading predictive model to enable architects and building specifiers to more easily choose the right timber for the right task.

"It will be an automated evidence-based tool to accurately predict the structural performance and design life of timber depending where and how it is being used," he said. "It's an exciting prospect and it's one that will be a world first," he said, putting a five-year time frame on the project. ■

EWPA senior staff CEO Dave Gover (second from left) and Andy McNaught, technical manager (right), are pictured at the launch with Dr Chris Lafferty, research and development manager, FWPA, Melbourne, and Jack Norton, national secretary, Timber Preservers Association of Australia.



by John Halkett

World's tallest wooden office building

for Brisbane

WHEN COMPLETED in 2018, the 45 metres of the 52-metre office tower at 25 King Street in Brisbane will qualify as the world's tallest office building to be held aloft not by steel and concrete, but timber and glue.

Queensland acting premier and minister for infrastructure and planning Jackie Trad said 25 King Street was breaking new ground in its use of structural timber in a building of its type and size. "These materials are sustainable, strong and light, with a structural strength akin to traditional concrete and steel."

breaking new ground in the use of structural timber

"This is a great example of the type of development we'll be seeing more of in the future, and it puts Queensland at the forefront of cutting edge sustainable construction practices," she said.

Designed for Lend Lease by architect Bates Smart as part of the \$2.9 billion Brisbane Show Grounds redevelopment, the tower

will be built using cross laminated timber (CLT) and glulam (glue laminated timber) which together have the structural strength similar to traditional concrete and steel.

This development is Lend Lease's fifth engineered timber building in Australia. "25 King Street is set to become the tallest and largest engineered timber office building in the world, which is a wonderful achievement for the Brisbane Show Grounds precinct," said Mark Menhinnitt, Lend Lease's managing director of urban regeneration.

The project is the latest of a cascade of engineered wood towers in Australia built using solutions including CLT, the load bearing material on projects like Sydney's 'affordable housing' project The Gardens Macarthur by multi-residential developer Strongbuild, and Lend Lease's International House at Barangaroo.

Aurecon's lead structural engineer behind the Brisbane tower Chris Ammundsen says there is a lot riding on the project – his company will be setting up office within the building in order to enjoy the benefits of working in wooden surroundings, which a Planet Ark study indicates can lead to a lower heart rate and blood pressure.

"There are also environmental benefits – every tonne of concrete creates 900 kilogram of greenhouse gas emissions,

When completed in 2018 the 45 metres of the 52-metre office tower at 25 King Street in Brisbane will qualify as the world's tallest wooden office building.



Photo: Lend Lease

Photo: Aurecon



instead engineered wood acts as a carbon sink,” says Mr Ammundsen.

Last year the Green Building Council of Australia updated its Green Star accreditation to encourage the use of CLT, which chief executive Romilly Madew says; “provides great thermal performance, which means they are efficient to heat and cool and save considerable amounts on utility bills.”

An RMIT Lifecycle Assessment study conducted on Australia’s first timber high rise completed in 2013, Lend Lease’s ten storey Forte building in Melbourne, concluded it would generate 22 per cent lower global warming emissions over its lifespan than would a traditional concrete build.

Construction sites for engineered timber building projects also generate less noise pollution, and structures can be erected much faster with fewer workers.

Lend Lease claims it will cut six weeks off the construction time by using timber. “That’s because they are assembled like super-sized flat pack furniture,” says Nick Hewson, a technical manager with engineered wood supplier XLam.

He says the radically different building style is one of the main barriers to the growth of CLT in Australia, where a construction industry, used to grappling with each project requirement as it arises, instead need to revamp workflows to ensure everything is on-site and ready to go from day one.

In terms of other sustainable attributes, the 25 King Street tower will feature controlled lighting, heating and cooling from a single interface, and large glass areas to maximise natural daylight, while sunshades on the western and eastern facades will reduce energy consumption, further reducing the building’s carbon footprint. ■

International House at Barangaroo in Sydney – one of a cascade of engineered wood towers built in Australia using CLT and glulam construction.

Ready, set, Vortek

When it comes to winning jobs and generating more sales, manufacturers can keep trying to match their competitors or they can surpass them.

In many instances selling is a race. A competition to see who can do it cheaper, faster. In the quest to beat a rival at the bottom dollar it is easy to fall short at the service being offered and if one stops to see what really drives an increase in sales, it becomes obvious that more often than not, the one who does it better wins the race. Win the race, win the sale.

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With a variety of platforms, it's never been easier to reach a market. Use Vortek Spaces in the showroom on a big screen for a life-size experience. Take it on site visits using a laptop or Windows tablet. Even record and share videos on websites or directly to YouTube to showcase work to a wider audience.

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Woodworx, a different approach

Top Knot Carpentry and Joinery was established in Sydney in 2006. Through hard work and determination the company soon cemented its reputation as one that could work to the tightest deadlines while exceeding their client's expectations. Clients such as Mirvac, Icon, Lendlease and Multiplex rely on Top Knot to get the job done no matter what; and still deliver on the quality and productivity expected on some of the largest projects in Australia. Eventually, questions were asked as to why they weren't doing the fixed interior joinery; furniture and cabinets as well and so, less than two years ago, Woodworx was created.

The brief was to establish Woodworx as a major supplier to the residential joinery market

Manager Stephen Pegus says, "Our view is that joinery and cabinet making is a business that sits between very large developers and very large suppliers and in the middle there's a cottage industry of trades with thousands of small companies. We asked ourselves; why is a billion-dollar building company talking to a joinery or cabinet making business that's cottage industry? Where are the "Bunnings" of the joinery industry?" To fill this gap, Woodworx has taken a different approach to the joinery business and to meet the demands of its vision, looked to Biesse to provide equipment that meets the needs of its fresh manufacturing approach.

Stephen comes from a strategic planning background and says; "Our view is that we're an operations management company that's very good at joinery, not a joinery company desperate to understand operations management." His brief was to establish Woodworx as a major supplier to the residential joinery market. He says "There's a huge demand for high density apartment living and this is only going to get bigger. A typical job for us is 300-odd apartments in a high-rise block and these would need to be delivered on a sixteen-

week schedule. We have to move fast; we have to be flexible; we have to manage our operations to meet the demands of a building industry that's focused on timelines but subject to outside influences."

"Not a lot of businesses can achieve this with the consistent quality we're known for and we rely heavily on our Biesse equipment to meet our own, and our client's high standards of quality." Woodworx installed its first Rover CNC machine April 2016 to handle the "odd residential job" and the standard of work and prompt deliveries brought some major projects its way. A serious commitment was needed and so a year ago; two new Biesse production lines were installed. Stephen admits that Woodworx have an "early" relationship with Biesse but says "We take a long term view when working with our partners and this is the case with our friends at Biesse. We're both in this for the long term and we're both committed to each other's success; it's a great partnership."

Both lines feature a Rover B NBC nesting line with nesting cells with automatic loading, fully automatic labelling and automatic conveyor belt for unloading. The Rover B is linked to a Biesse Stream B edge bander with a return conveyor that reduces staffing levels. The Stream B AFS is equipped with the "airforce" zero-glue-line system to produce edged panels to higher quality customer requirement. The Biesse machines are very reliable. They work extremely fast; produce a high quality product but just as importantly, are extremely flexible. "We



work to very tight installation schedules producing sometimes eleven different apartment designs in two or three different colour schemes and several client appliance packages. It's a complex logistics issue and our machinery has to work as hard and as well as we do. We have a thousand apartments to deliver before the end of the year and our Biesse equipment will help us make it happen," Stephen says.

Woodworx CEO Eoin (Owen) Daniels came out from Ireland in 2004. He says "My vision is bold and simple; I want to be the best in New South Wales, then the rest of Australia. My biggest passion is the team. We wouldn't be where we are today without them and together we could go anywhere."



Eoin came to Australia as a backpacker without a backpack (he jokes) but in a few days started working. After eighteen months he thought he could "make a go of it" and started with a few residential jobs, followed by a pub and a hotel. He says, "I learned in Ireland if you work hard you get paid well and you get noticed and that's the culture I want to maintain. We get in; we get the job done right; we have a great team and we look after our people and our customers."

Woodworx employs only a few more people than most other cabinet making and joinery shops but its clever combination of project management along with its astute equipment selection from Biesse has enabled the company to produce quality work to a tight but often changing schedule. "We work just-in-time but are very aware of delays that are beyond our control such as other trades on-site and the weather. We build in flexibility to keep our manufacturing going and to always meet or exceed our client's deadlines," Stephen says. "With the big builders, reliability and quality are as important as anything else and sets the benchmark for the price. Without our Biesse machines, we couldn't achieve this and we wouldn't be where we are today," he continues.

According to Stephen, the trades have been the subject of a buyers' market. The builder has dominated the industry because the contracts are written by them. He sees a potential to shift to a sellers' market in restructuring, taking advantage of the opportunity to see if there's a smarter way of doing things. "We understand the concept of 'competitive advantage,' an attribute that allows us to outperform our competitors," he says. "Every job is done right the first time and we always learn from everything we do. We take a confident approach with our clients; we understand their environment and our product and we work with them in a pro-active, two-way relationship that a business operating at this level should have."

Eoin says "We're looking to bring a different level of service to the building industry throughout Australia; looking to offer reliable joinery solutions that separate manufacturing from install, where clients can always rely on our product ►





► being supplied when required. Our first Biesse allowed us evolve into the high volume market that we could never have achieved before. We can now supply tier-one builders and we couldn't have done this without our Biesse equipment." Biesse's David Da Costa said "Our support was a big issue for Woodworx, streamlining production for a rapidly growing business and matching machines to their existing production needs while allowing for future expansion. The Rover B is a very flexible machine capable of high volume production while offering the flexibility needed in the building industry and the Stream B edge banders are extremely fast, accurate and produce a superb finished panel."

Eoin says there is nowhere else booming like Australia when it comes to business opportunities. "If you want to make a success of yourself, I don't

see any better place in the world than Sydney. We've staffed the business with skills that are quite different from your average joinery and cabinet making company and walked into the big end of town with a point of difference." Woodworx is required to move on goals that aren't possible with smaller businesses. Stephen estimates this is a three billion dollar industry and asks "Where is the joinery or cabinet maker with a ten or twenty percent share? It begs the question as to why not?" With Eoin's bold and simple vision; his hard working and skilled people; and his Biesse equipment, that market share is certainly within reach.

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Image courtesy of Na Chintz

by Dean Brakell, CEO,
Furnishing Industry Association Australia

Clean energy target - spark of opportunity for domestic manufacturers



RAPIDLY RISING energy costs (electricity and gas) have made it very difficult to manufacture in Australia, in recent years. One element of Australia's longer-term energy security and supply is the role of renewable and clean energy in supplying the future.

Australia's chief scientist, Alan Finkel, has proposed the establishment of a Clean Energy Target (CET) to replace the Renewable Energy Target when it expires in 2020. The aim of the CET would be to deliver an economy-wide emissions reduction strategy for the thirty years from 2020 to 2050.

As Professor Finkel points out, this is now urgently required and must include options to reduce emissions in an orderly manner. In short, to make the changes required for a lower-emissions economy, without breaking the economy along the way.

Biomass energy, a core part of many wood processing businesses that make panel products like particleboard and MDF for

instance - used to create electricity, as well as thermal heat for industrial processes like drying wood - is entirely renewable.

More importantly, of all of the renewables, biomass is ahead of most because it is able to supply baseload or continuous electricity supply because it does not rely on the wind to blow or the sun to shine.

As the Australian Forest Products Association (AFPA) recently commented, including biomass energy and industrial renewable heat in Australia's clean energy mix would have the additional benefit of supporting Australian manufacturing jobs at a time when the sector is being hit hard by huge increases in both gas and electricity prices.

"Affordable and secure energy supply is essential for the forest products industry, and the tens of thousands of associated regional jobs it supports. With the right policy settings, other industry sectors with bioenergy potential such as agriculture, landfill and waste-to-energy

could play an important role in Australia's clean energy future, while substantially reducing emissions and reusing waste by-products from industrial processes," said Ross Hampton, CEO of AFPA.

If secure, long-term, low-emissions and cost-competitive energy could be created anywhere in a supply chain, the value from that would be available for the entire supply chain to extract.

So if biomass energy could be used more widely, that could mean panel products and other wood products could become cheaper, or at least, more cost-competitive. That would be good news for cabinetmakers, joiners and other users of products like particleboard and MDF. ■

Information source: Industry Edge

New locking system for quality furniture

Blum's Cabloxx locking system ensures additional security for high quality furniture. Cabloxx is a system-independent solution for drawers and pull-outs where items are required to be stored securely and protected against unauthorised access. Compatible with Blum's Legrabox and Tandembox box systems and runner systems, as well as Blum's motion technologies Blumotion, Servo-Drive and Tip-On Blumotion, Cabloxx provides a solution for a wide range of concepts and offers greater design freedom for lockable furniture.

Lockable furniture is used in a variety of areas ensuring a range of items, including confidential documents or valuable personal items are stored securely and items such as cleaning products and medication are kept out of reach from children.

Cabloxx is a system-independent solution and extends the range of applications for Blum's Legrabox, Tandembox, Movento and Tandem drawers and pull-outs. A wide range of cabinet widths, heights and pull-out heights can be achieved offering an additional layer of security and freedom to individualise premium furniture throughout the home, office, shop or bathroom and laundries.

Extending the design options for lockable furniture, Cabloxx can be colour coordinated with the respective box system with the locking bracket available in three colour variants - Terra black matt, Orion grey matt and Silk white matt.

For opening ease and silent and effortless closing, Cabloxx is compatible with Blum's motion technologies - Blumotion, Servo-Drive and Tip-On Blumotion. Motion technologies from Blum extend the possibilities for handle-less furniture design, this design trend can now be extended to furniture that requires locking.

Featuring built-in tip protection alongside its secure closing function, Cabloxx guarantees a greater scope for planning and safety when using freestanding furniture. The pull-out lock allows only one pull-out to be opened at a time, making it possible to introduce freestanding furniture design in a variety of areas.

Cabloxx can be used in combination with standard assembly dimensions for Blum box and runner systems. Cabloxx offers coherent design and flexibility with the cut-to-size locking bar rebated into the cabinet side and can be easily adapted to

Blum's Cabloxx locking system offers greater design freedom for lockable furniture.

The pull-out lock provides plenty of scope for planning and safety extending the design options for freestanding furniture.



Photos by Blum



Cabloxx is the ideal solution for items that need to be stored securely and protected against unauthorised access.

Cabloxx is a system independent solution that is compatible with Legrabox and Tandembox box systems and Blum runner systems.

different furniture applications. Cabloxx has no impact on the assembly of the box or runner system; height, side, tilt and depth are fully adjustable and easy to use.

Blum's Cabloxx locking system is compatible with all standard locking cylinders/barrels. To support the manufacturing process, templates are available to assist with the assembly and installation of Cabloxx.

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Are you tired of chasing customers?

Since its inception 10 years ago, DVS Kitchens has been growing at a steady pace. Danny Soklevski grew the business from small premises in the Melbourne suburb of Campbellfield to a purpose built factory in Craigieburn. Each year has seen double-digit growth and expansion.

But with growing comes growing pains. Like many small cabinet making businesses, Danny knew that to take his business to the next level meant working smarter, not harder. Danny's initial investigations proved that an easy to use nesting machine, with simple software to drive it, was the solution for DVS Kitchens.

After looking at all the options available to him, Danny decided the best machine for him was the SCM Pratika 310, supplied and serviced by SCM Group Australia.

Machine and software - all included

"We've had an SCM edgebander for years and it has served us well, so we we're well aware of the SCM brand and SCM Group Australia", said Danny. "After looking at what was available we decided the SCM Pratika 310 was the best machine available to us. Another positive was that all our machinery and software could be serviced by the one company".

More jobs – faster

One of the main areas of improvement provided by the SCM Pratika 310 was the time taken for each job. Interestingly, the time savings were not only experienced in the factory, but also in the office. Preparation of cutting lists, designing time and inventory control were all reduced significantly.

The second flow on effect was the increased levels of accuracy. Each machined piece was the right size every time – resulting in a significant saving in assembly times. Danny estimates that production output has doubled since the Pratika 310 was installed – without any change to the number of employees.

Compact and safe

The SCM Pratika 310 offers a lot in compact footprint. A unique protection system positioned directly on the machining head allows the operator to work close to the machine in complete safety. This system eliminates the space required for other safety methods such as fences and laser curtains. The nesting bed can comfortably machine a 2400 x 1200 sheet and has drills in both Y & X directions for added efficiency.

Xcab nesting software

Xcab nesting software holds a cabinet library which can be easily manipulated. Entire cabinets or individual components can be simply adjusted to suit individual jobs and the changes



can be saved if required to use at a later stage. Cabinets can then be selected, a cutting list is automatically created, and the job is optimised on sheets and then sent to the machine to be routed. Xcab is even capable of grain direction and grain match machining for jobs that have grain patterned laminate. The Xcab cabinet library software also assists with job costing and material ordering.

"It has been money well spent", says Danny. "The time I save using Xcab allows me more time to work on the business, rather than in the business".

DVS Kitchens has experienced an unexpected advantage after improving the manufacturing systems in its factory. The increased capacity led to increased demand – its clients are now approaching them with larger, more detailed jobs – because they know the end product will be on time and built to a high quality.

"The SCM Pratika has given DVS Kitchens the ability to meet the demands of our customers," says Danny. "The investment has meant that DVS Kitchens can commit to larger projects and deliver on time and be competitive on price"

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CMDA's 20th annual awards 2017

A gala celebration of industry excellence

After an exciting build-up and months of planning, the 20th presentation of the CMDA Awards Night was, from all accounts, a resounding success and celebration for industry and sponsors alike.

With a new CMDA board determined to deliver a successful gala event showcasing the talent of cabinet makers and designers, and offering sponsors a fresh and relevant platform to connect with, the 2017 Awards Night delivered on all fronts. With an exceptional list of entries and great representation from industry and sponsors alike, a new standard was set for this event.

The judging panel, comprising Mark Williams of Lincoln Sentry, Gary Slade of MadeCo Australia, Carole Whiting of Carole Whiting Interiors, and Emma Mitchell of Emma Mitchell Architects, provided a new focus for the judging process with cross-industry representation combining creditability and experience. This mix ensured the complexity of each entry's workmanship and design was fully explored and fairly judged.

Judges commented that what often appeared to be a simple entry, would upon closer inspection reveal a detailed project, addressing a complexity of client demands and on-site limitations. Far from simple, the entries were indeed exceptional and delivered incredible joinery solutions to complex issues, packaged in beautiful designs. Intense discussions and debates over many entries highlighted the often tough task the judges had to reach a decision.

With no better way to relieve everyone's tension than with the hilarious humor of Brian Nankervis, before the important task of awarding the winner in each category.

The CMDA congratulates the following winners:

Hafele CMDA Designer of The Year - Minosa
Hafele CMDA Cabinet Maker of The Year - Evolve Interiors
Blum CMDA Best Kitchen over \$50,000 - Evolve Interiors
Lincoln Sentry CMDA Best Kitchen \$25,000 - \$50,000 - COS Interiors

Smartstone CMDA Best Kitchen between \$15,000 - \$25,000
- Kitchen Wizard

Wilson & Bradley CMDA Best Kitchen up to \$15,000
- J & V Modern Cabinets

AWISA 2018 CMDA Best Bathroom
- Minosa

First Super CMDA Best Laundry
- COS Interiors

Admonter CMDA Best Built-In Cabinetry
- Let's Talk Kitchens & Interiors

Universal Magazine CMDA Best Alfresco
- Individual Design & Construction

Gem Finish CMDA Best Commercial
- Diverse Shopfitters

Admonter CMDA Apprentice Cabinet Maker of the year
- David Steven

Hafele CMDA Cabinet Maker of the year 2017
- Evolve Interiors

Hafele CMDA Designer of the year 2017
- Minosa

CMDA President's Award 2017
- Art of Kitchens Pty Ltd

Hafele CMDA Cabinet
Maker of The Year
and Blum CMDA Best
Kitchen over \$50,000 -
Evolve Interiors



Hafele CMDA Designer of The Year- Minosa



AWISA 2018 CMDA Best Bathroom – Minosa



Lincoln Sentry CMDA Best Kitchen \$25,000 - \$50,000 – COS Interiors

The CMDA committee would like to congratulate all finalists and winners and acknowledge and thanks the sponsors for their support in helping deliver such a successful event. The CMDA marketing committee is hard at work planning for next year and if the feedback received so far is anything to go by, the 21st CMDA Awards Night will be another industry event not to be missed.

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Wilson & Bradley CMDA Best Kitchen up to \$15,000 – J & V Modern Cabinets



Smartstone CMDA Best Kitchen between \$15,000 - \$25,000 - Kitchen Wizard



Admonter CMDA Best Built-In Cabinetry – Let's Talk Kitchens & Interiors



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CABLOXX has no impact on the assembly of the corresponding pull-out system, as the front locking bracket is not fixed to the drawer side and is fixed to the drawer or pull-out front.



Cutting to size template

To support the manufacturing process for CABLOXX, templates are available to assist with assembly and installation.





Off the road and outside the box

DEBATE CONTINUES to rage over the future of Australian manufacturing. While some see a bleak outlook, others like David Brim of Tomcar Australia, see only opportunities. When David started Tomcar Australia, he says, "We came from outside the industry." It allowed his company to take a fresh approach, unencumbered by what was considered the normal way of doing things. The Tomcar Australia success story is due in part to this ability to think outside the box.

Tomcar Australia manufactures ultra-high quality off road vehicles capable of withstanding the most extreme conditions. Founded in 2005, the company started slowly with the emphasis on research and development. "We wanted to make a vehicle to withstand Australia's harsh environment," said David. "Big agricultural properties, and the mining industries are showing a lot of interest and we are pushing very hard into the defence space, taking part in new mobility trials this year."

David Brim, Tomcar Australia's CEO and co-founder.



Turnover has reached just under \$10m per annum with plans to double production during the latter part of 2017. But David says they would not have been able to achieve this using traditional manufacturing methods. "We outsource our production to former Holden supplier, MTM Auto of Melbourne. Production is only one of seven steps in manufacturing," he says. "Manufacturing is research and development, design, logistics, production, distribution, sales and after sales service." David uses Apple Inc. as a prime example. "Apple does everything except production. You can be an advanced manufacturer and get someone else to assemble." Outsourcing production did not come without its own problems, but David says that using an Australian partner made communications easier, particularly when trying to get his ideas across and making sure his requirements were understood.

David says that the Tomcar Australia experience can apply to manufacturers in other sectors such as the Australian woodworking industry. "It's sometimes difficult for small companies to have the full range of skill sets to carry out the seven steps of manufacturing a product and taking it to market. Outsourcing part of the process can result in a more profitable exercise for the business owner and a more satisfying experience for the client."

Today's manufacturers are under constant pressure to compete on price, particularly when competition comes from low cost countries such as China, India and Vietnam. As a result, margins have been eroded, costs have to be cut and everyone loses out, including the customer who usually sacrifices quality in the process. Identifying a need and producing exactly what the customer wants is a strategy David believes will lead to opportunities for more Australian manufacturers. He believes the future of Australian manufacturing is niche, high-value products and innovative design, tailored to the needs of a specific customer. "We don't want to compete on price so we take ourselves out of that competition completely. Once you have that mind-set, price no longer matters. We compete on performance, longevity and maintenance."

Outsourcing part of the manufacturing process is not a new concept. In our own woodworking industry there have been many success stories where companies have flourished by specialising in either marketing or providing the production capability for others. We are all familiar with very profitable major kitchen names that do nothing but market their brand while outsourcing everything else. There are no barriers to smaller manufacturers doing the same. There are many tradesmen who own businesses that could benefit greatly

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.



from outsourcing their marketing, design or logistics, and many brilliant marketers who could thrive alongside a highly skilled production partner.

Part of the Tomcar Australia philosophy, and why David thinks the company has become so successful, revolves around the personal connection with clients and end users. "We strive for continuous innovation and this comes by talking to those who use our products. Because we operate in extreme environments, it is vital for us to understand the exact needs of customers if we are to maintain our reputation." Tomcar Australia sells directly to end users and bypasses dealerships completely. David says that this allows him to understand the client's needs. "We can react very quickly to feedback from customers. Obviously you can't do everything that people suggest, but good development comes from listening to customers and applying the feedback into our designs."

We are fortunate in Australia in that our woodworking industry has always been built on personal connection with our clients. Our kitchen sector for instance has a very high level of personal interaction, while in many other countries, kitchens are purchased off the shelf and flat packed. Maintaining this close customer relationship is vital for the future of the industry. It is the single most potent weapon in our arsenal when fending off overseas competition and the one aspect they can never contest. David's ideology focuses on handcrafted, high quality products using future materials and technical advances. These same values are currently driving the woodworking industry where innovative components are tailored to give the end user that vital personal experience.

On the surface, it might seem that building off road vehicles is worlds apart from our own woodworking industry, but there are similarities and challenges that we share as Australian manufacturers. David Brim's Tomcar Australia company has become what it is today by thinking outside the box, and as we in the woodworking industry are known for building boxes, perhaps we can take inspiration from this Australian success story. ■

Some of this information is based on an article that appeared in Fairfax Media publications earlier this year.



“Homag will be there tomorrow”

Marking the 25th anniversary of Jamel Furniture in Australia this year, the Perth company looks back on a long manufacturing history of high-quality furniture.

The beginning of the family-owned business goes back to 1992 when founder and owner Carmelo started as a one man operation working from his father-in-law's garage, designing, constructing and selling one-off handmade pieces of furniture.

increasing quality
expectations drove the need
to invest in new machinery

Employing 100 staff by 2010, Jamel grew to a national level within 5 years and sold high level products also internationally with a presence in Dubai. In 2010, Jamel Commercial was launched. Since then, Jamel have been supplying high quality Australian made kitchens and cabinetry to commercial builders

across Western Australia. With experienced craftspeople and the latest technology, Jamel has been able to manage small and large commercial projects.

In order to keep up with the increasing quality expectations, Jamel saw the need to invest in new machinery. With an Ambition 1440FC the company purchased an edgebander from Homag last year. Previously, it had been running its jobs on Italian machines for 12 years but finally time came to upgrade.

Carmelo Jnr Princiotta, who is the sales executive at Jamel, explains the reason to team up with Homag, “We knew Homag stands for quality and we wanted a reliable machine. It's a global company and their service is, well, spot on. Homag will be there tomorrow.”

Equipping at an average 100 commercial apartments per month, Jamel caters for the high end residential kitchens and commercial apartments market. A reliable edgebanding machine that produces excellent joints is inevitable. “The Ambition 1440FC gives us a large variety on what we can produce with 100 per cent quality. This gives us the advantage

In order to keep up with the increasing quality expectations, Jamel saw the need to invest in a Homag Ambition 1440FC edgebander.



offering competitive pricing for our products”, Carmelo Jnr Princiotta says.

He continues, “The machine is well set-up and we could improve our workflow while at the same time, saving labour. We were able to keep on more work and consequently, helped us grow”.

Today, Jamel has become one of Australia’s leading designers and manufacturers and employs more than 35 full time skilled craftsmen, apprentices and 20 subcontractors on 4,000 square metres floor space in Wangara. Jamel’s goal is to create a greater awareness of how important the furnishing industry and manufacturing is to Australia, and in particular, WA.

Having made the first step towards upgrading edgebanding machines, Jamel is now looking into CNC machines.

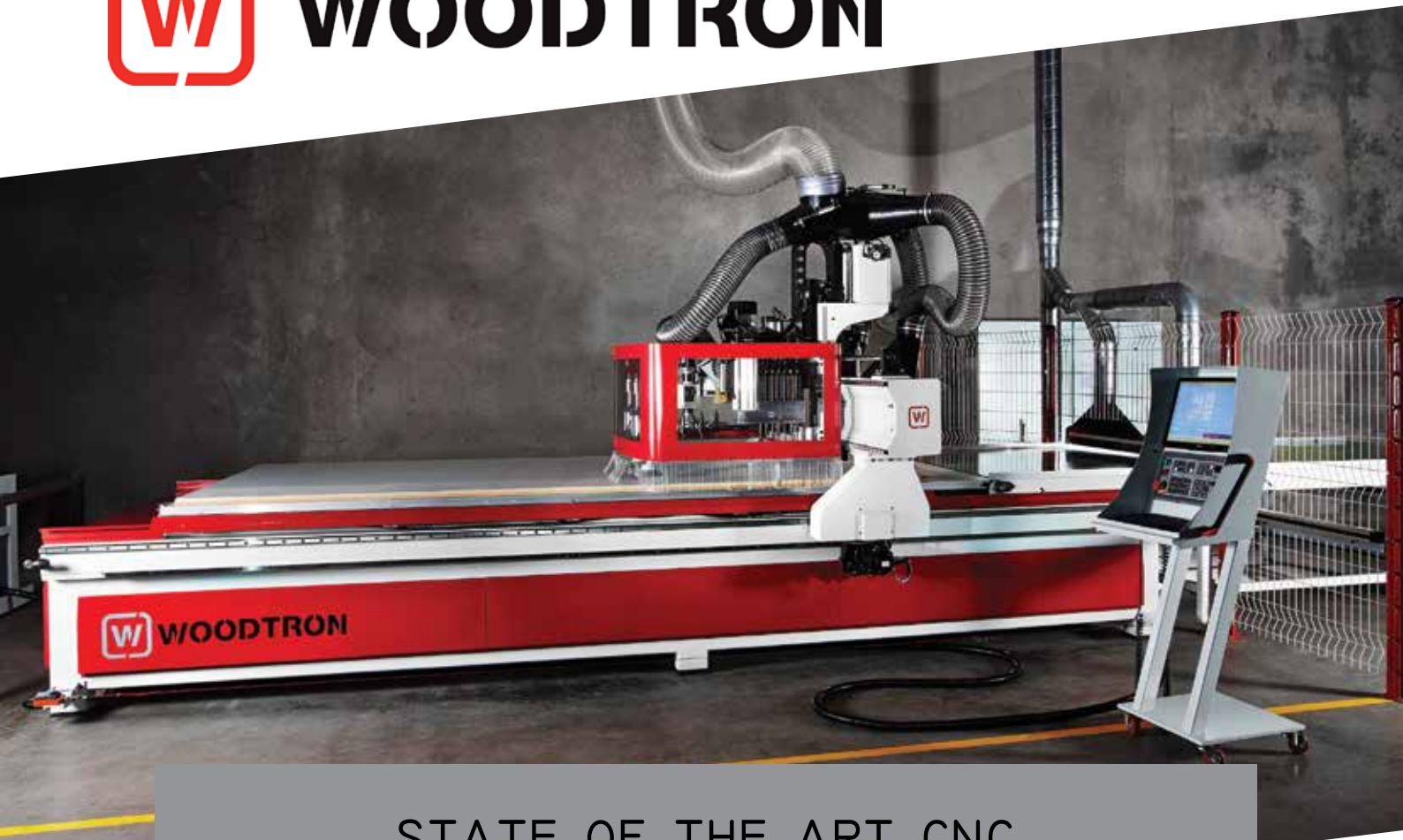
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The beginning of the family-owned business goes back to 1992 when founder and owner Carmelo started as a one man operation working from his father-in-law's garage.

Jamel now caters for the high end residential kitchens and commercial apartments market.



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The refrigerator as a design object

Easys for handleless refrigerator opening

Handleless fronts give purist looking kitchens a particularly sharp edge. The Easys electromechanical opening system from Hettich neatly incorporates refrigerators into handleless kitchen design. Besides its space saving installed height, the system impresses in particular with user-friendly functions.

Easys assisted opening is so powerful that it easily overcomes a refrigerator's magnetic door seal, opening the door in response to a light press on the front. The refrigerator door then opens ajar for a few seconds, leaving it to be pulled open all the way by hand. Making the system particularly user friendly, the time the door is left ajar for can be varied to suit any delay in opening it. All working parts hidden from view.

An intelligent control system prevents the refrigerator from being opened unintentionally. The door is not pulled closed by a separate magnet either, reducing the risk of trapping fingers.

At only 22 mm, Easys has the lowest installed height on the market. Easys can also be integrated within usual hole line dimensions without any process alterations. The function unit can be used for any carcass material thickness and door opening direction. It is normally installed above the appliance and concealed with a loose shelf. A designer profile discreetly integrates Easys into the kitchen's design.



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Easys from Hettich is suitable for appliances with door on door slider as well as for doors fixed in place to the unit front. With a shallow installed height of only 22 mm, the function unit can be integrated into existing recesses.



Photos: Hettich

Titus Tekform acquires Biemel's Cabinet Hardware

Titus Tekform has added a business to the Titus Group of companies distributing throughout Australia. Biemel's Cabinet Hardware in Western Australia is now part of Titus Tekform.

With the mission to provide solutions to customers that improve their business competitiveness, Titus Tekform has announced that it will now be servicing Western Australia directly. The acquisition of Biemel's Cabinet Hardware makes it even simpler to ensure customers receive the products and service they need to stay competitive.

With the business addition and the subsequent transition to a full branch of Titus Tekform, Biemel's customers will have access to the full Titus Tekform range of products. This includes Titus precision engineered furniture hardware,

Titus dampers, furniture connectors, Tekform functional hardware, and Stefano Orlati decorative products including LED lighting, cabinet handles, profiles and decorative doors and panels.

Western Australia becomes the ninth national Titus Tekform branch and distribution centre throughout Australia, helping Titus Tekform keep customer service at the forefront of its operations and ensuring a national reach and local next day delivery.

Existing customers of Biemel's Cabinet Hardware can expect to see new logos combining Biemel's with the Titus Group logo, new Titus Tekform trade accounts, access to the new Titus Tekform online shop, increased access to innovative and quality tested products, and

when trying to visit www.biemels.com.au, they will be redirected to www.titustekform.com.au

Biemel's Cabinet Hardware customers with questions about the transition should phone 08 9455 2122 or visit 5/2 Wittenberg Drive, Canning Vale, WA 6155.

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Stefano Orlati decorative surfaces

by Titus Tekform

The Stefano Orlati brand represents the decorative product range sourced, fabricated and distributed by Titus Tekform. The Stefano Orlati brand places an emphasis on providing a comprehensive range of high quality, stylish products that conform to the latest design trends coupled with the Titus Tekform service and supply.

Whether an existing space is being updated or a user is starting from scratch, there are a few top trends that are both easy to incorporate and sure to lift a room to the height of 2017 design looks.

White kitchens may never go out of style, but in 2017 a softer take on the traditional is being seen, with grey providing a neutral and classic alternative. Various shades of grey are being incorporated into everything from cabinets and baseboards to splashbacks and benchtops, as home-owners embrace simplicity without compromising on personality.

Composite materials in both benchtops and sinkware are creating seamless aesthetics with innovative finishes to optimise both style and useability. The development of composite materials is opening the possibility for high-end luxury finishes that greatly increase the grandeur of a space at a relatively modest price.

The Stefano Orlati decorative product range includes panels, made to measure doors, solid surface sheets or fabricated benchtops, as well as metalaminates and HMR particle board, which can all add the finishing touch to a space.

New to the Stefano Orlati range is the Optimatt and Optiglaze panels and doors. The high gloss Optiglaze offers 10 finishes with matching edgebanding. The gloss range features UV stabilisation coating with a mirror-like finish. Also new to the range, to meet increasing demand for matt and satin finishes, is the Stefano Orlati OptiMatt range of PET panels and doors in 6 colours. The matt range features doubled sided doors with a luxurious velvet feel ideal for cabinetry and furniture applications. Both the Optiglaze and Optimatt products are available in sheets as well as prefabricated to the required size and finished off with perfectly matched edgebanding.

Also introduced to the range is the the Stefano Orlati Chiara 100% acrylic benchtops, which are available in sheets or fabricated to required specifications. The Chiara range offers custom made applications with seamless joins and a repairable and renewable surface that is resistant to stains, mildew and

bacteria. Because of its hygienic non-porous nature, the Chiara solid surface is the perfect solution for medical areas. With NSF-51 certification, the surfaces can also be used in food preparation areas. Choose from 10 stunning finishes.

In addition to the surfaces, the Stefano Orlati decorative product range offers other complementary products such as made to measure LED lighting, cabinet handles and handleless cabinet profiles for drawers and wall cabinets.

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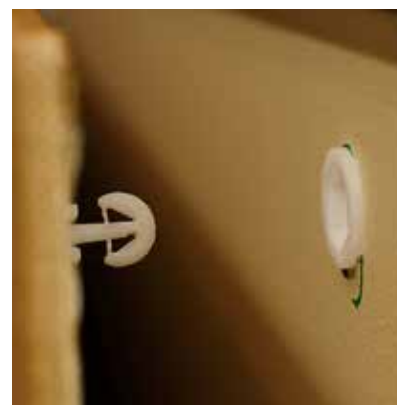


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Often, installers will need to mount wall or ceiling panels both quickly and accurately, especially during a remodel, where customer disturbance needs to be minimized. It's also common that panels are damaged in high traffic areas or need to be quickly removed and replaced; for example, to access storage space, lighting or electrical wiring.

No matter what the application and access requirements, Titus Tekform can provide a Fastmount solution to suit, including commercial and residential construction; prefinished wall and ceiling panels - decorative or functional; complex or curved panels; headboards; acoustic panels;

hotel and shop fitouts; facility maintenance for institutions, hospitals, civil buildings, retail outlets, eateries and hotels; and art installation and concept projects.

The benefits of installing new panels with Fastmount include perfect finish and alignment; secure, hidden and removable fixings; suitability for CNC machining of panels and substrates; installation after other trades and the ability to remove easily for servicing; reduced overall installation time onsite and best of all, a wide range of versatile clips designed to suit a range of installation preferences and applications.

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Back to the future Lake Pieman's reclaimed trees

It seems that the greatest miracle of the Hydrowood agenda is that it has been able to combine hydro and forestry – two of the most divisive industries in Tasmania's history – and put no-one's nose out of joint.

There are few scenes in nature more striking than the dark rivers of western Tasmania, fringed by a prolific tangle of thick shades of green.

specialty timbers available in a quantity that hasn't been seen for years

As these streams flow through the high country moorlands and forests, they pick up tannin compounds that leave the water stained. It's like tea, you will often be told – but here on Lake Pieman, it's as black as ink.

The lake is actually an impoundment along the Pieman River catchment; a hydroelectric dam on its northern end squeezed the river's volume beyond its original banks, drowning stands of various trees adapted to the west's higher altitudes and rainfalls. I am on a survey boat called Persephone as she weaves her way through the upper-most remnants of these dead trees, gothic stags like arms reaching from the depths.

In a sense it's relevant that the vessel should be named after a mythological Queen of the Underworld, for it is a part of an innovative endeavour to retrieve what lies beneath the surface of these tenebrous waters. A unique forestry company, Hydrowood, has come up with a way to harvest the timber left behind in this altered landscape.

On the boat, a sonar map shows what is known about the underwater topography. In areas, it may come close to 100 metres deep, but there are unseen branches everywhere sticking up like shards. Rounding a bend in the old river's course, we come upon the harvesting in operation: an excavator pivots on a barge, leans forward, plunges into the

black, grips a tree, and hoists it out. It's a muscular process, and observing it from nearby is like watching a wrestling match. Or like watching a fisherman try and catch a big shark. As the noise subsides, a debris of soft brown chips rises.

Meanwhile, a hefty log has been flung onto another floating deck attached to the excavator's barge. With an unlikely dexterity, the harvester will stack a couple dozen logs over the course of a half-day's work. Adapted from terrestrial logging vehicles, the excavator has a chainsaw built into the head. The problem, of course, is that nothing much can be seen. It's all under the dark water. The handful of Hydrowood operators talk of the feel of the robotic grip on each individual tree trunk. As with anything that relies on getting used to what something should feel like, there were some rather costly mistakes.

The colours of the exposed timber are remarkable. There are beautiful shades of cream and pink. This is lovely wood; pleasing on the eye. In a messy pyramid I can see myrtle, celery-top and sassafras; there are a couple of eucalyptus species in there too. An observer might expect more Huon pine through here, but when the Reece Dam was constructed 30 years ago, authorities quickly logged whatever Huon they could before the water levels made it impossible. "About 80 per cent of the original timber is still here," I'm told, "but about 80 per cent of the Huon is gone."

On the banks at the end of the Argent Track, just beyond the town of Rosebery, Hydrowood has set up a shanty-type base. Off to the side of the accumulation of logs, there is indeed some twisted Huon sitting in a small pile. One chunk has been tested and tagged as being about 10,000 years old – that is, having fallen after a millennium of life, it has lain without rotting for another nine millennia. It is well-known that Huon pine is impervious to rot, due to its high content of an oil known as methyl eugenol. But what elicits more surprise from those watching Hydrowood closely is that there are so many other species that are in good nick after three decades underwater.

Counterintuitive as it may be, it seems possible that the secret of the timber's preservation lies in the darkness of the water – fewer ultraviolet rays are getting through to quicken the process of decay. There is also a minimum of oxygen, which speeds up decay, and there are fewer wood-consuming organisms present.



Whatever the case, the result is that a number of specialty timbers are available in a quantity that hasn't been seen for years. These trees are generally slow-growing, and almost entirely concentrated in areas of high conservation value which have been reserved from logging activity. Some of these trees have consequently been 'forgotten' as workable timbers. At the Wynwood mill on the north-west coast, Stuart Snare gives me a telling estimate: "When it comes to celery-top, each week we're harvesting what they've been getting in a year."

At a bar in the old hydro town of Tullah, I end up chatting with an old woodworker who talks me through his preferences for different timbers. There's plenty of excitement in the possibility of working with what's being yanked out of the lake, even if some locals expressed a reasonable cynicism to begin with. Craftspeople from Tassie and the mainland are paying good money for the salvaged timber, and turning the trees into high-end furniture, boat-building, decking, veneering, and other purposes.



Up at Wynwood, I watch lengths of timber being sawn into luxurious cuts for boat-building. Approaching these logs is a little different for the mill workers; grading the quality of the timber is different than from the products of terrestrial logging. Having been dead and submerged for some years, the sap is gone. Now exposed, the wood oxidises rapidly and "the ageing process occurs quickly", according to Stuart Snare. But ►



Tasmanians are once again adapting to their unique environment in original ways

► the Wynwood workers are relishing the chance to see specialty timbers come through their mill again, and to adapt the traditional timber-workers' skills, which have been such a part of the Tasmanian identity since the earliest days of British colonisation.

For the ecologically-conscious, it's a relief to see all these logs and be able to feel that very little has been disrupted for it to be harvested.

Environmental analysis found little to oppose; while the creation of the impoundment itself has wrought ecological change, there is a minimum of impact in taking the timber itself. The wood is lovely to look at, and to touch.

It seems that the greatest miracle of the Hydrowood agenda is that it has been able to combine hydro and forestry - two of the most divisive industries in Tasmania's history - and put no-one's nose out of joint.

"In a sense, this is not sustainable," company director David Wise tells me. "We can't keep doing this." He means that once the timber is taken out of Lake Pieman, there aren't more

rainforest trees growing back out of the submerged earth. But it's not unsustainable, in the way we usually approach the word: it isn't going to destroy bird habitats or leave us with monoculture forests.

Even the impact on human uses of the area is minimal. Lake Pieman is, I'm told, the 60th-most popular fishing lake on the island. "That was one of its appeals," David smiles. Perhaps some will miss the ominous sight of gaunt dead trees sticking out of the black lake, but most locals seem to agree with Hydrowood visionaries that the lake is aesthetically improved by their removal.

In terms of the longevity of their operations, Hydrowood is bullish about the future. "We can get five or so years out of it," David says cheerfully, and that's looking at about 80,000 tonnes of timber. They are already in the process of surveying other lakes, but each will provide its own challenges. I have a suspicion, though, that Hydrowood is a small cohort of individuals who appreciate a challenge.

While other operators, particularly in North America, salvage logs, the tactic of actually cutting them underwater is a little bolder. "We think the only other underwater harvesting operation in the world is in French Guinea," I'm told. There



were plenty of unknowns, then, when they started feasibility studies at Lake Pieman five years ago. Even now, after more than a year of logging the lake, you get the feeling there's plenty left undiscovered: not just timber, but technique and technology.

It might seem unlikely to find a modified excavator floating on this otherwise empty dam, but beyond the innovation, there is an old story: Tasmanians are once again adapting to their unique environment in original ways. Timber has long been important to us, but we've so often gone about harvesting it in a manner that jeopardises the future of our special places and the species that need them, including ourselves. Thankfully, we are now paying a little more attention to the future.

There will be some lucky woodworkers who get to use these rare local timbers for their craft, at least for a time, and that seems about as close to a spiritual and ritual act as anything I can imagine. ■

This article first appeared in Tasmania 40° South magazine.

Bert Spinks is a writer, poet, storyteller and bushwalking guide. He grew up in Beaconsfield and Launceston, Tasmania. More of his writing can be seen at storytellerspinks.com.

Photographs courtesy Hydrowood.





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Cutting the cost of cutting back

The cost of labour and the time taken to perform tasks in any industry is costly, and the paint finishing industry is no exception. Any manufacturer that has stopped to calculate the time and expense incurred by sanding back an entire job with orbital sanders will understand the costs. With ever increasing labour costs, the answer may well be as simple as automating the sanding process.

Entry level automation

The Holytek 900B lacquer sander can go a long way to reducing time and labour costs. Dollar savings can be realised on pre-sanding flat panels prior to base coating, and also the de-nibbing of under-coated panels prior to top coating. Imagine the time saved by passing a large panel through the Holytek 900B Sander at a feed speed of between 5 to 10 metres per minute.

How does it work?

The Holytek 900B has variable feed speed which allows the user to control the speed of the panel passing through the machine. The belt sanding unit is inverter controlled, allowing the user to not only control the cutting speed of the abrasive belt, but also the direction that the abrasive belt is introduced to the panel being sanded.

What does this mean?

In an industry where the finished product requires consistency, there is a multitude of ways to get there and different finishing companies implement different processes. Consider a paint shop undercoating with two coats of polyester and another applying three coats of polyurethane. Not to mention the



differing styles of applying the coating. With the ability to control the panel feed speed in conjunction with the direction and cutting speed of the abrasive belt, the Holytek 900B has the flexibility to adapt to any paint shop.

Holytek 900B wide belt sanders feature 900mm working width; oversized inverter driven motor; powered positioning of the worktable with digital readout; soft rubber roller for fine finishing; air-jet cleaners on the belt; and soft brushing roller on out feed. SCM Group Australia has finishing solutions to suit any level of production volume.

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Blum's new onyx black hinge

- a new opportunity to stand out

Blum has responded to the growing demand for elegant looking fittings for furniture with the release of the new Clip top Blumotion in onyx black. Supporting the trend towards darker furniture, the onyx black hinge variant integrates harmoniously into darker cabinets creating new design possibilities.

Complementing Blum's range of Clip top Blumotion hinges, the addition of the new onyx black hinge to the product range supports the ever-increasing demands in terms of style and design for high quality furniture.

The trend of darker cabinetry in kitchens and furniture throughout the home embodies elegance. Clip top Blumotion in onyx black provides the opportunity for differentiation and a unique selling point for darker coloured furniture. The darker colour variant makes it possible for a uniform colour consistency between the exterior and interior of the cabinet; creating greater design freedom and new design possibilities.

Clip top Blumotion in onyx black features the same characteristics of the proven Clip top Blumotion quality with Blumotion soft-close seamlessly integrated into the hinge boss providing silent and effortless closing. Ensuring a high quality of motion for the lifetime of the furniture, the Blumotion soft-close feature can be deactivated for smaller or lighter doors providing silent and effortless closing regardless of the door weight, size or the force with which they are closed. Consistent with the manufacturing of Clip top Blumotion, the assembly, installation, adjustment and removal of Clip top Blumotion in onyx black offers simple, tool-free assembly and 3-dimensional adjustment delivering precise gap alignment.

Common hinge types such as Clip top Blumotion in 110° design, Clip top 155° zero protrusion hinge, hinges for profile/thick door and blind corner applications and hinges for 45° angle are now available in onyx black. To support handle-less furniture designs Clip top in onyx black will be available to use with Tip-On mechanical opening support system.

For the ultimate design in elegance Clip top Blumotion in onyx black can be combined with Legrabox in Terra black matt, allowing customers to implement design concepts in darker shades or introduce dark contrast to lighter coloured cabinets throughout the home.

Kylie Peterson, national marketing manager Blum Australia explains "With an increased consideration of the inside of



Photos by Blum

cabinetry when it comes to furniture aesthetics and the expanding design options provided with our Tandembox and Legrabox colour range for drawers and pull-outs, the introduction of Clip top Blumotion in onyx black extends the solutions available for the design conscious".

BLUM AUSTRALIA
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Clip top Blumotion in onyx black integrates harmoniously into darker cabinets and supports the trend of darker cabinetry.

Cabinetmaker part of the culture of the Northern Beaches

Located along the north eastern seaboard of Sydney, the Northern Beaches is considered to be a special part of the planet by those who live there and enjoy the area's spectacular beaches and sophisticated lifestyle. Northern Beaches devotees barrack for the Manly Sea Eagles - the rest of Sydney hates them! Northern Beaches residents tell you they are the chosen ones and that they wouldn't live anywhere else.

Echoing some of these sentiments - I really don't work outside the Northern Beaches unless a client has a property somewhere else in Sydney - is Dee Why cabinetmaker Jiri Albrecht. A smart, articulate Czech national Jiri has a real passion for the Northern Beaches and his clients. "I am proud of the services we provide for our up-market Northern Beaches clients. We are able to offer them great design, service, quality and reliability."

Although Jiri's business has a boutique feel, he and his small team of designers, cabinetmakers and installers are busy.

"Yes we do have a significant focus on kitchens - we do ten a week - but we are also able to offer complete home fit outs, including, if required, pieces of stand-alone furniture."

Jiri started his business in 2006 and presently operates from a compact functional factory with a modern CNC router, panel saw and other machinery and equipment. He acquired a Format 4 edgebander from Felder that was commissioned in February 2017. Jiri says the business is working towards relocating to larger premises "within two years" to have the extra space to be able to diversify their ability to service their loyal clients.

Jiri says his business on the Northern Beaches is buoyant. "We are able to concentrate almost exclusively on high end, custom projects. We just don't advertise - the bulk of our work comes from word of mouth referrals. Neighbours tell neighbours who tell neighbours and so on."

The real strength of Jiri's business is that they will do just about

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shoes to display.



Jiri Albrecht ... with a significant focus on kitchens, but also able to offer complete home fit outs, including pieces of stand-alone furniture.



anything by way of cabinetmaking and joinery. From small things like cutlery drawers, right through to complex kitchens and home and commercial fit outs. Jiri and his team have completed the entire fit out of four kindergartens.

"We believe in positively assisting our clients through every step they make before deciding on the design and fitting out of their new kitchen, or other fit out in their home. So from hideaway storage solutions that make clever use of space, to small details that make a big difference."

Jiri is particularly enthusiastic about his new Format 4 tempora model edgebander. "For us this represented a significant investment, so we looked carefully at a range of edgebanders before settling on the Format 4."

"We think it is the best value for money, with some features other edgebanders don't have. It does completely seamless quality edgebanding and really suits our diversity of work. The heavy machine chassis guarantees absolute stability even when running at maximum speed."

Managing director of Felder, Stefan Kremer says the Format 4 tempora model is ideal for Jiri's diverse and quality-focus business. "The Austrian manufactured new Format 4 tempora is characterised by outstanding quality and precision.

"The machine concept has been developed recognising that time and costs are vital issues for modern, competitive cabinetmaking and joinery businesses. Processing edges needs to be as quick, easy and efficient as possible. To achieve this, the tempora model combines the key characteristics of speed, productivity, flexibility and user comfort in a complete package."

Stefan say the Format 4 tempora edgebander can be readily configured to meet individual company requirements. The machine produces constantly high performance in industrial continuous operations, and offers several variations of specification packages with high-tech solutions.

So with his new Format 4 edgebander, Jiri Albrecht and his cabinetmaking business are now firmly established as part of the Northern Beaches culture.



Tomas Satko with Jiri Albrecht ... believe their Format 4 tempora edgebander is the best value for money, with some features other edgebanders don't have.

A Jiri Albrecht designed, manufactured and installed kitchen. "We believe in positively assisting our clients through every step they make before deciding on the design and fitting out of their new kitchen."

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Vale - Brett Deller

**From Bruce Evans and the staff of
Leda Machinery**

The sudden death of Brett Deller at his Adelaide home on Sunday 23 July has been a severe shock to his family, friends, work colleagues and the whole South Australian cabinet industry. As head technician of Leda Machinery, Brett was extremely popular with many customers due to his outstanding skill and knowledge. He could solve any problem on any type of woodworking machine and his customer satisfaction level was second to none. Brett's bright personality, his wicked wit and his never-ending repertoire of politically incorrect jokes will be sadly missed by our whole industry.

Beginning his working life as an apprentice fitter and turner gave Brett a good grounding in engineering and he was an expert in pneumatics, hydraulics and electrical controls. In his early twenties, Brett worked at Acme Saws and Machines and learned about woodworking machinery. He soon became an expert technician and has stayed in the industry ever since, a span of over 30 years.

A regular at AWISA exhibitions over the years, Brett was the first on the stand each morning and usually the last to leave each evening, such was his dedication to make sure every machine was fine tuned to perform at its best. Brett has left a large legacy in our industry with the hundreds of machines he prepared, delivered and installed.

He will be greatly missed. A loveable larrikin taken too soon. ■

Woodtron's operator friendly Advance Auto

The Woodtron Advance Auto is a fully automatic nesting cell, which has simultaneous loading and unloading of panels. This makes it extremely operator friendly as it eliminates the task of manually loading panels. This machine is perfect for companies that require high production and reliability.

From the heat treated, fully welded, thick steel frame for stability and rigidity, to the highest quality international components for long term consistency, the Woodtron Advance Auto is in a league of its own. This CNC has customisable table sizes, automatic panel alignment, and the Advance Auto also has the ability to add touch screen or fully automatic labelling to streamline the production process.

The Advance Auto is equipped with a remote log on module that allows a Woodtron technician to access, diagnose

and even drive the machine in real time. Both the technician and the machine operator can see the same screen simultaneously, giving the ability to not only diagnose any issues, but also answer any questions the machine operator may have. This allows for almost instantaneous support, significantly reducing down time of the machine.

Woodtron designs and manufactures all of its machines so users can rest assured knowing the company's specialist technicians have a true understanding of all the machines they sell. Woodtron prides itself on delivering the very best service as it strives to partner with its customers to achieve long-term goals.

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Italian passion on display at Biesse Inside

Biesse's 2017 in-house event was an annual highlight for the machinery and related support industry. Live and fully interactive Biesse Inside, Sydney, took place at the company's conveniently located Sydney showroom.

Chief executive officer for Oceania, Luke Tenaglia, summed up Biesse Inside, Sydney, as: "a celebration of the latest Biesse and Intermac cutting edge technology and software to support cabinet making and related business activity, including innovative tooling for wood, stone and glass."

Officially opening Biesse Inside, Rick Colless the parliamentary secretary for natural resources and Western NSW, and chairman of the NSW Forest Industries Taskforce confirmed that the NSW government was enthusiastic about the further potential development of the forest and timber sector.

"It is critically important to the economic and social welfare of much of regional New South Wales, and certainly the contribution that Biesse makes in that regard is warmly acknowledged and appreciated."

Also speaking at the official opening, Arturo Arcano, consul general consulate from the Italian embassy said Biesse was a celebration of Italian imagination, design flare, technological innovation and manufacturing excellence.

"We are all very proud to say that Biesse is an Italian national success story. The Biesse Group is known as a worldwide leader in machine technology for processing wood, plastic,

glass, stone and metal. Today the company is a leading international supplier of a broad spectrum of manufacturing machinery and technology."

"I can say unequivocally that Biesse is a very important member of the Italian family here in Australia. We are very pleased that they have a flagship role in representing Italy, and the contribution they make to the mutually beneficial relationship between our two countries is very welcome," he said.

In her address at the official opening Antonietta Baccarani, director of the Italian trade commission said she believed the leading design and manufacturing performance of Biesse was a further testament to the renowned cutting edge design, and manufacturing talents for which Italy is internationally known.

"In Biesse's case from quite humble beginnings in 1969 to now in the top echelon of increasingly automated wood, metal, glass and stone manufacturing – it is an impressive story."

"As with many things Italian, the Biesse success story has been driven by Italian passion, outstanding design and leading European manufacturing excellence," she said.

Biesse Inside, Sydney, also showcased a range of industry partners providing a great opportunity for business networking, and provided renowned Italian hospitality and entertainment that is now firmly established as part of the Biesse culture. Luke Tenaglia said that the live demonstrations of machinery

Officially opening Biesse Inside, Sydney, are (l-r) Arturo Arcano, consul general consulate, Italian embassy; Luke Tenaglia, chief executive officer; Hon Rick Colless MLC, parliamentary secretary for natural resources and Western NSW, and chairman of the NSW Forest Industries Taskforce, and Antonietta Baccarani, director, Italian trade commission.



Biesse's in-house Biesse Inside, Sydney, trade event fills a critical gap between the larger trade exhibitions.

and operating systems at Biesse Inside, Sydney, again reinforced Biesse's well-and-truly established credentials as the market leader in Australia and New Zealand.

"Biesse Inside, Sydney, was a great opportunity to be much more intimate and personal that is possible at large trade shows, and again provided a great opportunity for cabinet makers and joiners to get up-close and personal with the latest machinery from the country's industry leader," he said.

"Not only did we have an impressive, select range of new leading-edge machines at Biesse Inside, Sydney, but engineers, technicians and company executives from across Australia, New Zealand and Italy on hand to assist customers and guests."

On display and running live at Biesse Inside, Sydney, were over a hundred tonnes of machinery, including amazing five axis Rover B CNC routers, the Winstore automated gantry storage solution system and the Viet sander range.

There were also plenty of other machines, system and software of stand-out interest, such as the Stream A AFS, Rover S, the new Selco WN2, EKO 2.2 and the latest advanced materials machine Rover Plast J.

Biesse Inside also reflected the recent enormous interest in glass and stone cutting with a dedicated line of glass and stone machines operating live. The Donatoni Jet 625 bridge saw, with five interpolated axes for cutting slabs of natural

and artificial stone and a disk head swivelling through 365 degrees attracted strong interest. The Donatoni bridge saw range is proving to be the perfect machine for producing stone products used in residential kitchen cabinet making applications. Of course all fine finishing and detail is created using the Master 33.

Luke said he considers Biesse and Intermac to have a real point-of-difference with other machinery manufacturers. "Biesse is the technology-driven industry leader in terms of new machinery development. We take pride in our technical innovations and leading industry knowledge."

"At Biesse Inside, Sydney, we were able to demonstrate to guests new concepts and operating systems that could be implemented in their own business practices. Our products are capable of lifting productivity, increasing flexibility, containing labour costs and improving cost effectiveness."

Luke added that Biesse Inside fills a critical gap between the larger trade exhibitions like AWISA. "So we are pleased to be able to fill a particular need for our NSW customers and guests."

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Biesse Inside, Sydney, demonstrated that Biesse and Intermac have a real point-of-difference compared with other machinery manufacturers.



Biesse Inside, Sydney, again reinforced Biesse's well and truly established credentials as a market leader in Australia and New Zealand.



Cehisa's Duomelt glue pot, edgebander's greatest asset

One of Europe's leading edgebander specialists, Cehisa, has engineered a new glue pot system. The Duomelt glue pot system has been designed to step up productivity and flexibility, improve quality of edged boards, and most importantly, save businesses time and money.

The primary objective of the new glue pot is to allow the draining of residual glue in under 5 minutes. As those who have experienced cleaning and switching between glue types or colours can testify, this is extremely welcome.

Consider the scenario when one switches between EVA and PUR glue, both of which the glue pot can now support, the Duomelt allows EVA adhesive to be quickly and easily removed before the PUR granules are added. The hassle and time required is now just a fraction of previous technologies.

As PUR and EVA performs best at different temperatures, the Duomelt system is designed to be directly controlled from the on-board touch screen with easy to understand temperature mapping to precisely tweak the glue temperature for optimal adhesion.

Machined from a single block of aluminium, the chamber internals of the Duomelt has been designed under strict guidelines of fluid dynamics to ensure the design is free of dead zones and sharp corners that might inhibit glue flow. Combined with the carefully considered slope of the tank, the gluepot is designed to maximize cleaning ability and consistency of glue delivery.

Thermodynamic considerations were also made during the conception of the Duomelt pot through the use of efficient heat transmitting materials in construction and improved sealing

of the glue tank, which in turn translates to minimised moisture absorption for increasing the usable lifespan of PUR glue. Finally, all components in contact with glue are given the Teflon treatment to further ensure better glue delivery and draining.

With the conclusive advantages of the Duomelt glue pot, Cehisa has outfitted nearly all model of its new line-up to include it. To see one in action and get some helpful information on the units, contact the Cehisa's Australian distributor - Altendorf Asia Pacific.

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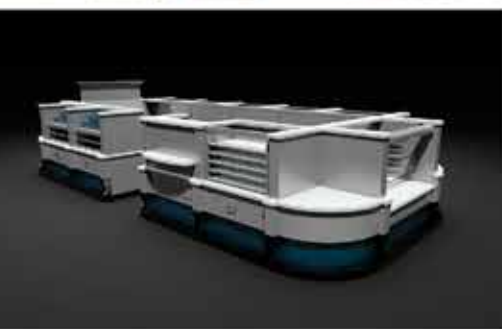


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by Anton Gerner
Anton Gerner Furniture

Is the new Altendorf worth it?

IN 2016, after owning an Altendorf F92T panel saw since 2001, I decided it was time for an upgrade. Not that there was anything wrong with my old saw, but rather that my work making bespoke furniture had reached a stage where I was finding the manual adjustments on the F92T were just taking up too much time. I needed a CNC fence, the ability to store programmed settings and 0.1mm adjustability for fine-tuning cuts. I visited AWISA in Melbourne and had a look at various saws on the market, but the build quality of the Altendorf stood out and I was already used to their back up service and reliability. I decided to purchase an Altendorf F45 Pro3L - a model that has a CNC rip fence, tilt and blade height and manual digital read out on the crosscut fence. As I work in a small workshop I ordered one with a shorter than normal 3.2m table.

In the almost one year that I have had my machine, the accuracy has been very reliable and the saw still cuts square from the first day it was set. I haven't adjusted it once. Day in and day out I have found my F45 to perform as expected and more.

I knew this saw would save me time, but I actually underestimated how much time would be saved by not having to manually move and set the rip fence like I used to on the F92T. The control panel is positioned at a comfortable height and it operates the rip fence, blade height, tilt angle and scoring unit adjustments.

In my work I do a lot of rebates and slots, so I now have standard programs set for these for rip fence position and

blade height. This function also saves me time; however, the real benefit is the repeatability. I can use a set program, then change to cut another panel to size, do something else and then go back to the program and the settings are identical. This is even more of a time saver when several people are using the saw.

I joint a lot of solid timber table tops on my saw and have found the Altendorf sliding table does this very accurately and with ease. I have found the 5.5 kW motor to have more than enough power for all tasks and the joints achieved off the sliding table are invisible and far better than what can be achieved with a jointer. The cut surface also makes an excellent gluing surface.

Although the F45 can take up to a 450mm blade, I normally use a 300 or 350mm blade for my work, mainly out of habit.

The F45 comes with a Rapido scoring unit, which is very easy to adjust and set up in a matter of minutes. The Rapido adjusts the width of the scoring kerf with a hex key, rather than with shims.

I like the interchangeable dust hoods that come standard, with the wider one for tilting the blade up to 45°. These work well, from both a safety and dust collection point of view.

One other small feature I like about the F45 is the choice of paint colour. I really like the gray and black combination and think it's a nice change from the usual woodworking machine green.

Calibration for blade height and kerf width when changing blades is very easy via the control panel. A few test cuts and some accurate measuring is all it takes.

The battery powered Digit-L readout on the crosscut fence has been both accurate and reliable. The Digit-L comes with 2 rechargeable batteries and I have found battery life to be around 3 months per charge.

Instruction books don't often get mentioned in reviews, but I think the Altendorf one is worth mentioning. The instruction book that comes with the machine is both comprehensive and easy to follow. Good diagrams and photos make it easy to understand and I have referred to it several times so far.

There is only one thing I can criticise and that I'm not happy with on the whole saw. It's the dust extraction. I have a serious

Anton Gerner with
his new Altendorf F45
Pro3L panel saw.



dust extractor and still find the dust extraction on this saw isn't great. My previous Altendorf made the same amount of dust and its extraction was way better. My theory is the extraction hose port is too far from the blade and there is too much space in the dust hood that surrounds the blade. I've made a slight modification to mine, by adding a bent plywood ramp that curves around the blade and directs the dust down to the extraction hose. This I have found has greatly improves things.

I believe the Altendorf F45 offers very good value for money, as the build quality and accuracy is so good that it will easily pay for itself over time. In all honesty, I can say I am a very happy Altendorf customer and can't imagine using any other panel saw. ■

The motor system at the heart of the Altendorf F45 Pro3L.



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Software, the unsung hero



Gone are the days where any business could afford to be without the right CAD/CAM software. Increasingly, the Australian market will need to use technology as a competitive edge over low-cost manufacturing countries. The ability to apply advanced technology to manufacture better, faster, and smarter will set the industry apart and lead to businesses that are able to secure their place in the market and remain sustainable.

Much is made of the price of software, but it is actually one of the most cost-effective investments that can be made in automating a business. Software represents only a fraction of the cost of machinery, yet the machinery is useless without it. A fully automated business is totally dependent on software for production. Saving money by purchasing the cheapest software can be a false economy that could cost a business dearly in the long run.

While price always factors into any business decision, a better approach is to look at the features that are needed and work backward. Every software solution is different, which can result in the decision-making process to find the right software being both confusing and time consuming. Trying to compare software on price alone is not enough. The best value software is the solution that caters for 100% of business needs, and removes the maximum number of manual processes. The more expensive product may in fact represent better value for money. The right software will provide the productivity gains that will repay an initial investment many times over.

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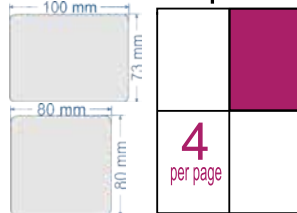
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Largest compact double bin solution with soft close runners

The Hideaway Compact 2 x 40L bin has been a proven winner with 80 litre storage capacity fitting into a 450mm cabinet. Now that it has been upgraded along with the rest of the Hideaway Compact bin range, it's easy to offer a larger bin that is reliable and has a smooth closing action, making it the ideal waste and recycling solution for family kitchens.

The core of the Hideaway Compact bin upgrade is the new 45kg soft close over extension runners, which give an extremely smooth closing action. While adding the new soft close feature, functionality has not been compromised. Like all Hideaway bins, the Compact bin range maintains the ability for the runners to fully over-extend, allowing easy removal of the back bucket independent of the front bucket when mounted at benchtop height.

Two other features have also been added to make installation easier. The new runners feature a press release disconnect device for easy installation and cleaning of the bins. To allow easier refinement of the bin installation, the door mounting bracket now has 6-way adjustment with the ability to adjust the tilt of the door panel.

In addition to the soft-close runners, the 40 litre range also has a patented air vent system to maximise bag volume. Four U-shaped air vents have been designed into the lip of the bucket, which allows trapped air to escape, as the bag is pushed into the bucket cavity. This unique, patented design will eliminate the frustration of trapped air restricting the liner.

The Hideaway Compact 2 x 40L bin is available in 2 models – the KC240SCD door pull model, and the KC240SCH handle pull model for use behind hinge doors. Hideaway Bins are available exclusively through distribution partners, Nover, Hafele and Galvin's Hardware.

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Hideaway Compact 2 x 40L bin, top mounted with door pull and handle pull installation options.

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Figure based on a case study of Capital Veneering, ACT.

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Made-in-Italy technology helps major Chinese furniture manufacturer



The new Zhong Zhi Xin plant was inaugurated in late October in Luo'An, Province of Anhui, China. Zhong Zhi Xin is an important Chinese furniture manufacturer, for which SCM has provided project consulting and all technologies for woodworking, all part of a great project with a total value of 4.6 million euro.

Zhong Zhi Xin is a leading company in the Chinese market. It specialises in "European Style" furniture production, known for its major use of material such as solid wood and veneers. Founded in the 1990s, the company produces living room and bedroom furniture, as well as sofa beds, exclusively for the domestic market, and distributed through a network of 800 authorised dealers. It currently employs some 3,000 workers and in 2015 earned total revenues of around 68 million euro (about 512 million RMB). In 2015 as a part of a major modernisation project strongly backed by the local government, Zhong Zhi Xin acquired a plot of land of more than 1 million square metres within an industrial park in Luo'An, in the Anhui province. The project involves the construction of a complete production line dedicated to manufacturing "typical" solid wood furniture and, at the same time a diversification line dedicated to producing a range of panel based furniture. The new plant is only the first step in a high investment project

which includes a second step by the end of 2017 with additional machinery for processing panel based furniture.

The involvement of SCM began with the development of an important technical consulting project, a service offered by SCM's Engineering Division. It did focus on diversifying the product range, including panel-based furniture, and on modernising the machinery used for traditional solid wood products. This was followed by SCM providing all the production equipment for the new Zhong Zhi Xin plant: 14 machines for panel processing, 10 for solid wood processing and 3 painting lines. The production line will help the company increase its production output and improve and stabilise the quality of its finished furniture products.

These important commercial ties are evidence of SCM Group's leadership position in the Chinese market, where it has been operating since 2004 through its Chinese headquarters, logistic and production centre located in Shenzhen and employing 65 workers. Thanks to its extensive know-how and wide range of solutions, the Group can provide technological answers to machining wood and other materials not only for large industrial corporations but for small and medium sized companies as well. Technologically advanced solutions that

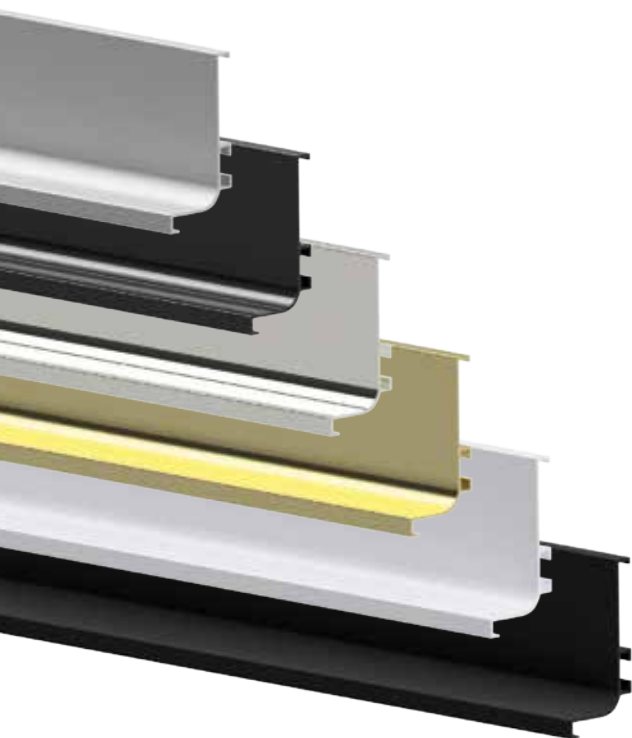
represent industrial Made-in-Italy excellence. In addition to the Shenzhen offices and plant, SCM has showrooms and sales offices in Shunde, near Guangzhou and Beijing, which help cover the entire territory of this vast country.

"SCM represents Italian excellence for the Chinese market; we are recognised throughout the country as a company that offers top of the range yet highly competitive technologies," says Marco Rampichini, SCM Group regional manager APAC. "An established position thanks also to the extraordinary success we have achieved in 2016, with a 20% growth compared to 2015. We are the leading suppliers of CNC machining centres, edgebanders, in particular with Stefani products for which China is the main export market - as well as door and window production machinery. Our extensive know-how and range of solutions, accompanied by our proven reliability, make us the perfect industrial partner when it comes to building highly productive and flexible integrated lines, ideal for fulfilling the needs of the Chinese market in light of the rising cost of labour."

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Hera presents creative new developments



Dynamic white LED for softly changing lighting moods

When it comes to creating LED lighting, comfort is becoming an increasingly important factor in modern lighting design. Lighting solutions which offer both outstanding energy efficiency and the option of being able to dynamically adjust a light's brightness and warmth to suit individual requirements and moods are in high demand. Hera has embraced this trend and has yet again demonstrated its proven ability to innovate with its Dynamic LED tape and Dynamic FR 68-LED products.

The Dynamic LED tape is the most recent product development from the popular Hera LED linear range. Its special feature is state-of-the-art LED lighting technology, delivering dynamically adjustable and dimmable light colour. Depending on the application required, the luminaire's colour temperature in the white colour range can be individually adjusted from warm white (2700 Kelvin) to cool white (5000 Kelvin). This allows the room ambience to be adjusted to suit individual requirements, applications and moods - whether as part of decorative furniture lighting at home or for the sophisticated illumination of showcases, counters and customised architectural solutions in the shopfitting area.

The Dynamic LED tape is available in a 5 metre roll with a maximum of 1470lm/m

(100lmW) LEDs. A continuous strip of five metres maximum per connecting cable at 72W. The luminaire can also be shortened every 50mm at marked places to customise it to clients' needs.

A light output of 80 lumens per watt and an average lifespan of 30,000 hours ensure low energy consumption and maintenance costs and complete the Dynamic LED tapes lighting expertise.

Dynamic FR 68-LED - outstanding performance in compact format

Hera has also launched the Dynamic FR 68-LED model - a new ultra-slim recessed luminaire. Its round design and an extremely shallow recess depth of 11 mm combine space-saving design with the features of state-of-the-art and easy-to-use lighting technology. The core component of the Dynamic FR-68-LED is 2 x 36 x 111 mW high-performance light emitting diodes which provide impressive lighting effects - individual light spots merge together with a frosted luminous window into a uniform surface with no visible hot spots. Low-contrast and glare-free light creates a gentle lighting mood which meets the highest demands in general and accent lighting. When it comes to creating individual lighting scenarios, the Dynamic FR-68 LED stands out as a result of adjustable white colour temperatures ranging from warm white (2700 Kelvin) and cool white (5000 Kelvin). Other positive aspects are the incredible LED light output of 100

lumens per watt and excellent colour rendering properties of >85 Ra. The Dynamic FR 68 LED recessed luminaire is available in two housing colours - matt chrome and stainless-steel look.

All Dynamic products (Dynamic LED tape and Dynamic FR68 LED) are connected using Hera's modified modular controller system. This requires a standard Hera LED DC 24 V transformer, which, depending on requirements, generates up to 75 watts of electrical power, along with a ready-to-use LED 24 V dynamic controller, including an easy-to-operate radio remote-control or Wi-Fi control options.

Thanks to its new modular design, the entire controller system is ideal for any new installation or subsequent addition of a new system. This makes it easy to assemble Hera's LED DC 24 V transformer and various LED 24 V controllers - used for dimming luminaires or individually controlling the colour temperature. It can also be used with the complete Hera 24 V technology range.

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Save the date, win a Milan trip

The Furnishing Industry Association of Australia Ltd (FIAA) will be hosting an Industry Awards event on 22 September at the Maritime Museum, Darling Harbour, Sydney. Major awards on the night will be Design of the Year 2017 and Outstanding Achievement of the Year 2017 to acknowledge design and people excellence in the industry.

In the kitchen category there are four groups, and 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 FIAA welcomes members and non-members to attend the Awards Dinner that includes dinner, drinks and entertainment.

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Advanced design in waste bins

Exclusive to Wilson & Bradley, Sige Waste Bin Solutions feature an advanced product design that seamlessly blends both style and function to deliver a product offer that suits a variety of spaces.

Wilson & Bradley now offers a range of Sige pull-out waste bins, under sink bins and under sink drawer units in Orion grey.

Made in Italy, Sige Waste Bin Solutions are smooth-engineered: from whisper-quiet close mechanisms to a seamless, easy fitting process. The Sige Waste Bin offer is easy to install with a simple front adjustment that helps reduce on installation time.

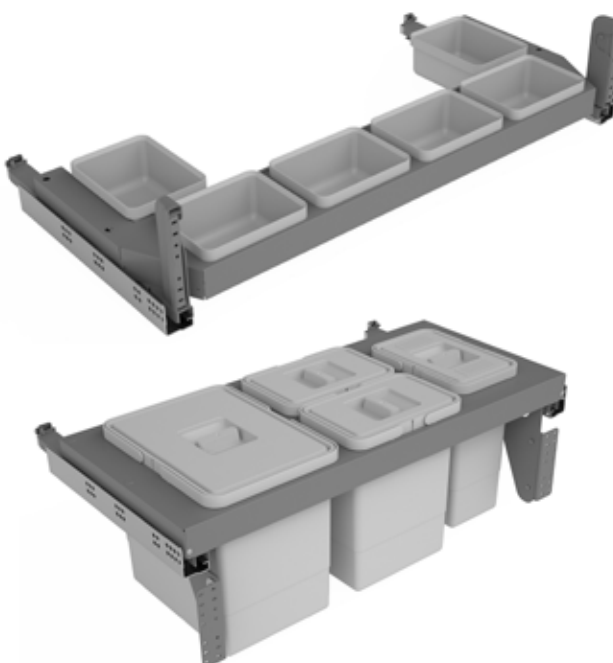
Wilson & Bradley's exclusively designed Sige Waste Bin Solutions also offer a range of under sink waste bins which integrate the elite runner system created to meet the highest expectations by Blum.

Developed with soft close runners, these units are available in a variety of buckets sizes and suit a wide range of cabinets. The range also now includes an under-sink bin unit that perfectly fits around sink pipes to make use of every corner of the kitchen.

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AirTec edgebanding: “The finish speaks for itself”

With a backbone of 20 years Custom Benchtops & Joinery (CBJ) has rapidly grown from a small, local business to a well recognised company throughout Western Australia. Its manufacturing plant in the Perth suburb Wangara is equipped with modern machinery which helps in providing top quality products. The latest investment includes an Ambition 1440 airTec edgebander from Homag.

Managing director Carlo Hormozi decided to go with hot air technology due to the high-quality finish he can now achieve. “The finish speaks for itself. With airTec it’s even better especially for gloss doors”, he says. Anyone working with a lot of white gloss and having the demand in achieving seamless edges would be the ideal customer for hot air edgebanders, especially, businesses wanting to stand out as a manufacturer of quality kitchens and furniture.

a clear focus on service

At CBJ they pride themselves in servicing not only tradespeople, cabinet makers and builders, but also the general public and DIY enthusiasts. CBJ is the one stop benchtop shop for many benchtop solutions including laminate, solid timber, solid surface and stone benchtops.

Carlo was looking into a reliable and quality edgebander. Before he invested in a Homag, he saw the machine running and had checked the quality of the finished edge. “Homag is the best. The finish, its user-friendly operation and the great service in Perth”, he explains his decision to team up with the German machinery supplier. “Thanks to the speed, our productivity has improved. You just put in the panel at one end and take it out at the other end. That’s it. No further cleaning required.”

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



Managing Director Carlo Hormozi decided to go with hot air technology due to the high-quality finish “With airTec it’s even better especially for gloss doors”, he says.

airTec unit is not needed, it can be easily switched off. The way the airTec reactivation unit is installed makes it possible to either work with the standard glue application unit or with the airTec system, and therefore is highly flexible due to the specific requirements.

Carlo would have preferred a return system for even more output but he doesn’t have enough factory space at this stage.” Currently, he is looking at a new factory at three times the size.

CBJ entered the market with flat pack kitchens – and the demand has been very good so far. Their main focus is to ensure that WA gets the most cost effective cabinetry. CBJ has a history for supplying laminate benchtops at wholesale prices to builders, trades, general public and DIY. This eliminates the middle man which the customer will receive the benefits from. “I am confident that flat packing for small businesses will increase”, Carlo predicts.

The beginnings go back to year 1994 when Carlo partnered up with his uncle in Ingleburn in NSW where he became involved in benchtops production. A cabinetmaker by trade, Carlo decided to move from Sydney to Perth to found his

company. Within 4 years, he grew the company to 8 staff. "Automation leads to a replacement of labour", he says. "People do make mistakes. By using hi-tech machinery you achieve more precision. This is true, to give an example, for automatic label printing on a CNC where the labels are always on the right place." He already owns a CNC machine and is now looking into a second one with auto labelling, load and unload to keep up with the demand.

Looking into the future, Carlo has a clear idea where the business should go. "I want to grow the business and in order to achieve this, I put clear focus on service. This is our point of difference. We all manufacture the same thing and use the

same material and boards but at the end of the day, if you don't meet your deadlines, you won't get a happy customer."

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Anyone working with a lot of white gloss and having the demand in achieving seamless edges would be the ideal customer for hot air edgebanders.

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Australian Woodworking Industry Suppliers Association Limited

AWISA The Association



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

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

AWISA The Exhibition



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

The next AWISA exhibition will take place in Sydney from 4 - 7 July 2018 at ICC Sydney, Darling Harbour, Sydney. For more information visit 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.

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Kitchen Planning & Design Guide

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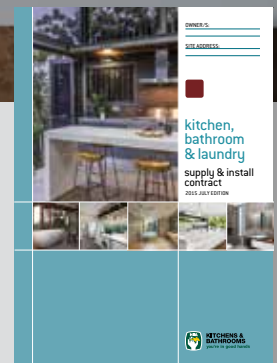
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