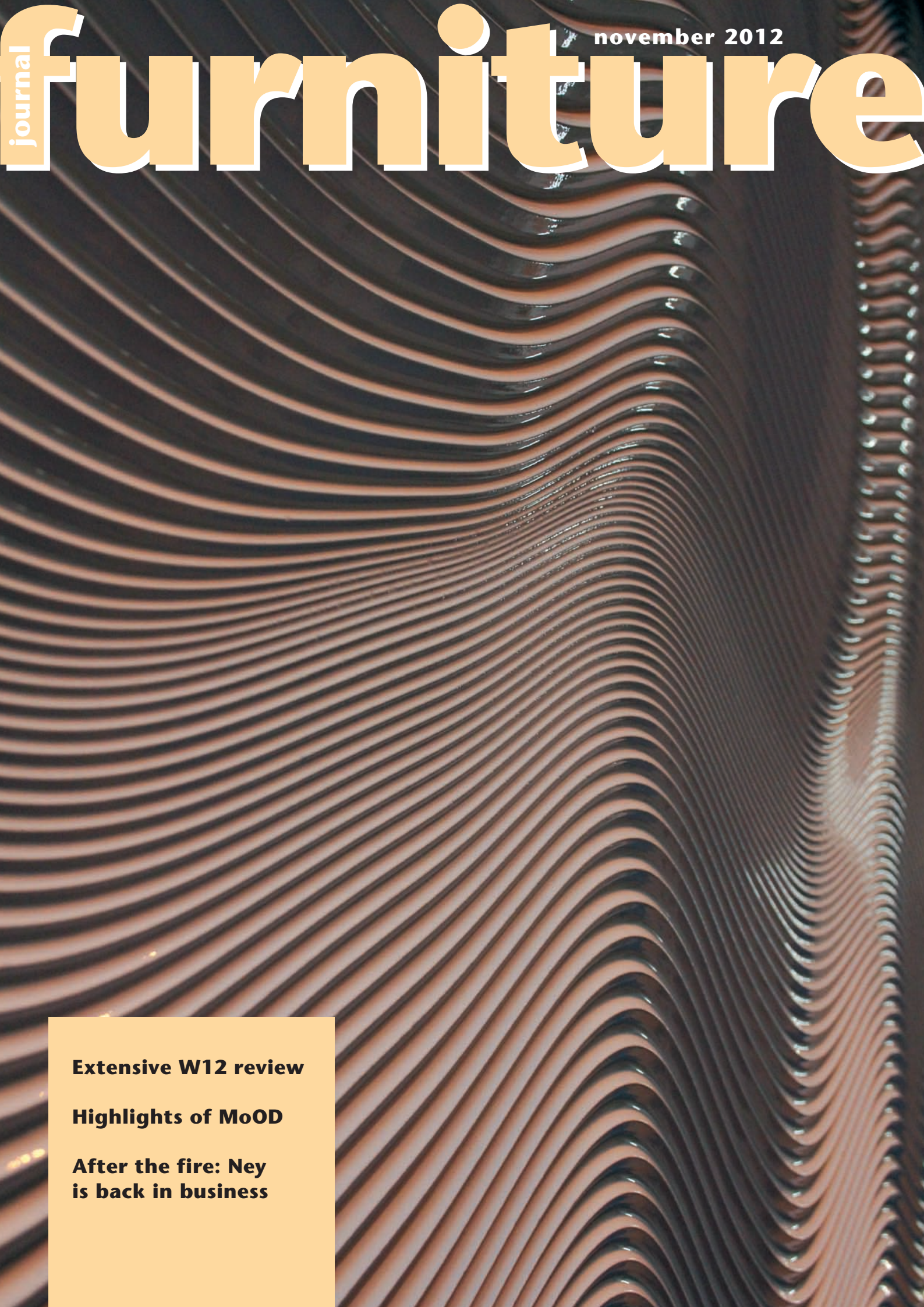




journal **furniture**

november 2012

Extensive W12 review

Highlights of MoOD

**After the fire: Ney
is back in business**

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november 2012



cover photo

Caspian from Impressions® range by Muraspec, as shown on the INpress stand at W12. More on page 28.

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contents

2 BUSINESS NEWS

3 CONGRATULATIONS DP!

Official recognition for an incredible achievement and great courage to Decorative Panels Group from George Osborne.

5 UP BEAT AND ON A ROLL

Its 30th anniversary year has been more of a triumph over adversity than a celebration after Ney bounced back to near full capacity.

8 IN THE MoOD

It may have been a very different MoOD to previous years but the organisers are confident the show delivered for exhibitors.

11 SUPERB SOLINO

Handicraft inspired PVC fabrics make their Belgian debuts on the Hornschuch stand at MoOD.

12 E-LECTRA-FYING

Genius from the visionary integrated technology specialist, Lectra, is set to bring real benefits to the upholstery sector.

14 QUALITY TO DEPEND ON

There's no need to compromise on quality with hinges, slides and lifts from Samet.

16 PRODUCT SHOWCASE

Best new products for the furniture industry.

17 INNOVATIVE INNOSTOR PLUS FROM ECF

Innostor Plus is the latest range of incabinet kitchen storage solutions exclusive to ECF.

19 SIMPLE SOLUTIONS ARE THE ORDER OF THE DAY

BAAbsolutely Fabulous from BA.

20 tesa HAS IT TAPED

Looking for a discreet solution which will bond heavyweight materials like glass to mdf or other substrates? Take a look at tesa® ACXplus.

22 IMAGINATION KNOWS NO LIMITS

FunderMax enables designers to unleash creative design possibilities across a wide spectrum of furniture and interior projects.

24 THE BEST OF W12

There were so many new machines and products that W12 felt like a much bigger exhibition than it was.

26 ULTIMATE TEXTURE

Add texture smoothly to solid timbers or veneers with Boere's new Select X-Line brush texturing machine.

28 ON-TREND MURASPEC

28 years of technical know-how went into the designer panels on the INpress stand at W12.

29 COJET DEBUTS

A real star at W12, the Cojet 2612 made its debut on the RW stand.

30 RW'S W12

33 CONTOURS MADE EASY

RW had the perfect solution to contour edgebanding on its stand at W12: the Vector.

34 MAKAK MAKES ITS MARK

What sets Maka apart is the very different approach it takes to solving seemingly complex problems simply.

36 QUALIFY WITH QUALITY

Over the next 20 years, Mawera expertise will help BeModern recoup the cost of its new boiler plant through the RHI.

39 FABULOUS FELDER AT W12

40 NEW AT OSTERMANN

Designer woodworm makes its mark on the Ostermann stand along with Supermat edgebands and a brand new catalogue.

41 STYLE AT W12

Inspired designs from LG make their debuts on the W12 stand of David Clouting Ltd.

42 DÖLLKEN ON SHOW

Discover designer edges with Digital Edge from Döllken, or choose an edge from a stock range of more than 2,000 items.

43 RAISING THE BAR

Stabilus at W12.

44 "COULD IT GET ANY BETTER?"

That was the tweet from first time exhibitors Curvomatic – reflecting the mood throughout Working with Wood and Working with Design.

IBC MACHINE SHOP



Get it All from ECF

The new 2012/13 Component Portfolio from ECF is packed with furniture components and accessories - and includes over 250 new lines. Additions include a new - exclusive to ECF - Innostor Plus range of incabinet storage products, four new additions to the waste bin offer, and new ceramic and granite composite sinks and new taps from Caple. There's also a large range of Sensio lighting products, making ECF one of the largest stockists in the UK.

Blum products now include Servo-Drive for Aventos and the new Movento system with its 4 dimensional adjustment features. Many more new products including handles, bedroom storage, Blum Tip-On for doors and drawers and other essential furniture components and accessories to make this the most comprehensive product portfolio from ECF to date. For your copy, call **01664 424288**, email **components@ecf.co**, or visit **www.ecf.co**

New Man at Masons

Martin Thurley has been appointed Head of Operations at Masons Timber Products. He brings over 20 years of senior management experience in the joinery and timber sector to the job.

His role is to lead the company forward and he takes responsibility for all production, purchasing and logistics processes including quality, health and safety and environmental management. He is extremely well qualified with accreditation in ISO Environmental and Quality Management, Health and Safety and is a Lloyds registered internal quality systems auditor.



business news



Customers of tesa UK can benefit from the tesacohesion® customer care programme which includes use of advanced testing facilities in Germany. By making test procedures available to customers, the business can match performance to requirement and, in some cases, even develop a bespoke solution.

Tests cover fundamentals such as peel adhesion, static shear resistance and initial tack and can be offered with trials that simulate the effects of temperature, humidity and impact.

James Latham has become the exclusive distributor for LG HI-MACS® in Ireland and has appointed Fraser McLauchlan as Product Manager for the country. Chris Sutton, Director at James Latham, sees great potential to grow the market in Ireland and feels the company can capitalise by offering one of the widest product ranges available plus fast delivery.



New Plant for Egger

Egger UK has invested in a new lamination line at its plant in Hexham. The new equipment will enhance service, efficiency, flexibility and the number of decorative options available. It also incorporates synchronised pore capability to reproduce highly authentic wood finishes. Egger UK joint MD Bob Livesey says that the line will allow the company to produce synchronised pore boards. New lines at Egger are always given a girl's name - as it is Diamond Jubilee year Elizabeth was the choice.

schattdecor

Schattdecor goes into lacquer

Schattdecor Sp. Zo.o, the Polish subsidiary of Schattdecor AG, has acquired the assets of Firma Laub AG of Switzerland and La.u.B Lacke und Beratung GmbH of Germany. This will allow the company to enter lacquer production and secure a guaranteed supply plus development know how. During the final quarter of this year it will be gradually relocating machinery to the plant in Poland where lacquer production will start in December.

Sonae site closes

Sonae Industria (UK) has closed its Knowsley manufacturing site following in depth consultation with employees and trade union representatives. Nigel Graham, MD at Sonae Industria (UK), said that the final decision had been taken with great sadness: "The decision is the result of long delays to the reconstruction of the factory due to the political and planning difficulties and the reduced and unsustainable capacity levels that have ensued.

"The decision to close has been taken extremely reluctantly and only after exhaustive efforts to resolve the political and planning impasse. Our employees did everything in their power to maintain operations but our trading position was no longer commercially viable. We would like to thank our staff, supply chain and customers for their continued support in this difficult time."

Sonae Industria continues to supply the UK market from other plants across Europe.



Following factory tours, the Chancellor joined an invited audience of business leaders for lunch at Decorative Panels before taking part in a manufacturing-led Q&A with the business guests.



congratulations dp!

Official recognition for an incredible achievement and great courage comes to Decorative Panels Group from George Osborne.

Official recognition for an incredible achievement and great courage in the face of difficult world market conditions came to Decorative Panels Group in August when George Osborne, the Chancellor of the Exchequer, made a visit to the Group's brand new Lowfields II site in Elland.

"I was delighted to be invited to visit these businesses by Craig," commented Mr Osborne, referring to the official opening of the new 175,000 square foot factory by local MP, Craig Whittaker, in June 2012. "I was incredibly impressed with the facilities that lie in the heart of the Calder Valley. These businesses are succeeding, expanding and trading around the world, which is something the entire region should be proud of."

Referring to the £10 million invested in refurbishing Lowfields II and re-equipping it with state-of-the-art component

manufacturing plant, George Osborne added, "Local businesses are committed to delivering high quality products and services and they should be applauded for their investment, particularly in jobs which are needed to support the local economy and enable it to thrive."

Added local MP Craig Whittaker: "The Chancellor was left in no doubt about the excellence and innovation that exists across our businesses and their role in helping to drive and grow the economy."

"Craig was keen to showcase our manufacturing investment on a national scale and we are delighted that the Chancellor accepted our invitation," comments Managing Director, Guy Metcalfe.

Productive capacity at Decorative Panels has grown by 100% and the new factory is now able to produce over 600,000 panels per week.

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up beat

Not quite like the offices in Siskin Drive but the sales force is up and running.

and on a roll

It must have seemed like the end of the world when, back on August 8th, Coventry-based Ney Ltd found itself the victim of an arson attack which razed its modern, well-appointed offices, warehouse and showroom to the ground. "Machines, hardware, consumables, customer records and orders - everything was destroyed," recalls Managing Director, Gerd Ney. It's small comfort that the perpetrator appears to be in Police hands: Ney Ltd should have been celebrating its 30th year in business. Instead, Gerd and his team, with the determination that's seen this Coventry-based champion of Britain's smaller furniture manufacturers grow into an £18 million a year force to be reckoned with, started again. From scratch.

"It was fortunate that we had acquired the old Showerlux factory," continues Gerd. "It was intended to be the distribution hub for our growing doors business. It is not ideal but we have somewhere from where to work." At 45,000 square feet, it's half the size

of Ney's former Siskin Drive premises - but at least it's a starting point; a place from which to service the thousand plus calls which come in every day.

Remarkably, with the help of suppliers like Samet, Riken, Roma, Hornschuch, Laguna, Giplast, Clouting, MFB and others - of whose support Gerd cannot speak highly enough - the Ney team is not only back in business, within six weeks it was up to 70-80 per cent of its previous sales. "Our suppliers were amazing," recalls Gerd. "As soon as they heard about the fire, we started to receive calls asking what they could do to help. Some even called their staff back from summer holidays to increase their production so they could supply us. Within 36 hours the first deliveries started to arrive. Our own staff used their private mobile phone records to rebuild our customer database. And, of course, many clients sent their good wishes and reassurances of continued business. We are very grateful to all those who assisted us."

Its 30th anniversary year has been more of a triumph over adversity than a celebration but, after a fire in August which razed the company to the ground, Ney has bounced back to near full capacity.



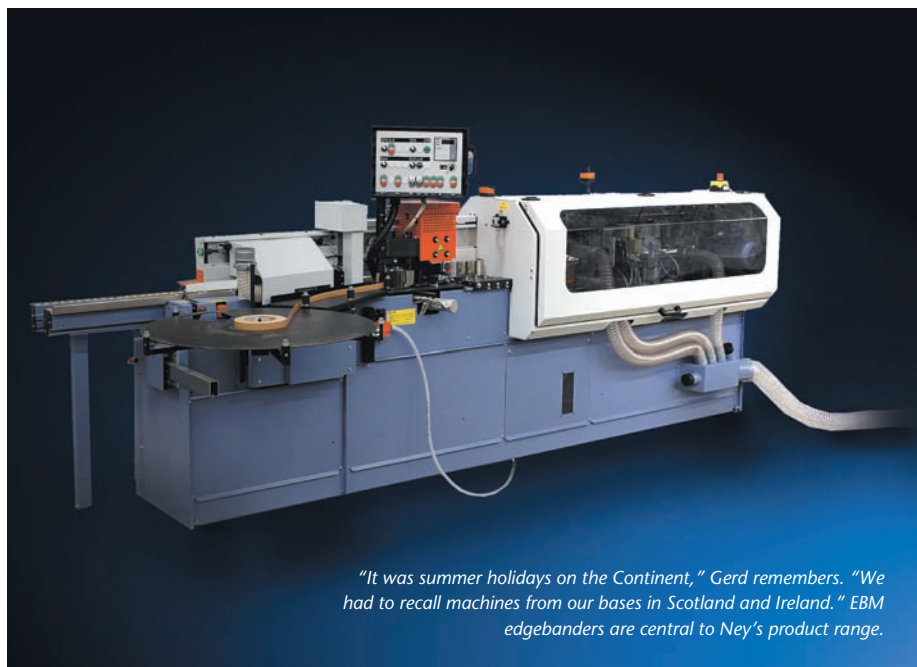
MD, Gerd Ney.



Smaller machines, like this Paoloni, mark the start of the new demonstration area.



The Turkish edgebanding manufacturer Roma proved to be a real star.



"It was summer holidays on the Continent," Gerd remembers. "We had to recall machines from our bases in Scotland and Ireland." EBM edgebanders are central to Ney's product range.



"Samet were amazing. Their offer of help came immediately."



Décor specialist, Hornschoch, was incredibly supportive and offered immediate assistance with stock levels.



Six weeks on and the warehouse was organised and supplying manufacturers around the UK.

Ney Ltd is a company that knows a lot about assisting others and appreciates (perhaps more than most) the value of being a reliable supplier in times of crisis. Probably more than any other company, Ney is responsible for helping an entire generation of craftsmen break free and set up on their own. Almost as if they were his own children, Gerd recounts with pride the names of some of the famous brands that started small and found the road to success and growth with assistance from Ney. "We have about three thousand customers," he says. "Most are smaller panel-processors. These are the companies we can help most: the starting businesses; the smaller workshops. And every week we have someone contact us who wants to start in business."

Ney's service begins with advice and assistance. "We can provide the technical services and the machine knowledge that many people who start in business don't have," says Gerd. "Larger companies have full engineering teams. When you start on your own, you don't always have that background; you learn as you go. We offer a mix of new and refurbished machines to suit the budget of a starting company."

"A big problem for many start-up companies is finance. Banks don't always understand their customers and it can be hard for a new business to fund the purchase of machines and grow. This is often where we can help most. The banks are prepared to give us funds to look after our smaller customers. We finance the machines but we can also help in cases of liquidity problems, partnership problems, or expansion problems. We help sort out human problems."

Ney started with consumables and built an enviable range which has been proven to work problem-free with the machines it sells. The company's knowledge of edgebanders - the machine on which its name was founded - is second to none. The stocks of hotmelt adhesives and edging tapes, dowels for drills and foils for membrane presses may not be as vast as before the fire but every inch of the new site is being utilised. New racking and new forklifts will be in by the time this magazine hits the press. Already a new demonstration area has been set up with Cehisa edgebanders, Paoloni saws and other smaller machines. Back in stock are hinges, slides, and lifts; foils; shelf pegs, adjustable feet and most of the consumables range.

So what does the future hold for Ney Ltd?

In terms of location, Gerd and his team are keeping their options open. What is not in any doubt is the company's commitment to helping the smaller manufacturer with technical service, panel processing equipment and proven product lines. Adversity has not only strengthened the team's resolve and determination, it has brought about a root and branch appraisal of how best this may be achieved. It would not be at all surprising to find new ideas, new directions and new services added to this resourceful company's offer in the near future. "We would like to become a one-stop shop for the smaller manufacturer," says Gerd. "Already we are planning to introduce new services."

To find out more call Ney on 024 7630 8100 or visit www.ney.co.uk



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in the



"Eccentrics", one of the trend areas at MoOD 2012.

Left: MoOD 2012 - business was being written on the stands.



Below: Soft, soft, soft - but ever-so practical. That's Tynan, a new stock-supported herring-bone from Ulster Weavers. At 520gsm, it's a real heavyweight - but with lots of drape. Available in three colours. Tel: 028 4062 4490.



It may have been a very different MoOD to previous years but the organisers are confident the show delivered for exhibitors.

It's been a while since I was last at MoOD; in fact, it was probably Decosit when I last visited Brussels. It's still a cosy show that's enjoyable for the eye and easy on the feet but my goodness, how the exhibitor profile has changed! And gone for good, it seems, is the Contract Hall; in its place, a contract fabric display.

Though British visitors were among the top three by volume to attend, British exhibitors were few and far between. Only Ulster Weavers had a direct offer for the furniture manufacturer. The others sold predominantly through distributors.

Contrast this with the bustling Turkish delegation, all of whom seemed keen to do business with MoOD buyers. Though visitor numbers were down to around 7,000 this year, the Turkish seemed to be entertaining more than most - and small wonder: the quality of their jacquards and dobbies is up there with the best.

The Trends section is always interesting - and descriptive. This year there were three trends: Transition, Prorsum and Eccentrics. The soft pallet of Transition "flirts with nature". The colours are soft; misty. Green and blue are the basic colours with pale orange, soft purple or pink, milky white and white.

In contrast, Prorsum provides a powerful, direct, urban pallet with an aggressive, confrontational feel. Black is "matter than mat"; red or orange, "glossier than high gloss".

Eccentrics includes classic fabrics in the most expensive materials, sometimes crafted by hand, sometimes so complex that they "edge towards unattainably costly". Eccentrics exudes deep colours and royal, sophisticated elegance and includes golds, silvers and coppers. Red takes on an unseen depth. Purple and turquoise are bright, especially in combination with gold.

Above: Ideal for smaller furniture manufacturers, Ulster Weavers offers a made-to-measure service. Choose any pattern, any colour, and order 50 metres. You can even pay by credit card. Call 028 4062 4490.



Istanbul-based Yakar started making velvets in 1972 and has since added chenilles, jacquards and plains. Most of this weaver's work is supplied to the Middle East, Ukraine, Russia, China and Poland. Ceren Cerikel (left) is looking for a UK agent. Call +90 212 855 9560.

Sercan Basaran is the son of the owner of Erteks, a Turkish weaver specialising in custom designs that also offers a collection of classical and modern fabrics. Erteks is looking for a UK agent. Call +90 224 714 2030.



let's talk

turkey

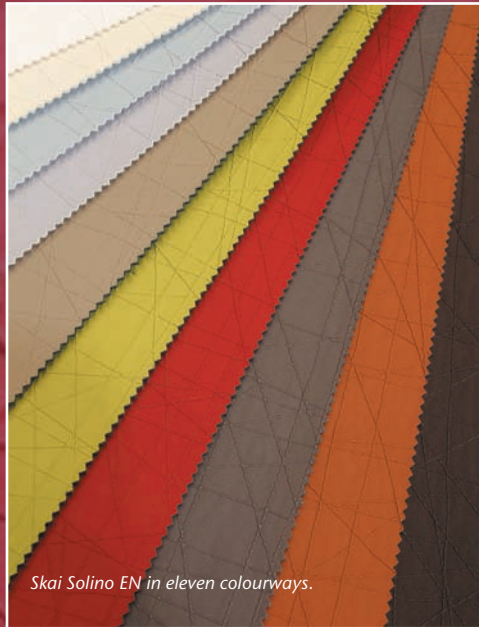
Villateks is well known among British furniture manufacturers for its linen-look and jacquard fabrics. Tugrul Yilmaz is confident Villateks offers the right quality and price combination for the UK. BGalante@MadAsAFish.com



Gaynor Bowen is one of the UK designers for the Turkish company Penelope. With its own yarn manufacturing, spinning and finishing, and 32 jacquard and dobby looms, Penelope offers fast lead times and guaranteed quality. UK Agent, Dominic Morgan. Gaynor: 01694 731602.



Skai Sogana EN in seven colourways.



Skai Solino EN in eleven colourways.



Skai Solino EN won the prestigious Blue Drop Award for "Best of the Best" in the category "Contract" from MoOD.

superb solino

Flame retardant, tear-resistant, light fast, abrasion resistant, long lasting, easy to clean and a MoOD Blue Drop winner - seven good reasons to take a closer look at Skai Solino EN, one of two new special use fabrics in the Magic Stitches collection by Hornschuch. Made from PVC and embossed with a stitch-like overall pattern over a pleated surface, Skai Solino EN is ideal for furniture and wallcoverings in many market sectors, including hotel reception areas and other contract applications. In recognition of its design, innovation and quality, MoOD honoured Skai Solino EN with its prestigious Blue Drop Award.

Inspiration for the Magic Stitches collection came from traditional

handicrafts and, though Skai Solino EN and its sister fabric, Skai Sogana EN are both embossed, the look and feel of Solino EN is of hand-stitched criss-crossing seams. 150cm wide and available in 11 colourways, Skai Solino EN has almost no repeat, so there's virtually no waste during manufacturing of furniture.

Also on show at MoOD was the more traditional looking Skai Sogana EN, a design inspired by patchwork. Quilted seams connect small squares of fabric to create a fascinating depth and feel. The retro design is reminiscent of the 70s and comes in seven trendy colourways.

For more details call Belfast-based Balmoral Textiles Ltd. on 028 906 17431 or email sales@balmoraltextiles.co.uk

Handicraft inspired PVC fabrics make their Belgian debuts on the Hornschuch stand at MoOD.



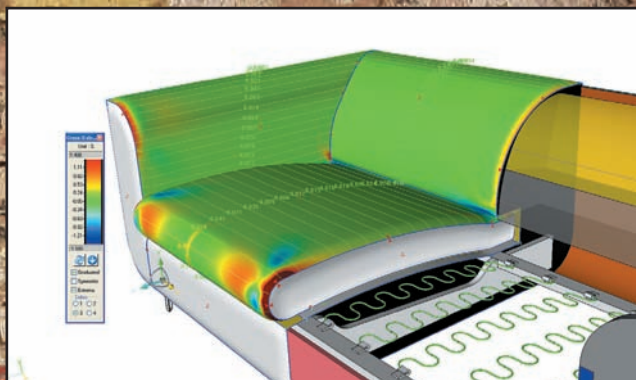
Hornschuch at MoOD 2012.



Left: One of a range of four Versalis Furniture cutting solutions for leather by Lectra.

Below left: Photorealistic imagery, like analysis of every stage, is an integral part of DesignConcept Furniture.

e-lectra-fying



Genius from the visionary integrated technology specialist, Lectra, is set to bring real benefits to the upholstery sector.



2012 has been a momentous year for the integrated technology specialist, Lectra. Highly regarded throughout the upholstery sector for its visionary software and both fabric and leather cutting solutions, Lectra launched its new Versalis Furniture leather cutter in April - and swiftly followed this in July with the launch of a new line of Vector fabric cutters.

Significant increases in the cost of leather and the scarcity of skilled labour make Versalis Furniture's four cutting solutions extremely attractive. The new range - consisting of a cutter with one or two cutting heads with mono-conveyor or multi-conveyors, a solution to analyse hides and a software suite to manage and optimise operations - provides the opportunity to save on raw materials and enables skilled operators to focus on value added tasks. According to Lectra, "The new, modular Versalis Furniture covers 80% of the market's needs: sofas, seats, chairs and reclining chairs; entry level, middle and high end products; medium and mass production; and very flexible to rigid leather." The added benefit is Versalis Furniture takes care of

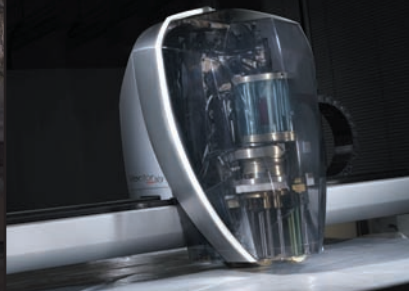
all scanning, nesting, cutting and off-loading without slowing down or interrupting the cycle.

Every manufacturer wants to increase competitiveness and profitability. The new range of Vector fabric cutters provides better control and product optimisation, as well as introducing several anti-error devices which simplify and accelerate production. 120 sensors monitor the cutting head to optimise cutting in real time and reduce material consumption while the predictive maintenance system prevents potential failures. With a touch screen interface and intuitive software, the Vector Furniture range is as easy to use as it is eco-friendly.

Visionary software is something for which Lectra has always been known and with DesignConcept Furniture, this innovative company has made it even easier for furniture manufacturers to design, make samples and move ideas seamlessly into production. With the latest version, sampling time has been reduced. Visualisation is photorealistic and DesignConcept Furniture works with Windows 7 and XP.

Lectra UK: 01274 623080.

The new Vector range, launched in July 2012.





quality to depend on

There's no need to compromise on quality with hinges, slides and lifts from Samet.



Have you ever wondered what the difference is between a product that's good and one that really stands out from the crowd? When it's a hinge, or a slide, or a lift, it's not always easy to tell. At first sight, aesthetics play an important part. Open the door, slide out the drawer, lift the flap and you'll soon get an impression of whether the function measures the looks. For most consumers, that's probably as far as they will go when they examine the kitchens in a retailer's display. And if it feels good, and it's aesthetically pleasing to the eye, they'll probably assume it is good.

Of course, as a professional, you know that's not necessarily the case. You also know, if it doesn't stand the test of time and something breaks, or ceases to support, or ceases to soft close like it did when it was new, the problem will eventually come bouncing back to you.

Quality is the one thing which, though perhaps less apparent at first sight, really sets a product apart. And on this subject, the Turkish furniture

and accessories manufacturer, Samet, will not compromise.

Samet tests its hinges, slides and lift-up door systems mercilessly for loading, life, impact and safety. In its 120-strong R&D centre, technicians check for corrosion resistance so even in the most humid of kitchen or bathroom environments, Samet products will perform tirelessly, year after year. Samet's Star Track hinge, which is designed for easy removal and installation, easily surpasses the 80,000 opening-closing cycle durability test set down by Germany's LGA, while Smart Slide and Smart Box drawers surpass the LGA's 60,000 opening-closing and durability tests by an equally wide margin. Similar recognition and certification has been granted to Samet's products by TSE and FIRA. And they don't just look to see how pretty it is. They don't compromise on the one thing that really makes a product stand out from the crowd.

Neither should you.

For details of all Samet's products call Ney on 024 7630 8100 or visit <http://www.samet.com.tr>

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soul of furniture



Belfast bar and restaurant Bureau by the Lough has had a £250,000 re-design that includes a stunning long bar front clad with Oberflex American Walnut real wood laminate from Abet Laminati. The new scheme splits the original open plan room into circular zones. The first floor Lanyon's Seafood and Grill restaurant has also been revamped. The design was inspired by the work of post impressionist painter Paul Henry and the Oberflex laminate which has a mottled, hammered finish, adds to the natural and atmospheric styling.

Oberflex is a collection of real wood laminates that offers architects and designers the ability to combine the natural beauty of real timber with the advantages and durability of high pressure laminate. Samples are available by calling Abet's sample line on **020 7473 6915**.

www.abetuk.com

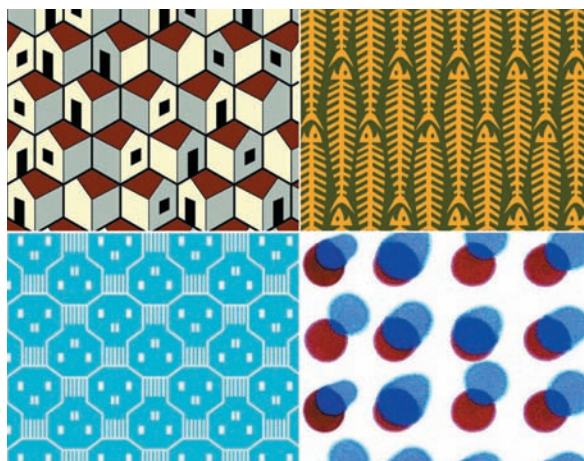
product showcase

Best new products for the furniture industry.

Salice reports increased demand for its Silentia 12mm soft close hinge system. The Silentia hinge has been designed to have a shallow cup depth of just 12mm so it can be used on doors with deep edge profiles. The closing force is calibrated to provide a smooth, quiet closure. The hinge is available for angled, wide opening and blind corner specification and has a lifetime warranty. Salice Silentia hinges incorporate an integrated decelerating mechanism in the hinge cup and are compatible with Domi Snap-On mounting plates, allowing for easy fitting and removal of doors.

01480 413831

info@saliceuk.co.uk



New from Abet Laminati is the Parade Collection created by Giulio Iachetti. This quirky range of 12 digitally printed laminate décors is available in three shades. Parade is made up of two major groups of décors. One comes from the study of six different units developed through a strong digital approach. The other is the result of freehand drawings that were scanned and processed. The digital age décors are called the Moduli Family and include Tartan, Fishbone, Rockets, Paesmio, Knock-Out and Artichoke while the Fatto A Mano family includes Furrows, Betulia, Yayoi, Massaua, Derby and Canvas.

Paesmio depicts small white houses clinging to the sides of an imaginary hill, as a tribute to the Italian landscape while Fishbone is just what its name suggests. Yayoi is the name of a Japanese artist whose signature style involves polka dots - here the superimposition of different coloured ink drops creates a stunning effect.

Samples: 020 7473 6915, www.abetuk.com

The new Makita BBO180 and BBO140 cordless 125mm random orbit sanders give the same level of

performance as AC mains powered models and being cordless they have better manoeuvrability. Powered by a quick 22-minute recharge, these compact, stylish sanders are comfortable to use, well balanced and easy to control with one or two hands. The battery is mounted alongside the machine body so is easily accessible for changing. There are three speed settings on 7,000, 9,000 and 11,000 orbits per minute. The pad size is 123mm to carry 125mm discs from the Makita accessory range. Dust is discharged into the dustbag supplied or the sanders can be connected directly to a Makita dust extraction unit.



Makita multi tool kits have been upgraded to include the latest versions of the individual tools without a price increase. The DK18027 six-piece kit includes the new BHP458 combination drill with enhanced dust and damp protection, the BTD146 impact driver, the BSS610 circular saw, BJR181

reciprocating saw, BGA452 angle grinder, a fluorescent torch, Lithium-ion batteries and a fast charger. It is all packed in a strong carry bag. The range also includes four-piece and two-piece kits.



Visit www.makita.co.uk for reviews, information on stockists and more.

Designed to suit a 300mm-wide pullout cabinet, this rotating larder provides easy access to stored items. Standard pull out larders to suit 300, 400, 500 and 600mm cabinets are also available.



Designed for use in a blind corner base, the Innostor Plus Corner Organiser is available in both left and right handed options.

Innostor Plus is the latest range of incabinet kitchen storage solutions exclusive to ECF.

Covering the majority of popular cabinet configurations, the Innostor Plus range includes rotating and standard pull out larders, base pull outs and a range of corner storage solutions. Designed with a pleasing continuity of styling, Innostor Plus presents a contemporary collection of storage solutions to suit a multitude of applications. With an emphasis on space optimisation and ease of access, the collection provides an aesthetically pleasing and practical solution to storage needs.

Innostor Plus fittings feature a light grey frame with polished chrome tray surrounds, creating a fresh contemporary look to complement today's kitchens. Contrasting anti slip matting is fitted as standard on all storage trays. As an extra finishing touch, each Innostor Plus product features a stylish branding plate.

From a performance point of view, the majority of Innostor Plus products feature soft close action together with full extension runners, combining smooth opening and closing with low noise operation. Each product is supplied with easy to follow installation instructions and, where needed, fitting templates are also provided.

The full Innostor Plus range can be seen in the new 2012/13 Component Portfolio. Contact East Coast Fittings for a copy or further information:

01664 424288
components@ecf.co
www.ecf.co

innovative innostor plus from ecf

These practical storage pull outs are available to suit standard cabinet widths from 300-1000mm.



The Ultimate Carousel is just one of many corner storage solutions in the Innostor Plus range.





VAUTH-SAGEL



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The true class of a kitchen lies in its perfectly-harmonious design coupled with comfortable system components. The new HSA with the Premea Glassline basket variant unites both – clear silhouettes, a high-end and customisable appearance and superlative running properties thanks to the new, cushioned guide.

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Left: This contemporary Euroline kitchen has been finished in Natural Oak and the subtle addition of curved doors, both vertical and horizontal, including curved glazed doors has allowed the designer to produce something timeless yet modern.



Above: Daring, dashing and effortlessly chic, this Ultragloss Saffron kitchen from the Zurfiz by BA Range provides the perfect setting to get the dinner party started. Available in a total of thirteen colours from smart Ultraglosses, to stunning Woodgrains and shining Metallics - what's not to like?



Left: The rise in popularity of the handleless kitchen door continues and BA Components has, with its handleless rail offering and the new Knebworth door, produced designs that perfectly complement this trend. Knebworth is shown here in contrasting Avola Cream and Avola Flint Grey. Eye catching, minimalist & modern this has all the ingredients of today's perfect kitchen.

BAstolutely Fabulous from BA.

simple solutions are the order of the day

There are kitchens and then there is a BA Kitchen. What makes it different? How do you add value?

BA offers designers the opportunity to 'shape' a kitchen look with an extensive range of curved doors, both vertical and horizontal, Bella or Zurfiz and a comprehensive range of accessories to match.

More information:

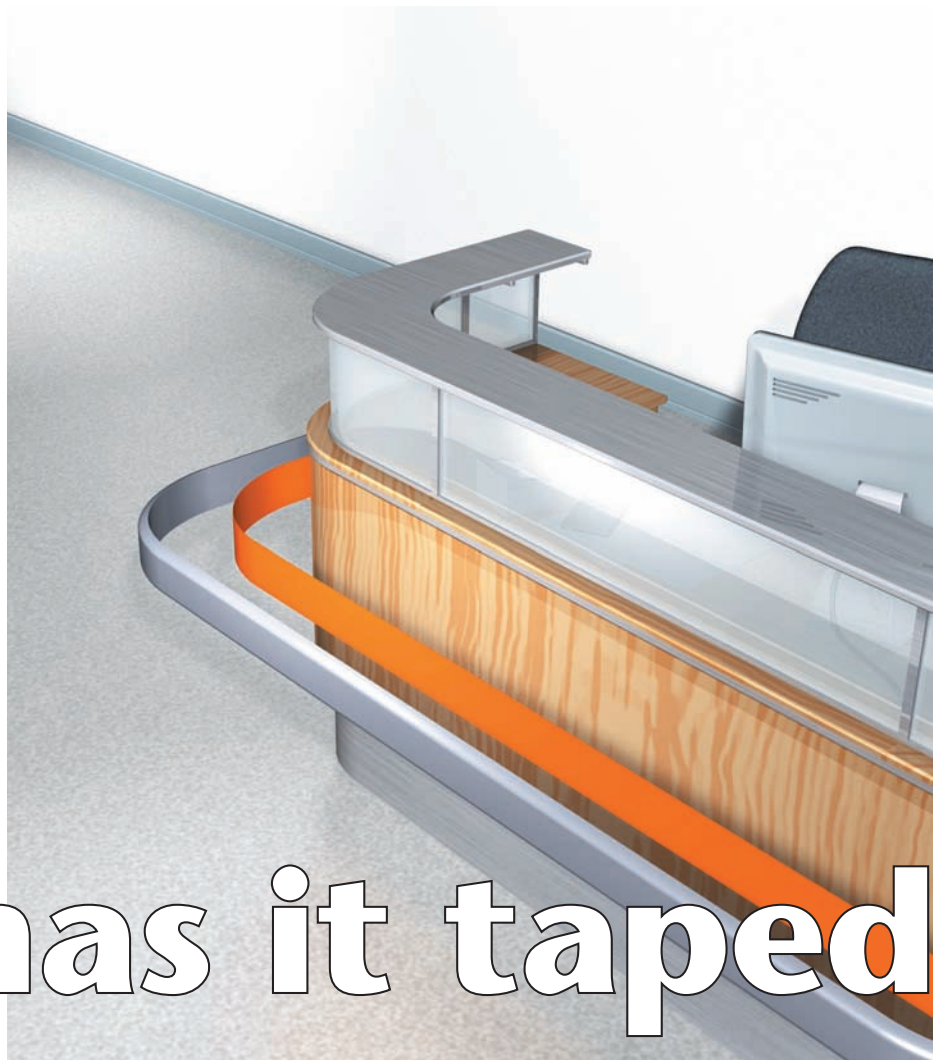
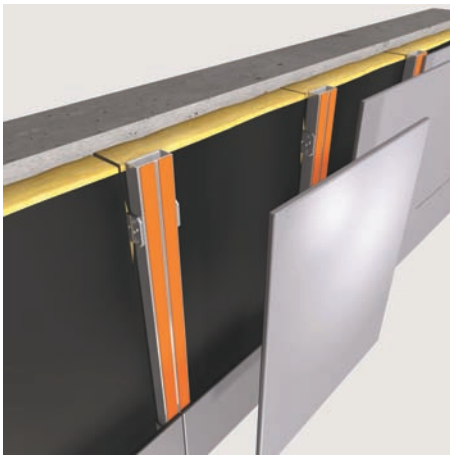
028 8676 4600

www.bacomponents.co.uk



Left: The clever mock in frame Tullymore kitchen from Bella shown here in Matt Stone Grey has all the convenience of modern technology in its production but exudes old world painted kitchen style and charm. The detail is important.

Bonding bumper rails (right) or decorative trims (below) is no problem for tesa® ACXplus double-sided tape.



tesa has it taped

Looking for a discreet solution which will bond heavyweight materials like glass to mdf or other substrates? Take a look at tesa® ACXplus.



Reliable bonding of different substrates has long been a key issue for furniture manufacturers, where the different thermal expansion characteristics of metals, wood and glass pose potential difficulties.

A new, patented, double-sided adhesive tape technology from tesa® - ACXplus - is the answer. Featuring excellent viscoelasticity, it enables successful bonding of a variety of different substrates - even heavy, dead-weights - onto solid panels and rough, uneven surfaces. It resists the differential thermal expansion of the materials whilst providing resistance to vibration or shock and seals against liquids.

The products are based on high-performance acrylates and have been specially developed for dependable long-term bonding in furniture applications. Double-sided adhesive tapes offer process improvements, cost-efficiency and - importantly for an industry where the aesthetics of the product are key - they provide seamless, precise finished results, clear of unsightly fixings.

In comparison to processes which may even involve welding or rivets to

secure extreme loads, tesa® ACXplus double-sided tapes provide a cleaner, quicker, cheaper alternative which is just as effective. ACXplus has been used for applications as diverse as the mounting of coloured glass panels to cabinet doors (where a completely secure, yet seamless finish, free of fixings, is desirable) and the mounting of protecting bumper rails on furniture. ACXplus compensates for gaps and offers high absorption on mechanical impacts.

ACXplus is also ideal for decorative furniture panels and is extremely effective for bonding parts with uneven, irregular and hard-to-bond surfaces. It provides a stable mounting for PVC, MDF wood or aluminium decorative trims on glass or furniture, closing gaps behind the trim and offering good peel adhesion to different substrates.

Double-sided tapes from tesa® offer today's furniture manufacturers simple, fast assembly and a dependable, permanent bond, reducing production times and providing the flexibility to make products which meet the ever-changing demands of the consumer.

If you'd like to know more about tesa® ACXplus visit www.tesa.co.uk



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graham.kennerly@doellken.com | alison.roberts@doellken.com | www.doellken-kv.com



Left: New surfaces: SG, RM and SU.

Below left: MaxCompact Interior.

Below: SuperFront with white core.

Right: FunderMax products find diverse uses in such areas as wall cladding, counters and furniture.

Main picture, below: The Wiener Neudorf plant.

imagination knows no limits

FunderMax enables designers to unleash creative design possibilities across a wide spectrum of furniture and interior projects.



FUNDERMAX

Founded in Austria, FunderMax is one of the leading European providers of high-quality materials and decorative laminates. Its product range extends from raw chipboard over Star Favorit (MFC), Decorative Laminates (HPL) to Compact Interior panels in current trend décors. The company has three extensive production plants in Austria, around 1000 employees and a strong focus on exports to Europe. The Fundermax Interior Range is available from stock through DecorMax Ltd, which has depots in Leicester and Wakefield.

FunderMax's products are ideal for the furniture industry and have found many uses in the cubicles, washrooms and lockers industry, as well as with fabricators and architects. In 2011, a new collection for interior application was introduced which combined the latest market trends with décor innovations. The latest additions to FunderMax's new surface finishes and the Individual Décor Range (digital print décors), are the thin laminates and the Compact Panels with white core, as well as the abrasion-proof Star Favorit (MFC) Superfront panels.

By using environmentally-friendly energy (green electricity and biomass district heating), FunderMax fulfills its policy of sustainability and has won a series of important distinctions in recent years, among them the klima:aktiv award. At all three locations, the company is considered a significant employer and a local source of inspiration with a high degree of social responsibility.

In recent times, FunderMax has invested heavily in targeted production facilities that measurably strengthen products that have been developed as revenue drivers over many years. At the same time, behind every investment decision is the desire to secure its position as a high-quality supplier and simultaneously react to current trends and new developments in terms of customer taste. The latest example of such an investment is "Press 15" at the Wiener Neudorf location, near Vienna. The facility has produced Max Compact Panels in controlled operation since February 2012. Its production capacity is around 1.4 million m² of panels annually. Production plants such as this make possible the pioneering innovations for which FunderMax has become renowned.

FunderMax's Mirror Gloss product is designed to provide the highest quality finish in interior applications. The company claims it achieves a 20% 'glossier' result when compared with alternative 'standard' high gloss finishes. Conversely, "Structura" offers

a truly tactile experience, previously only possible with real wood. It is particularly effective with design décors which have longitudinal patterns.

With "Royal Matt," the FunderMax design experts have created something genuinely regal: an elegant, discreet and yet unmistakable décor which invites creative designers to experiment with its form, colour and structure.

The entire FunderMax collection can be seen at www.fundermax.at - and it is presented in a way which enables users to find what they're looking for fast. FunderMax also has an extensive following on Facebook (www.facebook.com/fundermax) which offers up-to-the-minute insight into the corporate culture. Enthusiastic users continually post new examples of artistic and accomplished uses for FunderMax products.

For details call 01924 267979 or 0116 253 0555. Alternatively, email sales@decormax-ltd.co.uk or visit www.decormax.co.uk to request documents and samples.





the best of w12

It's been a while since the smiles, the eager handshakes and the scratching of signatures on order forms have been seen in any meaningful way at a machinery exhibition. But among the woodworking machinery stands at W12, the general impression seemed to be that the market had bottomed out and Britain's furniture industry was once again on the ascent, albeit at a shallow rate of climb. Machines had been sold. Business was being written. And the number of new machines and new products at W12 suggested their manufacturers felt this, too. It was, in most respects, a very positive exhibition.

Although comparatively small in number, exhibitors in the materials and components section used W12 to introduce many of the trends seen at Interzum, Sicam and ZOW. The buzz word was texture. On the David Clouting stand, unicolours had been given textured finishes. Silverwood Doors had made excellent use of Renolit's textured décors and the deep, textured pressings on the Inpress stand were nothing short of spectacular. New from Ostermann

There were so many new machines and products that W12 felt like a much bigger exhibition than it was.

were woodworm edgebands - and they're good! A short hop away on the Boere stand, the ultimate texture machine (from the Select range) was making light work of the rustic look on timber and veneer, while the oscillating head on Weinig's P2400 offered a new dimension in textured profiling and moulding. With the Cojet machine, shown for the first time in the UK on the RW stand, it's even possible to print with texture.

Hard on the heels of the texture trend at W12 came shape. On its classy, open stand, Maka demonstrated the versatility of a five-axis machine for added value 3D work, while Vector and Vitap showed their prowess in the edgebanding of contoured panels. All the way from New Zealand, the Vector, another RW principal, offered a particularly impressive, and fully automatic, solution to curvy desktops.

The range of edgbanding materials (and edgbanding suppliers) seems to grow every year. Döllken, Ostermann, Hranipex and a handful of others were all showing new décors at W12. I particularly like Digital Edge from Döllken. It's a magnificent development with uses from bespoke furniture to shopfitting.

Sadly, none of the major hinge and slide manufacturers had signed up to W12, though BES, a member of the Billington Group, showed a range of lift-up and pop-up solutions for hiding flat screens and microwaves.

New to the dust extraction scene was Ecogate Ltd with its third generation energy-saving system of gates and controllers. But maybe the greatest surprise was to be found on the CD Machinery stand: a refurbished Fercell filter and extraction system that looked brand new. At a third to a half of the cost of new, this service is invaluable to start-ups, schools and small companies.

So how do I sum up W12? Quiet in some parts, busy in others but full of surprises and awash with new ideas. It would be good to see it grow for 2014.

Right: Already 2012 winner of the Challengers Award in Atlanta, Martin's new T75 PreX sliding table saw makes blade tilt of 46° possible to both sides. The guard system offers eight possibilities, all recognised automatically by the machine, so the guard is never in the way when tilting. With optional RadioCompens, the T75 PreX will tell you all the time what the distance is between stop and blade, even when tilted. More information from 0049 8332 911 144.

Below: Dust Storm from Ferrell is a new range of modular filtered silos. On show was the conical base option with air lock and standard inlet. A trapezoid air lock with vortex can be fitted and options include flat bottom with scraper arm. Takes cartridges or needle felt filters. Tel: 0845 130 4014.



Right: Why design an extraction system to be optimally efficient at maximum use when a retro-fittable system from the newly-formed Ecogate Ltd can cut the cost of everything from ducting to motors - and provide up to 68% energy reduction? Find out more from Ralph Futch (left) and Chris Oldfield: 01924 482500

Below: Meet the MWB3 entry level edgebander from Masterwood. User friendly, the MWB3 includes end trimming, edge trimming, edge scraping and buffing units. Find out more from 01293 402700.



Right: Making its UK debut at W12 was Holz-Her's Streamer 1054, an entry level edgebander with a highly flexible glueing system which facilitates the use of cartridges and granules. Holz-Her's GluJet system makes ultra thin glue joints (claimed to be "easily equivalent to industrial laser edges" when using PUR and suitable for "use in wet areas") easy to achieve. The innovative GluJet technology has three independent heating circuits for the front section of the cartridge, the glue and the steel nozzle. The pressure cylinder presses the cartridge or the granules against the heater elements at up to 6 bars, forcing the hot glue to rise in the metering rod where it can be reprocessed. The control opens and closes the metering rod to meter the glue precisely under pressure to the nozzle. Replenishment is automatic in the GluJet automatic. Accepting edgebandings of up to 6mm and workpiece heights of up to 60mm, the Streamer is available with or without pre-milling. For more information on this fantastic little machine call 01235 557600.





Add texture smoothly to solid timbers or veneers and give your furniture, panel work or flooring products depth and character with Boere's new Select X-Line brush texturing machine.

ultimate texture



Textureholics will absolutely love the Boere Select X-Line brush texturing machine. Adding structure, character, depth and rustic appeal to solid wood and veneered panels has never been easier. With its oscillating brushes, the Boere Select X-Line leaves the surface with a soft, satin finish - or, at your choice, by using the cross-grain sanding unit ahead of the texturing brushes, a scarved, almost sawcut structure can be applied. Ideal for the texturing of either furniture components or flooring, the machine can be equipped with different numbers and combinations of texturing brushes to create a unique, on-trend surface.

The Boere is easy to operate and simple to maintain. Says Boere, "Easy access to the different machine parts and clear construction makes maintenance quick and accurate".

The cross-grain sanding unit relies on non-contact oscillation with minimal compressed air consumption. Standard

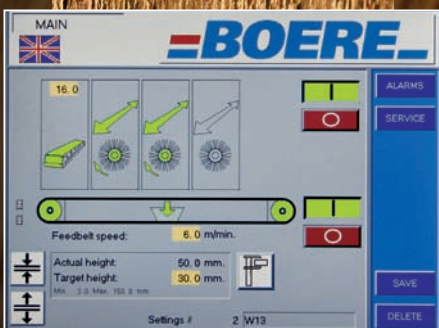
are electronic belt run-off and rupture protection and the length of the belt is automatically maintained.

Texturing brushes with an oscillating system can be switched on or off, as required, and there is a reversing system. Depth is adjustable by means of a hand wheel and confirmed on a digital readout. It can be equipped with Michelin (steel) wire and/or nylon abrasive in several grain sizes.

The feed system comes with a multi-layer conveyor belt and centring is electro-pneumatic - again with run-off protection. Height adjustment of the feed table is electronic with a digital readout of the table position and the infinitely variable feed speed is frequency controlled.

The Boere Select X-Line brush texturing machine is equipped with a touch-screen operating panel with malfunction warnings and 50 pre-programmable sanding programs.

Details: 01706 873344.





Jan Grzegorzczak, the MD of Silverwood Doors, chose W12 to launch the company's made-to-measure doors service with three new trends to offer: shown left are matt doors in the latest Ivory, Mussel and Dakar colourways. However, Silverwood has really set its stall out with designs that give its customers something a bit different, such as the art gloss fantasy designs, shown right. These, Jan says, are ideal for bedroom manufacturers. Textures are increasing in popularity and the Renolit-finished doors below offered a contrast with high gloss fantasy designs and exotic hardwoods on the stand. For more information call 01926 431530 or 028 9267 7333.



Below: Designed with the RHI scheme in mind, Wood Waste Technology showed its latest 300kW boiler at W12. Key features include fixed grate with distinct areas between primary combustion and volatile gases; full gas recirculation; water-cooled combustion for increased life of the ceramics; touch screen control; an Oxygen control loop; variable speed drives; steel construction with composite door; water-cooling; and a long, two-second resonance time for increased combustion. To find out more, call WWT on 01785 250400.



Above/left: Focussing on complete projects rather than on individual machines, Soukup showed their Crafter on the IWM stand at W12. This compact machine makes the production of three different kinds of casements and sliding sash windows a simple process - and the results, as demonstrated above by Jaroslav Soukup, are a perfect fit and absolute accuracy every single time. The Crafter even makes the boxes, making it possible to run a highly productive workshop without the need for highly skilled operators. An order is created in the office by the joiner/cabinet-maker and at the press of a button the data is transferred to the machine automatically. The Crafter at W12 was running JoinerySoft software which, says Jaroslav, is very easy to use.

To accompany the Soukup Crafter, IWM showed a professional hydraulic clamp by Balinek, a sister company of Soukup's, which makes frame presses, finger joints, etc, childplay. To complete the picture, the IWM stand also included automated cross-cut saws by Reinhardt.

More information from IWM: 01869 244943.



Over 30 years of technical know-how went into the designer panels from Muraspec as shown on the INpress stand at W12..

on-trend muraspec

Specialised membrane-pressed panels was the W12 stand theme of Muraspec, presented by INpress, - and it was a truly exceptional, boundary-pushing display of on-trend textured finishes.

Impressions® decorative panels are created by the design studio at Muraspec, a leading European wall covering manufacturer and decorative solution provider based in Kent, and completed by INpress using their expertise in this field.

Ideal for a variety of commercial, high end residential interiors and retail applications, the examples of Muraspec on show were deep pressings on custom designed and machined panels - some with the kind of depth and intricacy that make you wonder how they managed to do it on a membrane press.

"We added the Impressions range back in 2009 to offer hard finishes within interiors specifications," says Mike Cheese, Impressions Technical Product Manager at Muraspec. "And we have used our inhouse design skills and excellent working relationship with INpress to create a unique range of sculptured panel designs in a variety of treatments to lead the market trends.

"The reaction to the products shown at W12 has been extremely positive and, with regular new additions, we will continue to increase the offer within the field of design inspired panels."

Call Muraspec on 08705 117118..



A fabulous, crackled Muraspec paint finish on the INpress stand.



How did they achieve this? Remarkable!



Main picture: Authentic texturing on woodgrains from the Cojet 2612.

Right: One of two pull-out drawers at the front of the Cojet 2612 provides easy access to the electrics.

Below: Possibly the most revolutionary machine at W12, the Cojet 2612.



cojet debuts

A real star at W12, the Cojet 2612 made its debut on the RW stand.

A revolutionary Cojet 2612 inkjet printer made its UK debut on the RW stand at this year's W12. Enabling high definition flatbed printing of anything from woodgrains to pictures on flat panels, doors, wood, metal, ceramics and glass, or even concrete, the Cojet not only prints with inks that are warranted UV stable for eight years, it can add texture to the surface. The inkjet heads return to overprint the image up to eight times building a surface with real depth. And the result on a woodgrain such as oak, or other deep-pored timbers is very convincing.

Thanks to a clever UV lamp system on each printing head, once printed the inks cure almost immediately making the Cojet 2612 a seriously productive machine for any manufacturer requiring just-in-time custom-designed décors.

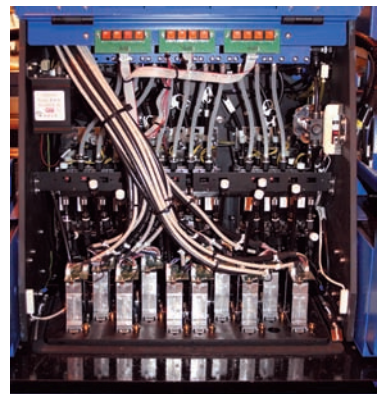
The Cojet 2612 will print on materials of up to 100mm thickness - and interestingly, though the definition

does reduce with increasing depth, it will print right into routed patterns, such as MDF doors. The generously proportioned table (2600 x 1200 printable area) will take materials of up to 500 kilos and the Cojet 2612 will print several different designs at once with a print definition of up to 1440dpi (for comparison, all the photographs in this magazine were prepared to 300dpi, then printed through a coarser screen).

A pop-up pin system on the bed enables simple repeat positioning of panels, making the Cojet 2612 a serious production printer. Its uses in the custom interiors, kitchen, bedroom, bathroom and shopfitting sectors are only limited by imagination.

Available through RW Wood-machines of Bicester, the Cojet 2612 is fully supported for service, spares and inks by RW's service engineers.

Call RW on 01869 244943.



A UV lamp on each head ensures the inks cure almost immediately (above). The inks are kept in a pull-out drawer below the machine (below).





Left: Shown for the first time at W12 was an Anderson Selexx series full-size nesting line. Equipped with an infeed scissor lift on the rear and vacuum loading and a squaring device on entry (which squares panels without operator intervention), the Selexx Pro offers manufacturers to use jumbo boards with ease. A pusher drops down on conclusion of the routing and nesting operation and pushes the board onto the outfeed belt. The same pusher then returns up the table, cleaning it in readiness for the next board to be processed. This particular Anderson Selexx series machining centre was already sold to a kitchen and bedroom cabinet manufacturer that is making 600 plus cabinets a week to order. With a machine like this it is possible to do away with a beam saw and work only with the Anderson and an edgebander.



rw's w12

Call 01869 244943
www.rwmachines.co.uk

Below and left: Pride of place on the RW stand went to a Giben Edge KS26J edgebander. "Look how clean it stays!" exclaimed an excited David Thomson-Rowlands, referring to the unique design which keeps trimmings within the cabinet. The version at W12 had been built specially to process 2mm edgebands and had been equipped with flat and profile scrapers for a better finish. Part of the beauty of the Giben Industrial line is its simplicity of operation - the screen controller is designed for fast setup and easy machine operation.



new agency

Breaking news on RW's W12 stand was the agreement by RW Woodmachines to represent Fisher & Rückle, the Swiss specialist in veneer jointing and splicing machines. David Thomson-Rowlands, MD of RW, and Alexander Baptista, MD of Fisher & Rückle (above), agreed a deal which could see RW adding several Fisher & Rückle machines to its growing portfolio. First to be available in the UK under the RW flag will be the OmniMaster, a low cost glue jointing and longitudinal splicing machine for smaller workshops. Replacing a stitcher, the OmniMaster comes from a stable of machines which has been designed to make veneer work simpler and more consistent.



Right: Designed for flat and curved panels, the Orma Air System Eco 25/14 membrane press has one or two tables in a shuttle system and extra flanges to make the chamber height for pressing curved panels with a maximum depth of 200mm. An intermediate flange can be used for high gloss work, guaranteeing uniform temperature and banishing bubbles and wrinkles whilst improving definition. The tray can be used manually or automatically. Ideal for all types of PVC.

Below: Brand new from Stema is the Multipoint, a remarkable little machine which offers simple processing of panels, shelves, windows and doors. Choose from various different unit groups to drill, route and insert as required. The three-axis machine at W12 was configured for face hole and edge hole with two independent groups of four tools each and a dowelling/insertion group.



Right: Looking for a glueing and dowelling machine? The Spinamic is the start of the Stema range and it can be equipped with a choice of pumps to suit white glue, D3 or D4.

Below: Stema's CB86 drilling and hinge insertion machine works from the base, drilling the hole and inserting the hinge plate. It can be configured to work with any hinge supplier by changing the magazine and the pusher component. Equipped with three spindles for hinges and two for plates and a chip extractor with dust collection bags.



Left: The Vitap Eclipse is one of those machines that, like the VW Beetle and the Mini, will go on to become a real classic. First seen at W10, this simple to use contour edgebander is now equipped with pre-milling. Place a contoured panel and the Eclipse traces the contour, applying an edgeband and cutting neatly on conclusion of the wrap-around. Transfer the edged panel to a second station for milling to create a neat edging quickly and easily every time. Absolutely brilliant!



Above: Easily inserted into any production line, the electro-mechanical Bonacin Closer 2500 is a cabinet clamp which adjusts for both height and length with photoelectric cells. Adjustable for pressing strength it's the ultimate machine for high productivity and low operating costs.

Right: Looking for a small edgebander? The Vitap Quartz 5.6 at W12 was equipped with a buffing unit top and bottom, a glue joint scraper unit, a profile scraping unit, a trimming unit, an end cutting unit, a glueing unit and pre-milling for optimum edge quality. It's a cost-effective unit designed for processing all materials.



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w12 success for scm

SCM reported a successful show with a good level of orders and enquiries for the machines on display from the Premium range. Customers interested in edgeworking could see three machines in operation. Several were sold as melamine tape, 3mm PVC/ABS and solid wood lippings were applied to show the excellent quality of finish obtained, including corner rounding. On the K600, the RT-E panel edge trimming device provides a perfect edge to the panels before edge gluing, due to the use of the front copying devices that allow a constant removal of material over the entire panel length.

Also on show was the Tech Z5 CNC Machining Centre, several machines from the SCM Classical and Minimax ranges and the entry level Pratrix 'S' CNC machining centre.

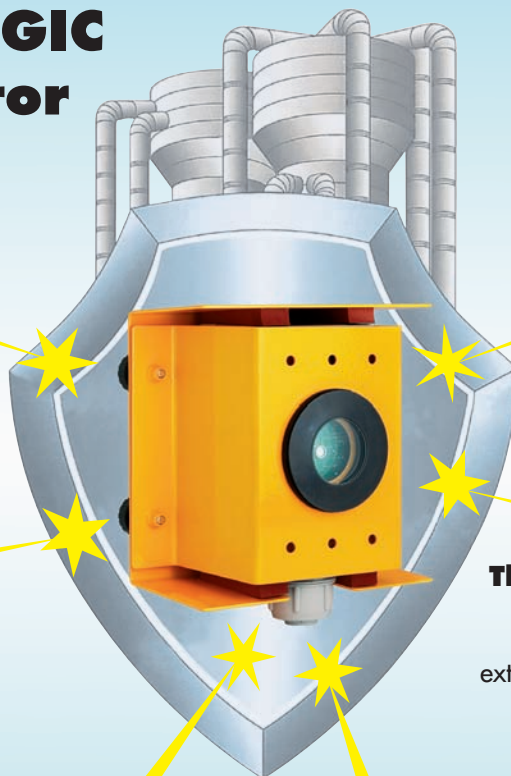
W12 was also an opportunity to show the new operating system for the SCM Premium Division which is now in place around the world. This offers customers a more personalised approach and one stop shopping through SCM distributors. Find your closest SCM Group Partner at www.scmgroup-uk.com/en/contacts_distributors

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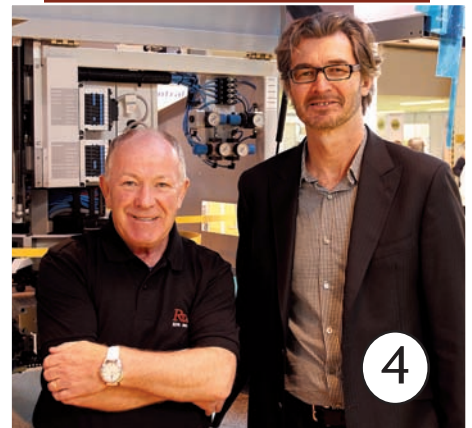
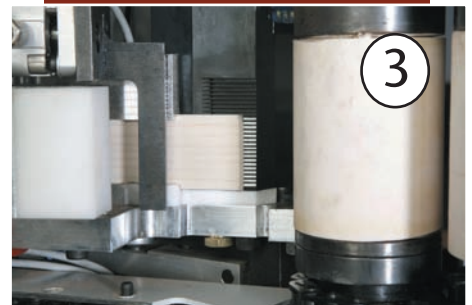
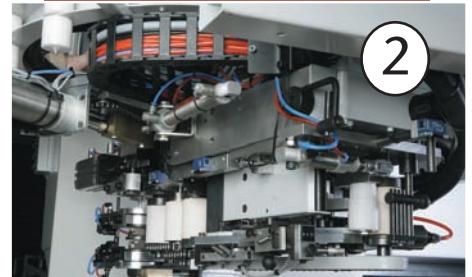
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CONTROL LOGIC s.r.l.

ISO 9001



- 1: The Vector handles contour edging faster than most straight line edgebanders.
 2: The aggregate may look complex but operation of the Vector is very simple.
 3: The glue system.
 4: David Thomson-Rowlands (left) with Duncan Such.
 5: The Vector at W12.

contours made easy

Are you one of the many who struggles with contour edgebanding but doesn't have the budget to buy a big brand name machine? RW had the perfect solution on its stand at W12: the Vector.

The Vector isn't a new-at-W12 machine but the very simplicity of the operation and the versatility of this compact machine - not to mention its price tag of something around £100k - make it worthy of more than just a passing mention. Depending on the material you're using, it brings curved panels with external radii of 20mm and internal radii of 50mm within reach of smaller workshops. According to managing director, Duncan Such, the quite unique, patented gluing system "guarantees edge bonds better than any other edge contour system" and "the fastest cycle time of any contour edgebander; most straight line edgebanders struggle to get a glue joint like this".

Operating the Vector could not be simpler: there is no programming other than setting the start point. The operator places the panel in the start position and the head travels to find the edge. A patented system keeps the head pressed against the edge of the panel, controlling the pressure and the speed to ensure a very tight bond.

The Vector will apply PP, acrylic, PVC, veneer - pretty much any type of edgebanding - to boards including hollowcore but, cautions Duncan, "we recommend using an unfilled hotmelt of the best quality you can buy. You can't compromise on contours, especially on high value contoured products that carry more margin."

For details contact RW on 01869 244943.





Top marks to Maka for the most relaxed, open and imaginative stand at W12.

maka makes its mark



"Why make it hard when it's not?" says Iain Young. "3D components like these really add value to a product and they are easy on a Maka."



What sets Maka apart is not only its very different stand; it's the very different approach it takes to solving seemingly complex problems simply.

Underlining that Maka offers a different way of working, the specialist five-axis CNC machining centre manufacturer presented its state-of-the-art technology from a very different, relaxed, open and imaginative stand at W12. Although its flagship PE90 was not shown, the latest version of the MK7s, with improved control and faster set-up times, was demonstrating the supreme versatility which has become the hallmark of Maka machines. Like its big brother, the MK7s can be programmed to make any 3D component, either through a CAD/CAM program, or by 'walking' the head manually through the required task. The dedication of Maka's team raises the bar for service and support ensuring the entire range of machinery remains a very attractive prospect for new and existing customers. End users cite that the support available locally is the most vital component to any piece of equipment and Maka demonstrated this at W12 by making several of its NC Engineers available to discuss service requirements and queries.

For more information about Maka call 01952 607700 or visit www.maka.com





Right: John Clissett at W12.

Below: The new installation by Mawera at BeModern.



qualify with quality

*Over the next 20 years,
Mawera expertise will
help BeModern recoup
the cost of its new boiler
plant through the RHI.
Mawera could help you
do the same.*

There are significant financial advantages to be gained by manufacturers who choose their new boiler plants wisely. That was the message from industry specialist, John Clissett, at Mawera's W12 stand. He should know. Mawera's recent installation at BeModern has just qualified for the Renewable Heat Incentive operated by OFGEM - and that means, for the next 20 years BeModern will benefit from a feeding tariff which will see them paid for every eligible kilowatt of energy their new plant produces.

"Not every installation qualifies," says John. "The RHI only applies to water and steam boilers and for the heating of premises or offices and/or for process heating."

"However," cautions John, "the RHI applies to the boiler, so it's wise to ensure you purchase a boiler that is designed and built to last for at least

20 years. The last plant we took out of BeModern ran for 31 years." John supplied it.

Mawera boilers are built to quality standards which ensure they last. "Mawera over-engineers," says John, "especially with regard to the moving grates, the size of the combustion chamber, the automation of de-ashing and the design of systems for recirculation of fire gases to ensure low Nitrous Oxides. A Mawera boiler is built to last.

"Mawera is part the two billion pound Viessmann Group which specialises in all aspects of the design of heating and energy systems. It has more than 35 years in the business and in excess of 5,000 proven installations."

To find out more about the Renewable Heat Incentive, or to talk to John Clissett about what Mawera could do to help you make money out of energy, call 01543 258844.



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fabulous felder

Aside from its low noise emissions, the pulling cut of the new Silent-Power spiral knife cutter block ensures splinter-free planing regardless of the timber - a particular advantage with knotty timbers. Long-lasting Tungsten Carbide is used for the blades but should a blade become damaged, each can be turned to present up to three new faces. The short shavings produced by Silent-Power make for better extraction while Felder says the cutter consumes less power than comparable systems.

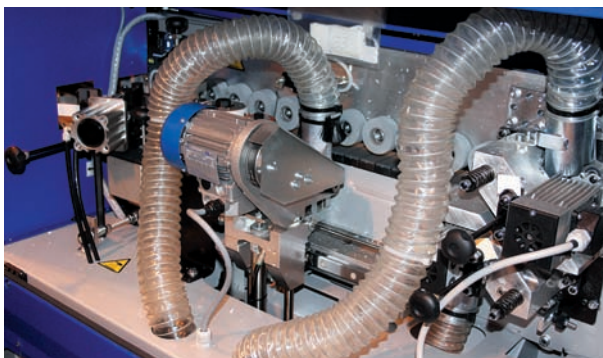
The Austrian machine manufacturer Felder caused a sensation at W12 with the launch of its revolutionary Silent-Power spiral cutter block. Designed for planer-thicknessers, Silent-Power sets new standards with a noise reduction of up to 19dB(A) - typically around 50%. There are no expensive sharpening or setting costs.

Also new for the show was the computer controlled Format 4 C-Express 920 drilling and milling centre. Designed to carry out all repeat drilling and milling tasks from programs which can be loaded at the touch of a button, the C-Express 920 has a horizontal transport system which carries the workpiece past aggregates which operate from below, reducing the potential for scorch damage. Workpieces of 70-920mm can be processed with the thickness adjustable from 12-50mm.

If space is limited but you need an edgebander, the new Felder G330 is a real space-saver at under two metres in length. Equipped with a throughfeed conveyor for increased productivity, end trimming for a precise end cut, a quick-to-set multifunctional aggregate and a rolling carriage. For more details call 01908 635000.



Left/above: Computer controlled horizontal processing with Felder's new, easy-to-use Format 4 C-Express 920 - and there's no need to take workpiece thickness into consideration when programming.



Left/right: Felder's new G330 edgebander has quick adjustment, large dimension pressure rollers, end trimming and glue scraping - all in a machine of under two metres!





Full marks to Ostermann for a genuinely different product!

Main picture: Woodworm and brushed effect edgebands.

Inset, left, top to bottom: the new Supermat range, Ostermann's new catalogue of edgebanding, Sabine Kinner with the new Supermat range on the stand at W12 - and part of the Ostermann stand.

new at ostermann



Designer woodworm makes its mark on the Ostermann stand along with Supermat edgebands and a brand new catalogue - the bible of edgebanding.



Woodworm may not be quite the thing you'd expect to find introduced to a furniture design and machinery show but that's exactly what the German edgebanding specialist Ostermann showed at W12. But, with major board producers offering rustic, sawcut, brushed and painted-look décors, introducing woodworm and split wood finishes into its veneered edging range could be a pretty smart move. The design possibilities are endless, especially in combination with unicolours. Ostermann is stocking both oak edgings in sizes of 24 x 2mm and 43 x 2mm. The standard roll length is 50 metres and it's available on 24 hour delivery.

Also matching boards by Resopal, Westag & Getalit and FunderMax were Ostermann's latest Supermat edgings. Available in lengths from just one metre, these Supermats are lacquered with a special finish to give a gloss level of only five. Choose any width from 16-104mm for delivery from stock.

Also making its UK debut at W12 was Ostermann's new catalogue. With over 500 pages of edgings and accessories, useful information about edgings and many new features, it's worth calling now to get your copy while stocks last.

Call Ostermann UK on 01905 793550 or visit www.ostermann.eu



There were a good many surprises on the W12 stand of David Clouting Ltd. Alongside stunning new interpretations of African Walnut in light and dark colourways from LG - both of which were making their UK debuts at W12 - were two new stone décors, Dark Granite and a super smooth alternative called simply Stone. Designed to replicate solid surfacing materials at a fraction of the cost, both versions were bang on trend.

LG often surprises with its novel interpretations of on-trend ideas. The sawcut look, which MD Mike Clouting believes will really only make its mark in specific woodgrains, has been taken into LG's unicolours to quite stunning effect. The background picture on this page shows the texture clearly.

Other new designs on the stand included Taormina and Nancy Elm - both new elms from Schattdecor.

However, perhaps the biggest surprises of all were to be found in archive birch designs which, when they were first launched, were too ahead of the market to work. They were finding favour with manufacturers of various types of furniture. Noce Stilo, another design from a decade ago, was also seeing a revival with sales increasing again.

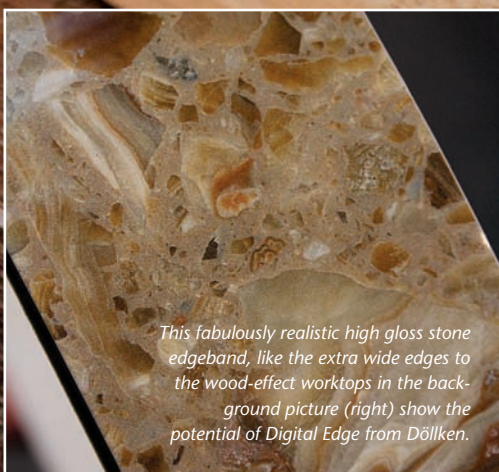
For further details of all the products on display at W12, call David Clouting Ltd on 01376 518037.

style at w12

Inspired designs from LG make their debuts on the W12 stand of David Clouting Ltd.



Edward Quant with the Interior Film display. Like Decofoil (left), it is one of several products from this multi-surface distributor.



This fabulously realistic high gloss stone edgeband, like the extra wide edges to the wood-effect worktops in the background picture (right) show the potential of Digital Edge from Döllken.



döllken on show



Discover designer edges with Digital Edge from Döllken, or choose an edge from a stock range of more than 2,000 items.

Döllken was in fine form at W12 with an offer ranging from a stock programme to custom-printed edgebands. To the rear of the stand, a small selection from the 900 décors and 2,000 plus items in Döllken's KSP stock programme was presented. The premium gloss products in the 3D 2-in-1 range offer a superb simulation of glass.

Fusion Edge is Döllken's laser edgeband range. The basic version uses a standard adhesive with laser-activated additives, offering a lower cost alternative for products which don't demand the ultimate. For seamless application of high end products, the premium alternative comes with co-extruded coloured adhesive for an invisible joint.

Perfect for shopfitting applications and one-off custom-made products, Döllken's Digital Edge is available in quantities of just one roll. Printed with the photograph, décor, pattern, or logo of your choice, Digital Edge can be produced in ABS or PP. A perfect match to any HPL can be assured - with a repeat of two metres or more instead of the normal 53cm. Call 01282 686861 or 01282 686873 or visit www.doellken.com





raising the bar



Specialising in know how and solutions for raising and lowering everything from computer screens to microwaves, BES, a member of the Billington Group, launched four new products at W12, all utilising Stabilus gas springs and mechanisms.

The SEC-TEC ST4500 (above) is a neat push-to-lift system which affords increased desk space when the screen is recessed. When in the upper position the filler panel ensures there are no gaps. The screen can be height and tilt adjusted - it even rotates 180° in either direction!

Pictured right is the SEC-TEC ST4100 pull-down TV storage system. Accommodating a wide range of screen sizes and incorporating a swivel action and a locking mechanism in the down position, this neat mechanism still allows the front half of the cabinet to be used for storage.

Below right is the SEC-TEC ST4700, a pull-down microwave shelf system. Robust and requiring no power, the gas spring balances the weight of the microwave, self closing in the upward direction and locking up or down without a mechanical lock.

The SEC-TEC ST4300 flip-up screen management system is perfect for educational uses, folding flat when the system is closed and accommodating up to a 24" 16:9 wide-screen displays.

For further details of all the products featured, call BES products on 01709 701420 or visit the company website at www.bes-products.com



The SEC-TEC ST 4500, left, can be fitted to a wide range of desks and tables and is suitable for use with locking mechanisms to provide secure storage. Lift is provided by a click-to-release, click-to-lock gas spring and the lid fits flush to the desk when the screen is docked. A panel filler ensures there are no gaps when the screen is up. The screen can be rotated through 180° in both directions and includes height and tilt adjustments. It's both clever and practical!

That was W12, don't miss W14:
Birmingham NEC, October 5th-8th 2014.

Curvomatic took the winning award in
the Design in Manufacturing Awards.
Highly Commended awards were made
to Trade Mouldings and FINSA.



"Could it get any better?"

By the time the shows ended, there were Sold at W12 signs on many stands - underlining the success of the event. Exhibition Director Angela McGowan reports that attendance was good throughout - with Monday and Wednesday busier than in previous years. There's no better recommendation than the fact that 70 percent of the space for the W14 show (NEC, October 5th-8th, 2014) has already been booked.

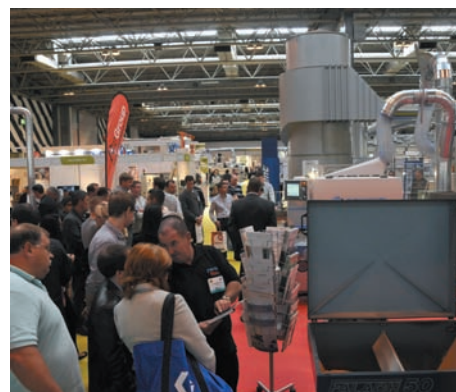
Highlights from both shows were the presentations from individual exhibitors in the Presentation Theatres. The theatre in the Working with Design area was also the venue for the presentation of the Design in Manufacturing Awards. These were judged by a panel of industry experts chaired by John Legg of the Gearing Media Group. Five entrants were shortlisted with EDP and the Movac Group as runners up. Highly Commended awards were made to Trade Mouldings and FINSA while Curvomatic took the winning award.

Reactions from both exhibitors and visitors were positive throughout the

show. Carl O'Meara of J&C O'Meara and Kundig said that they had more serious enquiries about wide belt sanders at the show than in the past six months. Homag's Paul Cooper said that even in tough times for capital equipment sales they were about 90 percent of where they wanted to be and were looking to W12 for the extra boost. Homag has rebooked for W14 with a large central position.

Rafael Willis, MD of FINSA UK said the show had been a revelation and had put them in contact with many new customers. The company launched Superpan STAR lightweight board with great success. Tweets played their part - Timber Tradesmen tweeted that they had fallen in love with a five axis router! Many companies used the show to launch new products and services - including Indusvent who had news of a new office and expansion of operations into the south east and Magi-Cut who launched their Version 9.0 upgrade to show how far optimisation software has come. Roll on W14 was the overall mood by the end of this very successful show.

That was the question asked by first time exhibitors Curvomatic in a tweet from the show - and reflected the mood throughout Working with Wood and Working with Design.





XYZ routers up the tempo

machine shop

Following the installation of an XYZ Camtech Z7 router, Somerset-based Traditional Timber Tradesmen has seen a significant increase in production. It specialises in bespoke carpentry and joinery. The router is a full size entry level system that shares many of the advanced production tools and machining capabilities of XYZ higher end, higher productivity and more expensive solutions. It has a cost sensitive set of machining configurations that will effectively handle a wide range of materials including solid woods, particle and formed boards, non ferrous metals, plastics and their derivatives. The router is also used for cutting MDF, plywood and timber components for other joinery companies as well as supplying sign manufacturers with ACU and acrylic shapes and engraved timber signage.

The machine installed at Traditional Timber Tradesmen uses ArtCAM Express software from Delcam with a machine upgrade likely once the level of work merits the investment.
01902 375600
www.axyz.co.uk
 For more information on Traditional Timber Tradesman call **01458 830198**, or visit **www.timbertradesmen.co.uk**.

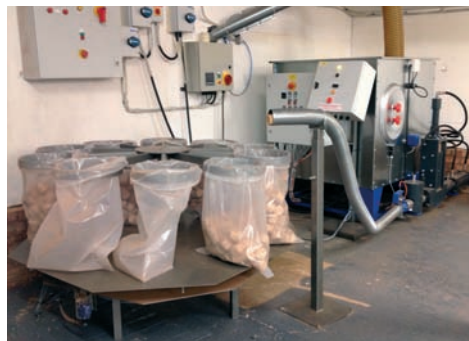


Warm up with waste

system collects chippings from the joinery production process and stores them in a silo, before they travel by conveyor to the briquette machine to be pressed into briquettes and pushed to the automatic bagging units. The 10kg bags are sealed and ready for sale.

"As a business decision, this was just common sense," says Patrick. "We've invested in machines that make the best use of our waste wood, we have heating at no extra cost for two factories, we've got rid of skip charges and have a new business selling briquettes." Wood Waste Technology MD Kurt Cockcroft says too many companies are missing out on the opportunity to convert wood waste into heating and/or an additional income stream: "One phone call to use is all that is needed to start things moving in the right direction."

As well as offering site survey, design, manufacture, installation and ongoing maintenance, Wood Waste Technology services all types of wood waste heater and supplies genuine spares at up to 60 percent cheaper than other suppliers. Wood Waste Technology is the official UK distributor for Gross UK, the German manufacturer of dependable, precision engineered shredders and briquettes. Equipment is available in sizes and specifications to suit all applications.
01785 250400
www.woodwastetechnology.com
www.grossuk.co.uk



When Patrick Green bought Aylesbury-based Premier Architectural Joinery he saw more than just an opportunity in woodworking when he realised there was a chance to develop a new income stream by converting waste wood from the production process into fuel and cash.

Patrick observed that the company was paying to dispose of around six tonnes of wood waste every six weeks yet had no heating within the factory unit. While researching more efficient ways of operating, he came across wood waste heaters and contacted Kurt Cockcroft at Wood Waste Technology for more information. He was delighted to learn that he could get a return on an investment in wood waste machinery in less than 12 months and so developed a plan of action to save money on skip charges and make better use of the company's waste wood.

Patrick bought a WT5 wood waste heater, a Genius 2/50 briquette press and an automated bagging unit. He also bought a second heater for another business, Premier Plastic Parts, so that waste from the joinery company could be used to heat the factory, saving around £5,000 on oil fired heating costs every winter.

Buying the equipment has also allowed Patrick to launch Premier Eco Fuels, which sells briquettes in the local area. Suitable for log burners, open fires, barbecues and garden chimineas, the hardwood briquettes deliver a similar calorific value to coal but without the mess. The fully automated

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