

journal furniture

january 2013

**Sicam Review: surprising
number of new products
at Pordenone**

**Ney: one man and his
dream**

**DP: in harmony with
Symphony**

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cover photo

Made-to-measure, any size, any colour - this is one of three ranges of doors which has been added to the growing Ney portfolio. More on page 4.

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IBC MACHINE SHOP



Export award for Combilift

Combilift has been named the Best Overall Exporter to Germany in the Irish Exporter to Germany Awards, organised by Enterprise Ireland and the German-Irish Chamber of Industry and Commerce. Combilift MD Martin McVicar received the trophy from the Minister for Education and Skills, Ruairi Quinn TD.

The award marks 50 years of Irish export success to Germany and the 50th anniversary of Ireland's first trade office in Frankfurt in 1962. Combilift entered the German market in 1999 and since then has notched up sales of 100 million euro to German companies. Viewed against large mainstream competitors such as Linde and Jungheinrich, as well as a German 4-way forklift manufacturer, this is a major achievement.

Combilift attributes its success to its policy of taking customer feedback on board and developing handling solutions. This has gained the company blue chip customers such as Liebherr, Thyssen Krupp, Weber Haus, Veka, Schüco, Hagebau and more. Repeat orders from these companies underline the suitability of Combilift products for their operations.

Shown here, left to right, are Holger Erdmann from the German-Irish Chamber of Commerce, Deirdre McPartlin (Enterprise Ireland Manager for Germany, Austria and Switzerland), and Martin McVicar (Combilift MD).



Steve Plastow, Managing Director, tesa UK

New HQ for tesa®

Known as the world's leading light in adhesive tape development, tesa® will start work on a new HQ next year. The board has given the go ahead for the £130 million investment in Norderstedt near Hamburg Airport. The company hopes to move in during 2015. The new facility will bring together the central R&D and technology centres and marketing, currently in three separate buildings, and marks continued investment to ensure that the company meets the needs of its customers.

business news

Living in Contrasts at Interprint Furniture Days 2012



Living in Contrasts was the theme at the 6th Interprint Furniture Days event. The idea-driven décor team presented leading trends for the future and provided visitors with ideas for further processing. The aim was to show how trends evolve and how they can be developed into market-ready products.

For three weeks in November, three times a day, visitors were able to attend presentation workshops where Interprint contrasted the natural woods it is known for with the plain colours Visual Perfect, bringing about a varnished-like effect. Technologies like the 3D-printer, ready to enter the big market of end consumers, were also introduced. The newly

decorated showroom, packed with ideas, is itself a study in contrasts, featuring wood, white and Reseda Green.

Salvatore Figliuzzi, Marketing and Décor Development Manager explained: "We have adapted the luminous accent colours that we encounter every day on the web and combined them with natural varieties of wood. Nocturno, for example - a very dark, almost black, blue - reveals the fascination with the Chanel perfume Bleu. Combined with wood décors this dramatically beautiful colour makes a noble ensemble."

Interprint are already looking forward to the 7th Furniture Days event in 2013.



BWF Apprentice of the Year 2012

Chris Lake, an apprentice joiner at GS Haydon & Son in South Moulton, Devon, has won the BWF Apprentice of the Year Award 2012. Chris, who is 18, was presented with his Award by Stuart Littlefair, Specialist Manager from sponsors CITB-ConstructionSkills during a glittering event at Lords Cricket Ground. He also received a £150 prize from management consultants Lignum Associates.

The runners up were Ross Spark from AA Taylor Ltd in Brighton and Max DeCourcy of Parker & Highland Joinery Ltd in Lancing, West Sussex.

www.bwf.org.uk



zow: almost now!

For international furniture component suppliers seeking direct access to Germany's lucrative furniture market, ZOW - the international fair for the suppliers to the furniture and interior design industries - provides an ideal presentation and contact forum. And for you, the manufacturer, it's a great place to find new and progressive products, materials and ideas to give your designs an edge over the competition. From 18-21 February 2013, the organisers (Clarion Events Deutschland) expect 13,500 trade visitors and 490 national and international exhibitors at the Bad Salzungen Exhibition Centre.

ZOW has become an established B2B platform for the supplier industry and it takes place in the very heart of Ostwestfalen-Lippe - Germany's No1 furniture producing region. ZOW benefits from its proximity to the core furniture market. Internationally renowned furniture and kitchen manufacturers from all over Germany regularly attend ZOW with their management teams. It is the earliest and most compact market overview in Europe.

Whereas comparable trading platforms in Germany only take place every two years (and not until later in the ordering year), ZOW guarantees to give



*For many companies,
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find new products.*

the industry a compact and concentrated supplier platform at the beginning of the purchasing cycle. For the upcoming show, the organiser will present regional, national and international exhibitors from all across the

furniture supply industry. The current list of exhibitors can be called up online at any time. You can find out who will be exhibiting at www.zow.de

ZOW also offers a professional platform for new ideas and concepts, featuring them in special presentations: at the "RFID Factory", for example, visitors can get first-hand experience of innovative RFID solutions for the furniture process chain; modern lightweight materials and solutions for furniture and interior design are to be discovered at the igel forum; and yet another current hot topic of the European furniture industry is development in surface technology. Digital and direct printing, modular sanding systems, the seamless foiling of surfaces and glue-less plasma technology are only a few of the key ideas you'll find highlighted in the presentations, while timber coating day (on the last day of ZOW, 21 February) will provide a forum for presentations on this topic (in German). Young, up-and-coming German suppliers for the furniture industry, interior design and logistics sectors will also present ideas at ZOW in Bad Salzungen.

Make a date in your diary: 18-21 February 2013, Bad Salzungen. Not to be missed!

a man with



Made-to-measure, any size, any colour - this is one of three ranges of doors which has been added to the growing Ney portfolio, which now includes machines, consumables, materials, hardware and services few others can rival.



Where do I begin to tell the story of the man who, perhaps more than any other, pioneered the introduction of panel processing to Britain in the early 80s? Maybe I should start a decade earlier when, married with a family and in his early thirties, he founded the company EBM (Edge Banding Machines) and began to build edgebanders. Or perhaps I should begin with the heating platen business he started which, together with EBM, he expanded into France, Italy, Ireland, the UK, the USA and beyond, growing the workforce to 250 before his company collapsed spectacularly in the early eighties.

He is philosophical about the mistakes he made in his early years whilst striving for relentless growth. They have given him a greater empathy for the problems faced by startup and growing businesses. And they've helped him introduce and hone the services and products his Coventry-based company offers today. But despite his growing ambition, Gerd Ney does not come across as a typical managing director, nor even a typical entrepreneur. There's no doubt he is driven. Very driven. But these days, though he is quick to spot an opportunity which could benefit his customers, it is not so much profit and the desire for growth which fire him.

He speaks of his company's many smaller clients with warmth and almost ecclesiastical affection. His father was a clergyman - for a while it was his intention to follow suit - and the desire to nurture and encourage is deeply ingrained. With discernible pride, he recounts how, when he left Germany for England in 1982, "There was nothing for the smaller guy in the UK. The panel industry was in its embryonic stage. Edging was a new process. Only heating bars were available. I helped my smaller customers to become competitors of the bigger companies. Like mushrooms, smaller guys appeared, all wanting to start on their own."

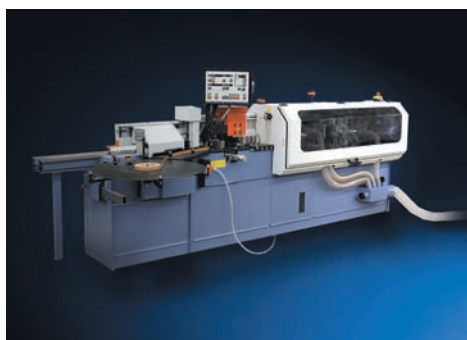
Though he admits his own background is more commercial than technical, Gerd dislikes "sharp" selling intensely. "We never cultivate this kind of mentality," he says. "What we want is for our customer to buy from us. We want to build a relationship that is strong enough for the customer to want to put an order on our table." It's an approach which seems altogether compatible with his chosen market.

When Ney Ltd first opened its doors to customers, its offer was panel processing machinery, particularly edgebanders, edgebandings, adhesives and other related consumables. It remains the backbone of today's Ney Ltd, the company Gerd and his fellow

Few individuals have been quite so influential as Gerd Ney on the birth of panel processing in the UK, yet, despite his company's growth and reputation as a champion of start-up businesses and smaller companies, it's Gerd's own desire to provide much more than machines which drives his company's success.



Ney Ltd cut its teeth on edgebanders and panel processing machinery for the smaller user. Today, it offers a broad spectrum of machines from manufacturers like EBM, Mayer, Cehisa, Paoloni, Detel, Harwi and Virutex.



The acrylic-edged De Novo range includes matching and duo edges.

directors have grown into a multi-million pound business and put their own quite unique stamp on. Over the years, despite the devastating fire of August 2012 (which might have seen any other company close its doors for good), the company's portfolio of machines, hardware, foils and consumables continues to expand. The aim is to be a complete solution for the smaller manufacturer. Gerd hates the term "one stop shop" but that sums it up perfectly.

It was almost 20 years ago (when the bank manager Ney Ltd had worked with for many years was made redundant) that Gerd seized on the opportunity to launch a new service which would benefit his flock. In his bank manager he found a new recruit who helped set up a finance company and arrange underwriters. "It was the middle of a recession," he recalls. "Cash was tight. The only way I could do it was to mortgage my home. But when I know something is right, I go for it. These guys needed help. It was make or break time for them - and us."

Gerd clearly revels in involvement with his customers and the finance side of the business enables him to help with all manner of problems from financial and partnership issues to expansion. He has plans to introduce other bolt-on services in the future - and there are new products being introduced all the time.

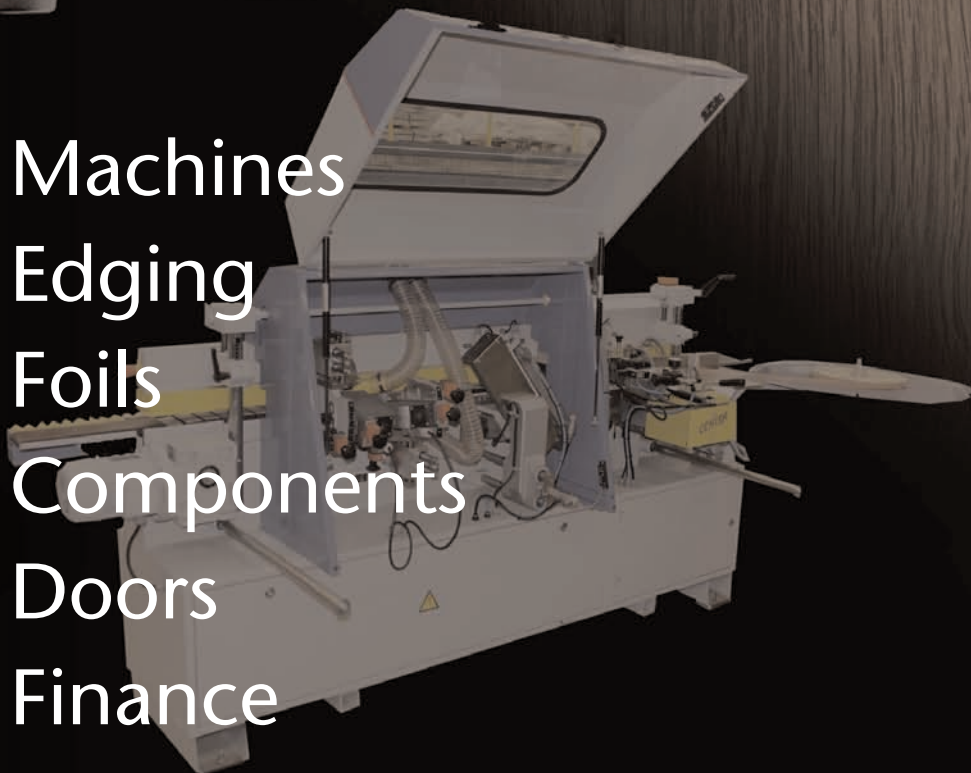
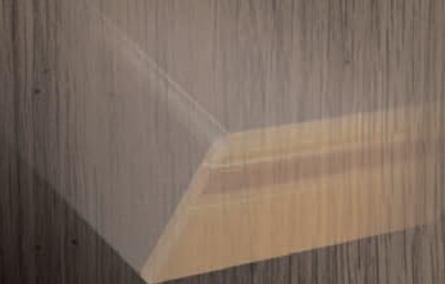
Most recently, Ney Ltd has begun to develop its own collection of doors. In

the made-to-measure, any size, any colour, any design market, Gerd knows he has stiff competition but, in his own quiet way, he recounts how his foray into the doors market began by helping a company in difficulty. "We are offering three ranges," he explains enthusiastically. "A vinyl-wrapped range, an acrylic-edged range and a spray-painted range." It may sound like a small beginning but Ney's Elegance range includes 20 designs from Shaker to Tongue & Groove in 30 vinyl finishes; the acrylic-edged De Novo range brings duo-edged and matching edges to high gloss - this time in 10 standard colours and with 10-day turnaround; and the painted Impressions range, with its modern Slab, Atlas, Vogue and Shaker options in high gloss or matte finish complete the offer. Always mindful of the smaller customer, Elegance also caters for the door replacement market with materials for end panels.

So what does the future hold for Ney Ltd?

Circumstances have already necessitated a move to new premises but there is no dampening of spirits. Gerd's eye is already on growth and his mind is on ever new ways to make life easier for his customers. New products, new services - both are in the plan. All he will say is watch this space. There are many more chapters yet to unfold in the Ney story.

To contact Ney Ltd call 024 7630 8100 or visit www.ney.co.uk



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sicam shows th

In the last four years, Sicam has developed a character (and a momentum) all of its own.



At a time when some exhibitions are finding it hard to survive, busy aisles remain a hallmark of Sicam.

There are few shows in the furniture components and materials sector to rival the cosiness of Sicam. It's an altogether pleasant experience with light, airy, well laid out halls and a strong focus on products. Despite the comments of some exhibitors about the location, Pordenone seems to attract the crowds - especially the home crowds - and it always surprises me how, even before Interzum, which is generally considered to be the launch pad for new products, Sicam provides a spotlight for more than its fair share of new ideas and up-coming trends. It's a testament to the credibility of the fair and the hard work of the organisers that so many exhibitors now see it as an unmissable event - and entrust the success of their product launches to it.

So let's find out what was new.

Hinge, slide and cabinet interior fittings manufacturers have been especially busy of late with the latest generation of products to woo reluctant consumers. The race is on for the slimmest, the sexiest, the sleekest and the

highest quality feel. With its new Vionaro, Grass showed stand visitors just how thin it was possible to make a drawer side and hide a slide inside. This really is a star product but it won't be for everybody. It's aimed squarely at the designer end of the market. Salice and Blum both offered new undermounted slide solutions while Samet turned its attention in an altogether different direction with Light Box, a new version of its high performance Smart Box, now made sexier with LED-lit glass drawer sides.

Several manufacturers launched new hinge options. The trend continues towards ever more efficient soft close functions - some, like Samet's, offer adjustable power settings so only one self-close hinge is required per door - but now in combination with highly functional three-dimensional adjustment. This is a feature which will surely go down well with time-pressed fitters. And for the consumer, the business end of hinge design is being made increasingly more attractive with a variety of cup and crank covers. Although it was



Left: It may have been around since 2009 but the Silent System soft-closing mechanism and elegant design of the Sensys hinge by Hettich still make it one of the most aesthetically attractive hinges on the market. Details: 0161 872 9552.

Right: Handle-less furniture is an integral part of modern furniture design today. Fittings specialist Blum makes it easy to open handle-less furniture with Tip-On, a mechanical opening system that is not only available for the Aventos HK stay lift, but now also for the Aventos HK-S small stay lift. For information call 01908 285700.



Effortless movements, soft and supple action and gentle damping are the hallmarks of the new Free II from Kesseböhmer. Call 0049 5742 46175.



Left: New at Sicam was Linak's BL1 short column three-stage lift. Three versions are available: 248mm, 324mm and 400mm. For details call 0121 544 2211.

Right: New from Ferrari was easy Slide, a sliding door system for 2 and 3 door applications with thicknesses between 16mm and 22mm and a max weight of 40kg. Visit www.ferrarispa.it



e way

first seen in 2009, Sensys by Hettich still provides the benchmark for aesthetics but for new at Sicam, Salice's Titanium finish is just gorgeous.

Much more emphasis is being placed on what happens inside the cabinet than ever before. Once upon a time, chrome was the only option for wirework. Vauth & Sagel's new matt aluminium takes the company's Artline offer to five finish options.

Although, personally, lift-up doors are not something I'd ever want in my kitchen, they are very much in vogue at the moment and several manufacturers showed new, more attractive lift mechanisms at Sicam. Blum's Aventos HK and HK-S stay lifts and Kesseböhmer's Free II offer powerful lifting capacity while the Lift-O-Mat by Stabilus has been given a facelift in the form of sleek covers in a variety of colours.

The printers had all been very busy. On the woodgrains theme, oak remains hugely popular with several new options making their debuts. Saw-cut, once the most prominent of the rustic directions,

seems to be taking something of a back seat with more subtle interpretations on the stands of the main players. Perhaps saw-cut was too rustic for widespread acceptance. Progress in Elm décors also appears to have slowed and I can't recall seeing a single new exotic. All the major printers at Sicam were emphasising grain and structure and were keen to demonstrate their expertise at in-register embossing. So convincing is it nowadays that it's hard to distinguish foil from veneer. Matt and supermatt effects, especially in unicolours, were being shown effectively in combination with woodgrains - and figuring out which work best together just became a whole lot simpler with Schattdecor's Unique Colours Collection. Schattdecor also showed an imaginative range of digitally-printed décors.

In its four short years, Sicam has become a show not to miss. Far from provincial, or an Italian home show, it's truly international and well worth a visit. Watch out for the next in October 2013!

www.exposicam.it/english

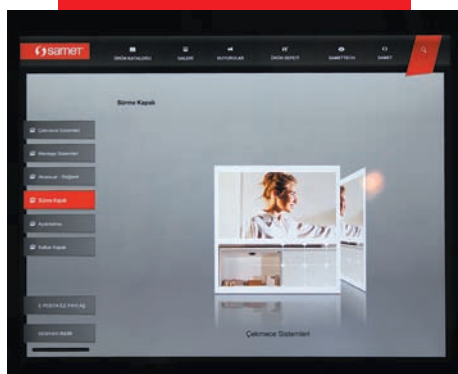


There's no doubt lift up mechanisms were in vogue at Sicam. New from Stabilus, and making its debut at Sicam, was this sleek design of Lift-O-Mat. It's less bulky, altogether sleeker and more discreet than most but it performs up to 200N. Details: 01709 543837.



The new Impro hinge from Samet offers full three-dimensional adjustment and five-step adjustment of the closing force with a single screw for easy fitting.

one touch - 3d



Up, down, backwards, forwards, in or out - Samet's new generation Impro hinge offers full three-dimensional adjustment simply and efficiently. Currently available in three crank angles (including a wide opening angle), but with all angles covered by May 2013, the new Impro, on show at Sicam 2012, also offers single screw adjustment of the closing force. The new version has been designed to match Samet's non-soft close version perfectly, so you can use a mixture of soft close and non soft close on each door, saving you money. The soft close function is fully adjustable through five positions - and the Impro exceeded the German LGA 90,000 cycle test by 60,000 cycles!

Also new for Sicam was Lightbox, an LED illuminated version of the Smart Box drawer system. Embodying all the refined functionality of Smart Box, Light Box will be available in different profiles and with LEDs of any colour. You can even choose your own company logo!

More details from Samet's new App, from Ney Ltd (024 7630 8100) or from www.samet.com.tr/en/



Light Box - all the benefits of Smart Box but with LEDs to suit your purpose.



 **samet**



Runners that glide effortlessly to reveal highly functional, yet pleasingly finished storage solutions are the hallmark of Vauth & Sagel - and the new colours offer even greater sophistication.

Dirk Eijnck demonstrates the new Vauth & Sagel bin system concept which was shown as a prototype at Sicam. It's neat, it's simple - and it's right where proper chefs need it: close to worksurface level. Deeper options for lower drawers were also shown.

wonderful wirework

Celebrating its fiftieth anniversary in style, Vauth & Sagel put on a wonderful display of its prowess in the steel, sheet metal, wire, wood and plastic manufacturing sectors at this year's Sicam. Demonstrating conclusively that interior design isn't just confined to cabinet exteriors, Vauth & Sagel launched a matt aluminium finish taking the total number in its Artline concept for drawer edges to five. There was also a new runner system with soft open and soft close and a slimmer, more linear profile to its DSA. Shown above with Product & Marketing Manager, Dirk Eijnck, was the prototype of a new bin system which will be launched later this year.

For information call 0049 (0) 5272 601229 or www.vauth-sagel.de

Fifty years worth of experience went into the creation of the latest range of interior design concepts for the inside of cabinets from Vauth & Sagel.





Without losing aesthetics, the Tiomos range of hinges has been given full 3D adjustment across the range.



slimmer of the year



Vionaro has a 10mm thick wall.

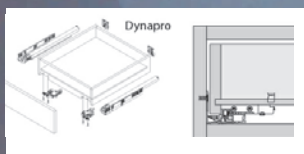
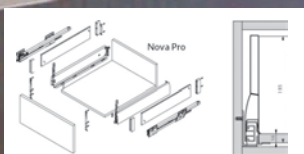
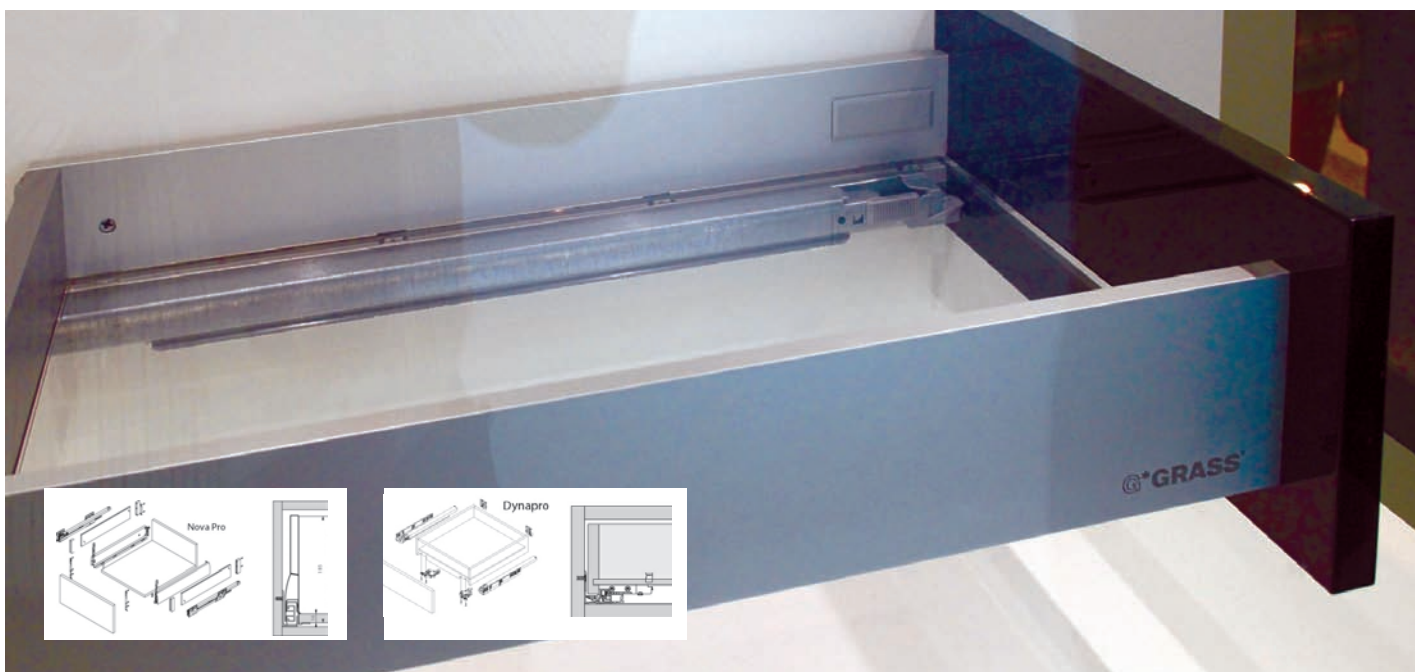
It's official! With its new Vionaro, Grass gets the *Furniture Journal* prize for Slimmer of the Year! At just 10mm, this remarkable and exceptionally stylish new drawer, shown behind closed glass screens at Sicam, has to be the slimmest profile aluminium/steel box on the market. When it makes its official debut in May, all popular sizes and carrying capacities upwards of 60kg will be available. Vionaro will be made to order and is aimed squarely at the designer sector where its slender good looks will undoubtedly make it a star in the best kitchens.

The Grass range of Tiomos hinges may not be new but the range has

been uprated with the latest in three-dimensional adjustment. Without losing any of the features of the original Tiomos, or compromising the aesthetics of the design, it is now possible to adjust up and down, back and forward and in and outwards simply, while in situ.

Ideal for the cabinet-maker who wants to make his own drawer box, the Dynapro undermount drawer system, launched some time ago as a double wall slider system, was also shown prominently on the Grass stand at Sicam.

For details of all Grass products call 0043 5578 7010 or visit www.grass.eu





Salice's new Unica concealed drawer runner.



Walter Gosling demonstrates Salice's new Eclipse pocket door system.



Salice's new Folder takes doors of up to 40kg.

salice's sicam

Salice used Sicam to launch several exciting products. The new Unica concealed drawer runner combines Smove decelerated closing action with both traditional opening for drawers with handle and push self-opening for handle-less furniture. The operating system is mechanical and integrated in the runner, reducing the overall dimensions. Designed for use with wooden drawers, or with aluminium, or plastic Legobox drawers, Unica is available in lengths from 300 up to 500 mm. For easy mounting and removal, the runner can be fixed to the drawer by clip or by pin locating system, which also simplifies height adjustment and prevents drawers from

opening during transport.

From Salice's Bortoluzzi came two new sliding door systems: the eclipse pocket door system offers a soft close and positive opening feature; the new Folder system, meanwhile, makes folding and sliding possible and is perfect for concealed units in kitchens. Folder is suitable for doors up to 40kg in weight.

Last but not least, Salice has introduced a new, sophisticated Titanium finish (main picture) which is now available on all hinges and mounting plates.

For further information and a new catalogue call 01480 413831 or visit www.salice.co.uk





Although clearly very different, leather-look Maroquin feels like a new twist on the industrial trend but with an altogether greater feeling of warmth. See also Industrial, below left.

71019 Maroquin
LA 5005580

Call Impress on
0049 6021 4060 or
visit the website
www.impress.biz

With more new designs than ever, Impress was determined to woo the Sicam crowds with original décors from the trends of the moment.



32264 Toulouse Oak
LA 5005518



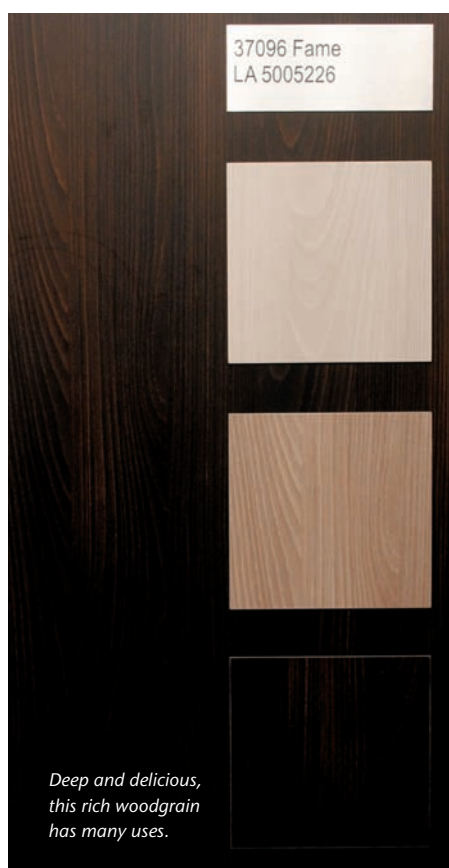
71018 Industrial
LA 5005441

first impressions



32259 Farm Oak
LA 5005574

Softly knotted and beautifully coloured, the subtlety in Farm Oak has to be seen close to be appreciated.



37096 Fame
LA 5005226

Deep and delicious, this rich woodgrain has many uses.



32263 Havana Oak
LA 5005578

Oaks were very much in vogue at this year's Sicam exhibition. This is Havana. Above left is Toulouse Oak.

Troja Oak - knotty, rustic and bang on trend - made its debut on Süddekor's 105m² stand at Sicam.

Lentini was one of several impressive décors on the Sicam stand. Shown right is another newcomer, Baron Elm.



Structure comes from embossing in register and Süddekor's presentation showed absolute mastery of this art.

superb süddekor

This year's Sicam exhibition saw the 2D Group (Süddekor, Dakor and Süddekor Art) exhibiting on a 105 square metre stand which was packed with new ideas and the latest on-trend matt and textured décors.

Within the context of a newly-developed, modular presentation concept, Süddekor showcased wood structures ranging from elegant to rustic. The vintage theme, with traces of aging and usage, remained a hot topic at Sicam. Süddekor's beautifully crafted Cézanne and Lefkas Oak fit perfectly with this trend and many of its wood décors were shown in conjunction with super-matt finish. Super-matt was also seen in trendy stone and fantasy décors, along with the rust look.

A particular spotlight was given to ever-popular oak décors with Lefkas Oak and Edison Oak illustrating the contrast between rustic and natural straight-lined planked effects. Other new straight-lined, elegant structures included a new interpretation of elm: Baron Elm. Süddekor showed a large portfolio of release paper structures, structured finish foils and embossed in register décors which demonstrated a masterful interaction between look and feel. Call 0049 7333 9550 or visit www.sueddekor.com

The interaction between design and technology provided a strong focus for décor specialist Süddekor's presentation on a 105m² stand at this year's Sicam.



unique colours

A wonderful show of technical prowess and flair from Schattdecor at Sicam 2012.



The unveiling of the unique Colours collection was the highlight of Schattdecor's Pordenone showing. The Colours collection has been designed in line with current trend themes to work with the latest generation of woodgrain décors. The 18 solid colours were shown in the latest matte finish. Like the real samples in the colour fans (produced to present the harmonious collection), the key solids are produced by using an improved printing process involving standardised base paper and printing inks in brilliant colours. The result is an economical product which is highly suited for further processing.

Melamine and foil furniture décors that unite tactile and visual realism were the main focus of Schattdecor's showing at Sicam 2012. In the Industrial Heritage trend section, Canterbury Oak fascinated customers with its register embossed melamine finish, while the newly-developed Canyon Monument Oak, with its straight-grained texture and rough-hewn look in Smartfoil 3D proved to be a popular highlight. The new décor Tokaj, a contemporary woodgrain, harmonises

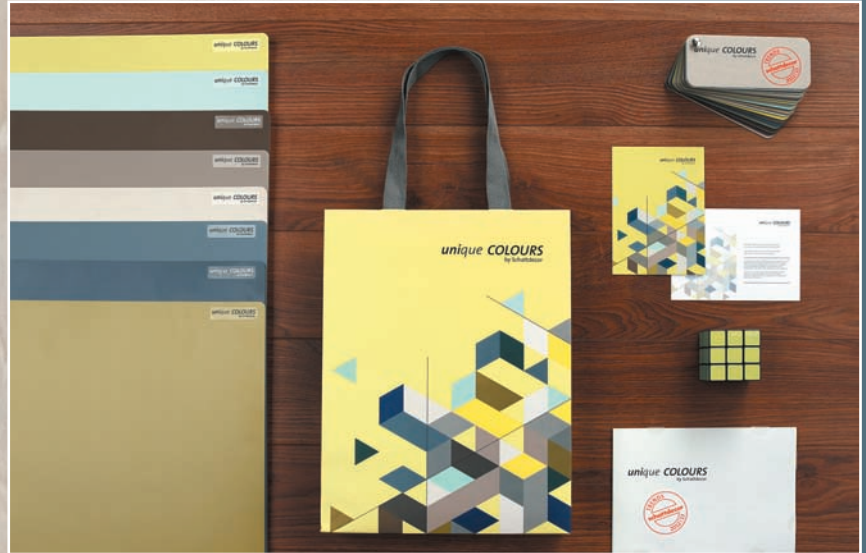
particularly well with the trend solids in the unique Colours collection. Tokaj is a fine-grained décor offering elongated flame figures, partial rays and attractive colour treatment. Darker streaks introduce a touch of interest in the balanced composition.

Loft, a faithful interpretation of architectural concrete, was a further new décor that met with an enthusiastic reception. The transverse variants of Armagnac Elm and Imabari Oak for the Italian market, along with Omaha Cherry (shown in a high-gloss finish) and Rovere Glamour, were also shown prominently.

Also on the stand at Sicam 2012 was the third edition of Schattdecor's Caravan Collection, which includes melamine and Postfoil décors. However, most stunning were the new additions to the company's Digital Visions collection. One of the many impressive designs was broken glass, shown left. But don't get too close. It's sharp in every respect.

For further details on all the latest inspirational décors shown at Sicam call Schattdecor AG on +49 (0)8031 275 2779 or visit www.schattdecor.de

The new decor Tokaj, a contemporary woodgrain that harmonises particularly well with the trend solids in the unique Colours collection, is a fine-grained décor offering elongated flame figures, partial rays and attractive colour treatment. Darker streaks introduce a touch of interest in the balanced composition.



collection

Canyon Monument Oak is characterised by a rustic straight-grained texture with numerous fine cracks and a few small knots. Faint planing marks are in evidence in the clearly-pored wood with its rough-hewn look.

Loft, a faithfully rendered interpretation of architectural concrete, shows fair-faced concrete in a somewhat structured layout featuring many of the details typical of the material. It is suitable for worktops, wall surfaces and furniture elements alike.



sicam: a success

Sicam 2012 closed its doors to applause from visitors and exhibitors. Make a note in your diaries of the 2013 dates!

The fourth edition of Sicam at Pordenone closed its doors to unanimous applause. Visitor numbers exceeded 17,000 once more this year; 540 exhibitors took part; and the trade fair's global reach was affirmed with visitors from 94 different countries.

Since the first edition, Sicam's distinctive marketing has provided the key to expanding into promising markets. This year it was evident from the presence of many Turkish companies. The breakdown of foreign visitors underlines this: European visitors accounted for over 70% of the total (with Germany and Russia leading the way, followed at some distance by France and Spain) but there was

growing interest from Asian visitors which this year represented 22% of all foreign visitors. Approximately 70% of exhibitors were from Italy.

The results of the organiser's survey shows that a significant majority of exhibitors preferred to change the days of the trade fair. In response, the organisers have taken the decision not to hold Sicam 2013 from Wednesday to Saturday. This year, the show will begin on Tuesday and conclude on Friday. The 2013 edition of Sicam will be held in Pordenone from Tuesday 15th October to Friday 18th October. Registrations started for 2013 at the show - both from 2012 exhibitors and new companies - so make a note in your diaries now!



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in harmony
with symphony



*Daniella by Symphony.
Panels by Decorative Panels Components.*

The success and growth of Symphony Group over the last ten years has been considerable. Close-knit partnerships with companies like Decorative Panels Components have played a significant role.

How apt that one of Britain's most forward thinking, revolutionary and dynamic furniture manufacturers should share a name with an artform that has come to represent the very pinnacle of artistic achievement. Sometimes classic, sometimes contemporary, embracing simple lyricism and sophisticated counterpoint in its line, form and orchestration, the Symphony Group's portfolio provides an unparalleled range of fitted furniture which, traversing its extremes, is both inspirational and aspirational. And, though grounded on solid principles, like all truly great art forms, in equal measure there is talent and genius at work behind its development.

Now in its 41st year, the multi-million pound Symphony Group continues to increase its market share while many of its competitors fight to maintain ground in the fitted kitchen, bedroom, bathroom and, more recently, hospitality markets which Symphony is making its own. It's done this partly by focussing intently on the needs of its core customer groups and providing a range which covers everything they could possibly require; partly by providing all-encompassing levels of service which include delivery and full installation; and partly by establishing long-term partnerships with suppliers and embracing automotive industry manufacturing methodology.

In the last five years, Symphony's kitchen designers have focussed on the development of ranges for five distinct market sectors: Kubix - the "kitchen for life" - provides for the social housing market; Konzept is Symphony's private housing brand; for merchants and mid-level high street retailers, Milano contains plenty of options; Gallery is ideal for the upper retail sector; and at the top of the retail range, Signature is Symphony's new premium brand. Across the range, gloss remains king and painted fascias (finished in the company's Rotherham plant) are overtaking woodgrains. Symphony's bedroom offer includes Embrace, for the independent retailer; Aspect for care homes, student accommodation and hotels; and Revive, a hotel specific offer. Aquadi is the new bathroom furniture offer for independent retailers. Across the whole portfolio there are 120 kitchen fascia options, 26 more for the bathroom and a further 18 for the bedroom.

For most companies, supplying and fitting kitchens to equip one third of all new homes built in the UK every year would be headache enough. It's not difficult to imagine the fortissimo dissonance and frequent cymbal crashes that new market areas could add. Yet Symphony's factory, atop the former Grimethorpe colliery, is an oasis of calm. A small army of workers shuttles meticulously labelled components from



Symphony made the decision to switch from manufacturing to assembly in order to concentrate on growing its market share.



Furniture for hotels is all part of the Symphony offer.



Managing Director Martyn Davis, left, with Marketing Director Simon Collyns.

house-high racks to lines of red-shirted assemblers. The eagle eyes of the blue-shirts - the quality control inspectors - miss nothing. At the end of each assembly line, expert packers wrap cabinets and fill a fleet of awaiting trucks. Squeezed between the component racks at the other end of the line, a small Weeke sits idle. It's one of very few machines in the factory.

So what's the secret?

Marketing Director Simon Collyns takes up the story: "When Martyn Davis became Symphony's MD in 2000, he brought with him many of the processes used in the automotive industry. We made a conscious decision to move away from manufacturing and into assembly and logistics. We started to look more closely at our suppliers - suppliers like Decorative Panels, who had been trading with Symphony for 30-40 years. They'd already proved themselves as a trusted supplier, so we asked them to prepare a three-point incremental growth plan to demonstrate, among other things, they could provide the capacity we needed for growth."

"We looked at Symphony's forecasts and married our investment to them," continues Decorative Panels Group MD, Guy Metcalfe. "Our businesses have grown together. We supply 100% of all Symphony's carcasses and many of their fascias. We share forecasts and manufacturing capacity information. There are no secrets between us."

Adds Simon, "Our business depends on having this kind of partnership. We have a small number of partners and we build those relationships carefully. Decorative Panels is a cornerstone; an absolutely key, critical part of our business and our success."

But all too frequently one hears of big companies pulling the plug on smaller suppliers with catastrophic consequences. Surely, it is a huge risk for Decorative Panels. Guy Metcalfe freely admits he is not even slightly nervous. "I've never dealt with a business that is as loyal as Symphony," he says. "We had to learn how to supply their account and we were not without fault on occasion but Symphony's attitude was always to work together to make things better. When Martyn Davis says he will do something, he will do it. Taking almost a million components a month, Symphony is our biggest account but we have no fear because we have an immense amount of faith in this partnership."

It's clear that, like the duets it sings with a small, elite band of suppliers - well-established brands like Hettich, Kesseböhmer and others - the polyphony between Decorative Panels and Symphony is in perfect harmony. And under the capable baton of Martyn Davis, the Symphony orchestra plays to audiences which grow with each passing year.

Symphony Group: 01226 446000.
Decorative Panels: 01484 658341.



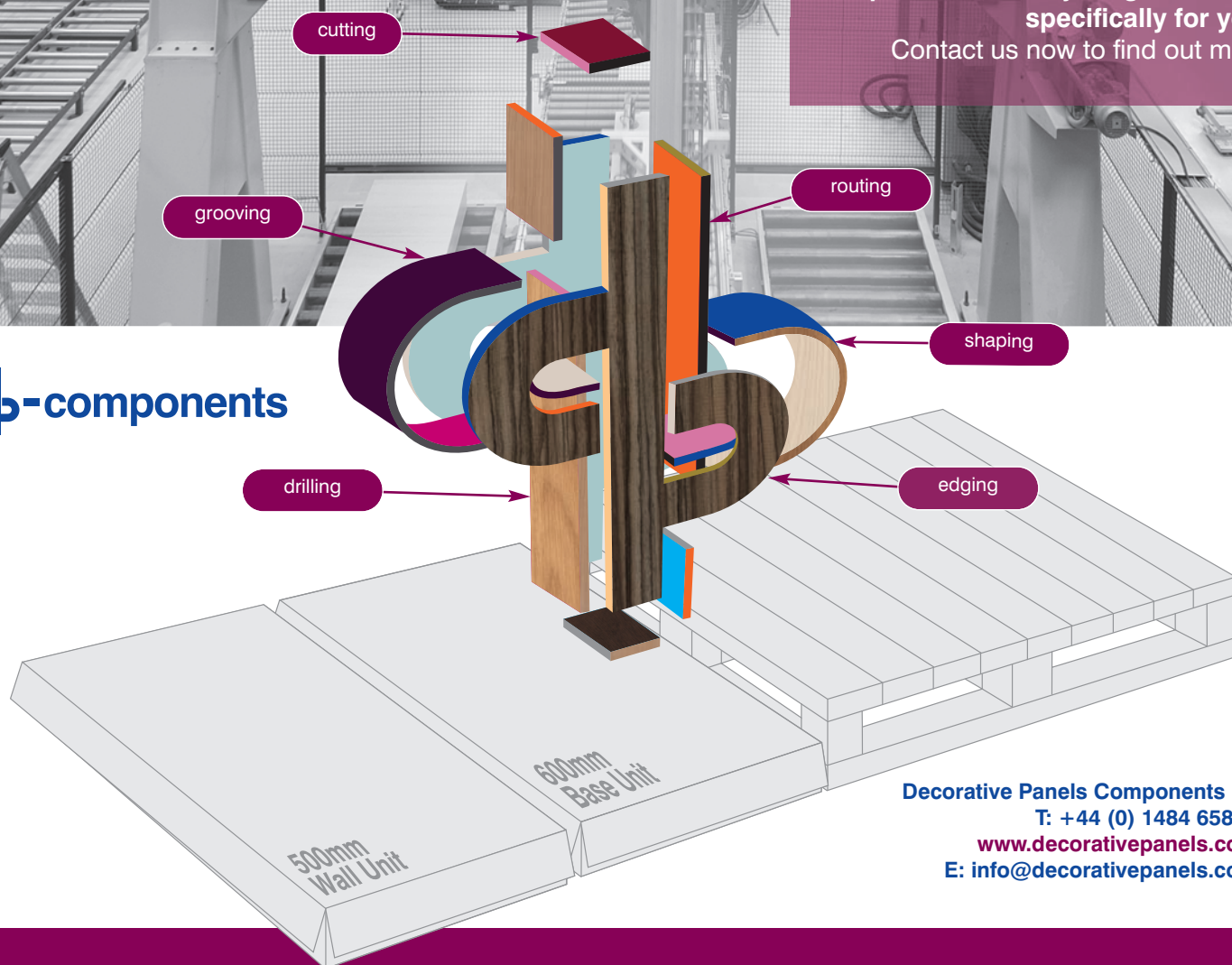
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Deco Foil

from

 **LG Hausys**



The Charnwood bedroom door collection from ECF looks like a traditionally constructed door but is actually vinyl wrapped. A combination of modern materials and techniques coupled with hand assembly gives this door a distinctive period charm. Available in Woodhouse and Beaumanor styles, the doors are supplied on a made to measure basis and are available in 18 finishes, including exciting new wood grains and a choice of flat matt colours for a classic painted look. There is an extensive collection of matching accessories.

01664 424288

www.ecf.co

doors and more

Porter from PWS responds to the demand for high gloss in the kitchen. Available in white, alabaster and beige, Porter has an 18mm lacquered high gloss finish and simple slab styling. The neutral colourways have timeless appeal. Door and drawer combinations include a narrow letterbox feature door, curves and a wide selection of accessories.

01325 50555

www.pws.co.uk



IDS has launched a select range of hi gloss MFMDf panels aimed at kitchen, bedroom and bathroom furniture manufacturers, shop fitters and exhibition stand contractors. The product has been designed to compete in areas where acrylic gloss panels are used. It has superior scratch resistance and a higher gloss level that gives a mirror-like finish. The panels come in black, white and ivory. The superior shine is achieved through the application of several layers of gloss lacquer and precision sanding.

Panels are supplied in a universal 2800 x 1200 x 18mm size with a protective film on the gloss side. Two different styles of ABS edging are available – either matching or 3D that combines the plain colour with a steel colour layer to give a glass fronted look to the panel.

Initial stocks are now available in bestselling white, black and ivory. Woodgrains will be added in the near future. Other designs are available to special order depending on quantity.

08457 298298

www.idssurfaces.co.uk

**ZOW 2013
Bad Salzfluhen
Hall 22-2
Booth A7**

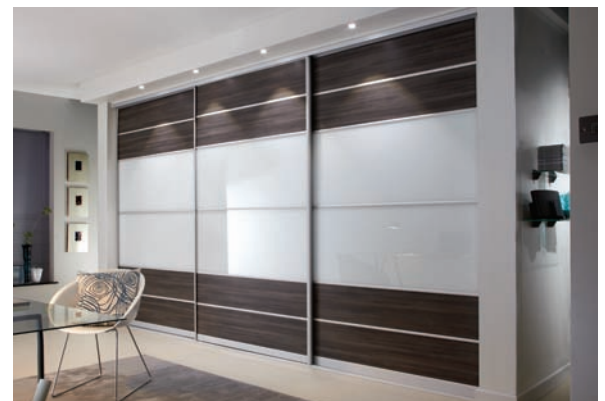


Hornschuch knows that the current lead that Oak has taken in the field of furniture décors is likely to continue and is well prepared for this, with the skai® brand featuring four types of natural oak design. The newest Legno embossing (shown) looks and feels just like lively oak that has been painted over time and again and is available in ivory, vanilla and mussels. skai® furniture films are available in the UK and Ireland exclusively from Marlborough Furniture Surfaces. For a chance to see all of Hornschuch's innovations, visit the exhibition booth at ZOW in Bad Salzfluhen, Germany from February 18-21, 2013.

01327 877646

m.f.s@m-f-s.co.uk

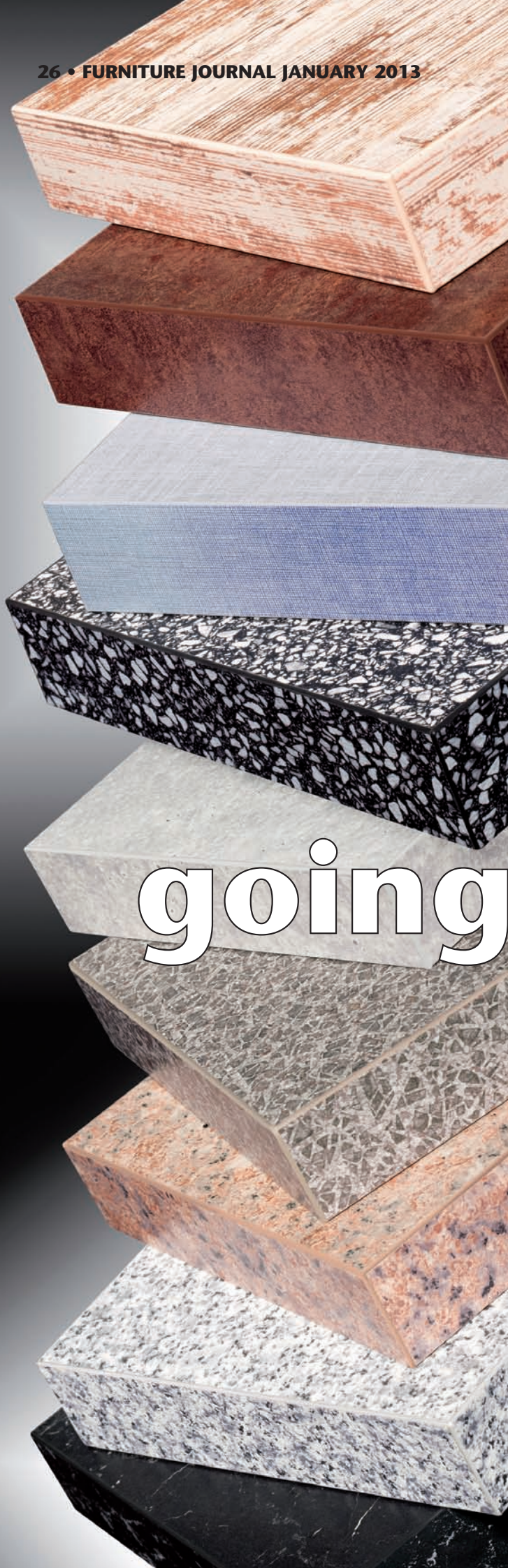
www.hornschuch.com



Sliding door systems have many benefits - especially in areas where space is an issue. The Volante system from ECF is a contemporary range with a wide choice of panel options. Constructed from European manufactured components, the doors have a smooth opening and closing action. Soft close is available as an option. Volante comes with a comprehensive support package for retailers and installers, which includes high resolution images, unbranded brochures, pos material, installation guides and presentation cases. Shown here is matt aluminium frame with Grey Brown Avola MFC and Pure White glass.

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going



The Pannello 2 kitchen
worktop design from Resopal
- a perfect match.



digital

Free yourself from convention. Add your own unique twist. Create your own design. Digital-edge from Döllken puts the creativity in your hands.

Imagine your own design recreated faithfully in peerless print quality as an ABS or PP edgeband. Choose a pattern, a material, a textile, a veneer, or a corporate logo and free yourself from existing print cylinders. Choose an existing worktop and create a seamless pattern match over the joint and across the edge. Everything is possible with Digital-Edge from Döllken.

Using Digital-Edge, for the first time it is now possible to use coloured substrates. Döllken can print the colour white onto any basic material. The corresponding bright colours are aligned to the decorative colours of paper printers, eliminating metamerism between printed materials and enabling the full colour spectrum to be printed faithfully. The printed image, available with all customary embossings, is available in any dimension and quantity starting from 150 metres. With a repeat length of over two metres and options from matt to gloss, Digital-Edge offers you the opportunity to make every work surface unique.

For more details call 01282 686873 or visit the company's website at www.doellken.co.uk



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inside story



Press to a thickness of 180mm.

Orma Air System Eco

The new Orma Air System Eco from RW Woodmachines is an entry level machine which will press flat or curved components, such as doors, easily and efficiently. At under £70,000, this compact machine facilitates pressings of up to 180mm in thickness by using several flanges. As an optional extra, a steel plate carrying brass locator pins can be attached to the loading tray, converting the bed to a pin system in an instant. Optional extras include a multi-roller station for PVC and a PVC foil unwinding unit with manual or automatic cutting. Orma also manufactures a granulator for PVC.



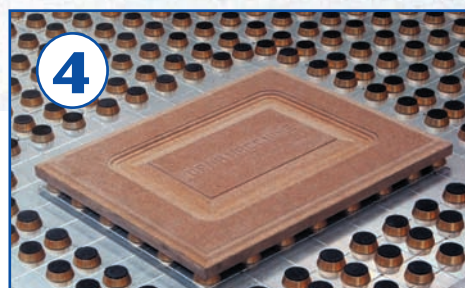
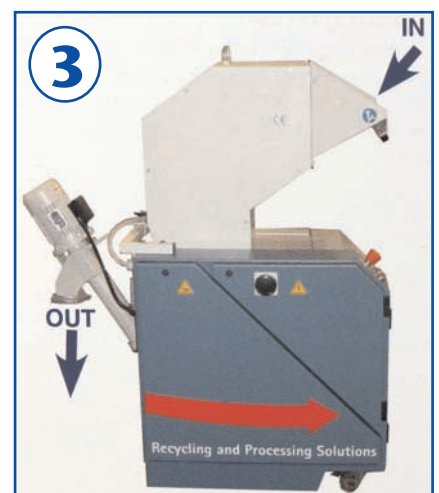
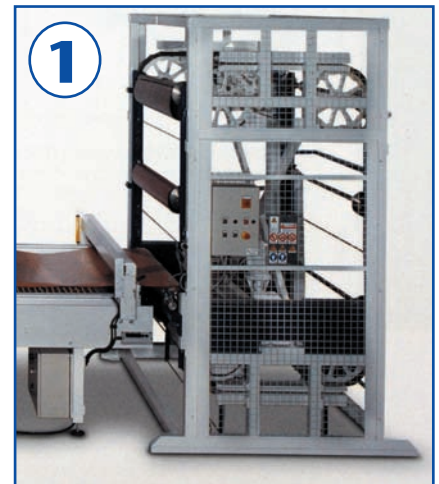
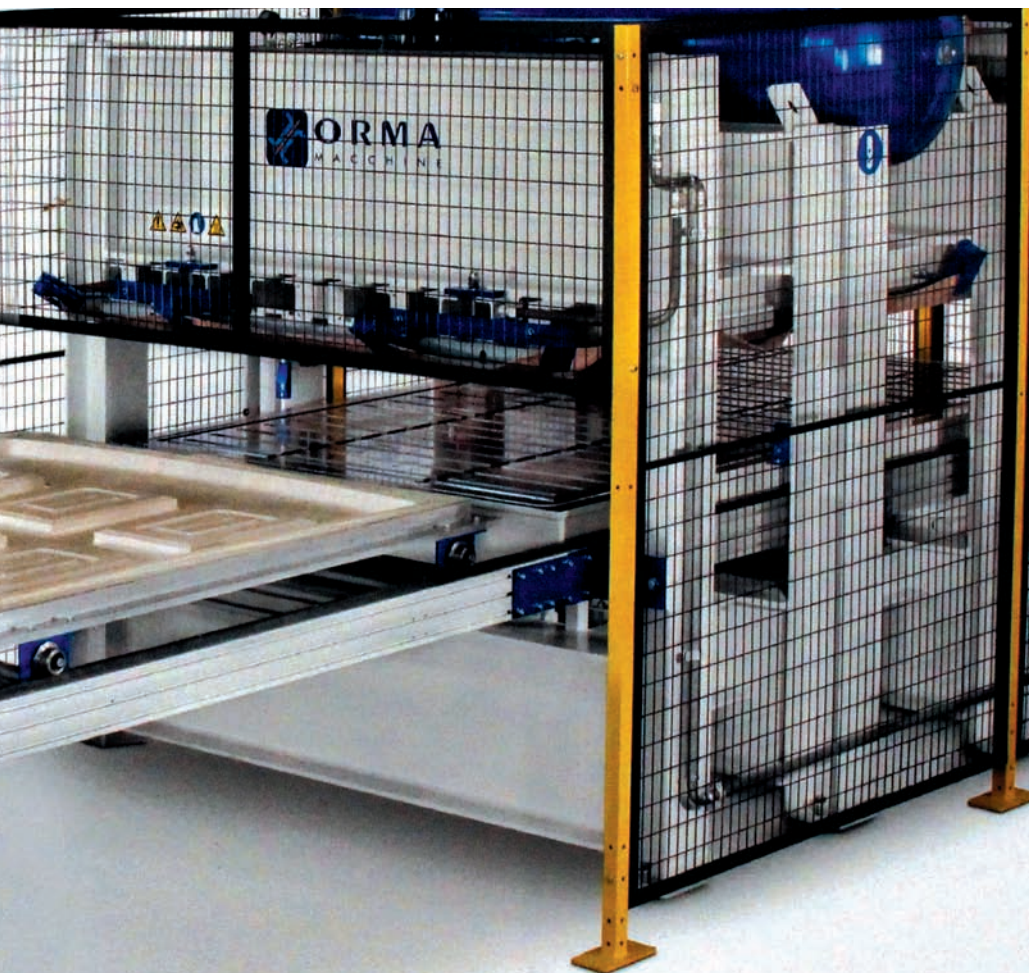
With more than 25 years experience in the UK market, RW Machines of Bicester has flourished as an independent supplier of woodworking machinery. Working with many of the prominent names in the industry, RW offers CNC routers, edgebanders, panel sizing equipment and printing and packaging

machinery. Other fields of activity for the company are presses for carcase assembly and membrane pressing of vinyls to fascias.

01869 244943

sales@rwmachines.co.uk

www.rwmachines.co.uk



Right:

1. PVC Multistation.
2. Foil unwinding unit.
3. PVC granulator.
4. Manual pin system.

Left: The Orma Air System Eco was showcased at W12.



close it with closer



Increase productivity in your carcass production workshop with a space-saving Closer 2500 from Bonacin.

If your company is manufacturing carcasses and you want to dispense with manual assembly, you could increase your throughput enormously - and lower your operational costs - with a Bonacin Closer 2500.

Sold in the UK through RW Woodmachines, the Bonacin Closer 2500 is one of a long line of electro-mechanical case clamps to employ Bonacin's patented travel design, which includes reinforced steel belts and powerful gear motors to seal the box. The incredibly small footprint of the Closer 2500 - just 6500 x 1200 x 2200mm - will make it a firm favourite with space-conscious manufacturers who want to move to a sequenced assembly system.

No hand preparation of the components is required. The Bonacin Closer automatically adjusts for both height and length using a series of photoelectric cells and encoders, reliably reducing operator input to almost nothing. The pressing strength of the Closer 2500 can be adjusted in both the vertical and the horizontal planes to suit different pressing applications. Silent operation and low energy consumption (just 2kW per hour) come as standard while an infeed and outfeed conveyor, NC pressing bars and automatic clamping of cabinets with overhanging tops are available as optional extras.

For more details call RW Woodmachines on 01869 244943.



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productivity from

Ten years of top notch service and the backup of the Weinig team have given S&I the confidence to invest further in Holz-Her.



Paul Nightingale (left), Holz-Her Sales Manager, with Area Manager, Lee Gibson.

S&I Manufacturing of Corby, Northamptonshire, has recently installed another two new innovative Holz-Her machines - a Pro-Master 7223 CNC machining centre and a Cut 6120 Dynamic beam saw, linked to a Barbaric 14 stack position CSF storage system.

With 60 working hours a week averaged over the last 10 years from their existing Holz-Her CNC's and edgebanders - and excellent service levels from Weinig - it is no surprise they turned once more to Holz-Her.

S&I Manufacturing is a specialist shopfitter. Its products include point of sales displays, library and educational furniture and the company's client list includes major design houses, local authorities and large retailers. Established 21 years ago, S&I has 20 employees and operates from modern premises in Corby. Personal, prompt and flexible customer service is their hallmark and all the staff is committed to delivering high quality, precision products. To maintain standards, S&I has embarked upon a programme of continuous investment in German

engineered panel processing machines. It is seen as one way to achieve customer satisfaction.

With the Holz-Her Pro-Master, for instance, the new technology bristles with innovative and unique features: higher processing rates, providing the ability to respond more quickly to customer orders; extraordinary precision to guarantee product finish; concentration on practical requirements for companies requiring a high degree of flexible manufacturing of all shapes and sizes; and much more. The Pro-Master has a Vario table offering fully automatic table positioning. The Vario head is a 5-axis automatic positioning aggregate, uniquely capable of automatic tool changing. These features return super fast, simplified setup and production.

The new Cut 6120 beam saw is linked to a Barbaric 14-pack CSF storage system. The new CNC storage system has been a step-up in efficiency. As the panel leaves the beam saw, a bar code label is applied which is then swiped by a corresponding bar code reader at the machine. Within seconds,



m holz-her

the machine will set itself and run the program automatically.

Greater efficiency and productivity growth is also achieved by the Barbaric CSF Chaotic Storage System integrated within the Holz-Her 6120 Dynamic beam saw. All in-store and out-of-store panels are managed and optimised, resulting in a three-fold increase in productivity, far easier and more accurate stock management and vastly improved waste optimisation of each panel. Says MD, Ian Huggins, "Holz-Her's optimisation software is the best I've used, it has been a godsend and impacts positively to the whole production process, saving money and increasing productivity at the same time".

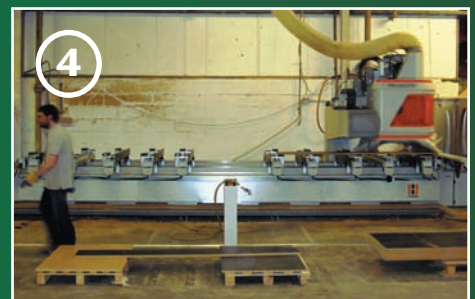
Up to 65% of a panel cutting process can be taken up by panel handling. The advanced technology Barbaric system removes this downtime. It is capable of reading the complete cutting job list and facilitates the loading of the beam saw in the most productive manner for maximum efficiency. Should the beam saw need to cut in book heights, the Barbaric will stack a book behind the pusher arm

whilst the beam saw is cutting. Once the beam saw has completed its current job, the pusher arm will lift and collect the awaiting book. Whilst this is happening, the Barbaric will continue to optimise its storage area for the next job. As soon as the pusher arm has cleared the loading area it will start loading the next job. In essence, the saw never has to wait for panel loading, returning up to three times greater productivity.

Should the panel stock run low, the CSF system will send an email to advise more panels need to be ordered. Even when the factory is closed, the Barbaric will analyse the job list and organise the most efficient way for the following day's production.

"The system has streamlined the operation at S&I and made panel production much more efficient and price competitive," says Ian Huggins. "And the Weinig brand name has helped massively to increase continued confidence in our investment, guarantee a prompt after-sales service, provide technical solutions, and decrease downtime".

Details from Weinig: 01235 557600.



1. The Holz-Her Triathlon edgebander was installed three years ago.

2. The newly installed Holz-Her Cut beam saw linked to the Barbaric storage system.

3. The Barbaric 14-pack CSF storage system.

4. The Holz-Her Promaster 7223 CNC machining centre recently installed at S&I.

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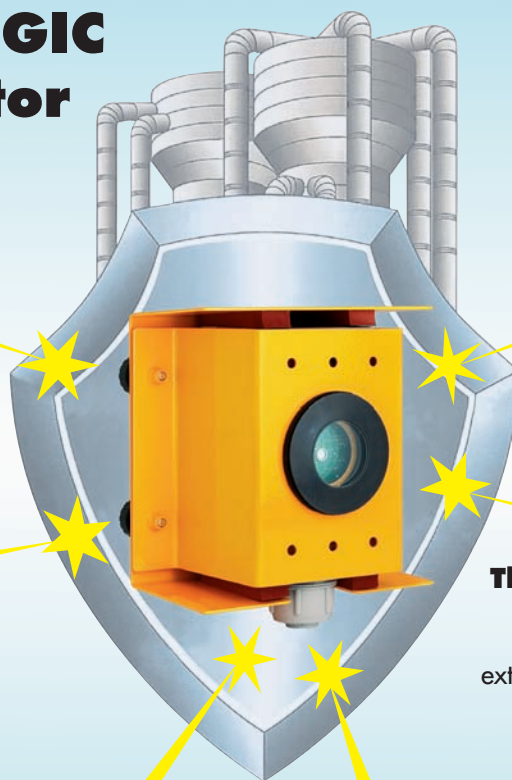
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scm trio



A new trio is setting the standards for entry level machines in the SCM range.

SCM's model K230 is an easy to use edgebander with all necessary equipment provided. Perfect for start-up companies, it offers many advantages, including cutting and radius of the edge banding with a two-motor end cutting unit for high quality finishing of panels. It even copes with thick solid wood lippings, and offers a straight cut or chamfering with thin edge bandings. The superior finish of the edge is the result of the Megaline feed belt (an SCM patent) which allows the panel to feed without fear of the pulse generated by the pinion of a traditional feed track. The RT-V panel edge trimming group provides a perfect, imperfection-free edge joint line with the surface and caters for up to 3mm thickness. The RK trimming group allows simple machining changeover from thin edges to thick edges and solid wood lippings. Clear and concise graphics from the Orion One Plus control unit make the operation of the K230 machine and diagnosis of malfunctions simple.

The new SCM Sandya 300 wide belt sander is ideal for small and medium-size woodworking, door and panel



A trio of new machines for the small to medium-sized workshop brings high-tech features within reach of traditional wood and panel processors.

companies. It makes light of solid wood and panel calibrating and veneered panel sanding operations. It is available in 950 or 1100mm working widths and offers a working thickness of 4-170mm. The availability of an electronic sectional

pad on the model with 1100mm working width enables the Sandya 300 to sand honey-comb veneered panels with ease. Advantages include pneumatic cylinders for the positioning of the units together with the electronic positioning of the working thickness for easy and very fast work changeover. The CS combined group is the secret of the Sandya 300's flexibility, facilitating the use of roller and pad either simultaneously or independently. A sectional pad with extractable screwed graphite cloth makes for easy, fast changeover and cleaning.

No workshop would be complete without a spindle moulder. SCM supply the widest range of spindle moulders offering the market reduced set-up times, enhanced safety and remarkable ease-of-use. For example, SCM's exclusive model TI 155 Class, in manual or electronic version, has a tilting (+/-45°) electrospindle, bringing CNC machining centre technology to the smaller workshop. A spindle speed of 900-12,000rpm and a 7.5kW electrospindle, a FAST sectional worktable and FLEX fence make the TI 155 a joy to use.

Details: 0115 9770044 or visit www.scmgroup-uk.com

Right: The latest Striebig Compact on show at W12.

Below: A fine example of a bespoke kitchen created by Clayton Cabinets.



good as new striebig

Fully refurbished and guaranteed for six months, used Striebig saws are a great buy.



Nick Clayton with his four year-old refurbished Striebig Compact.

For small business owners, keeping a tight rein on cash flow is crucial, so the financial benefits of buying a used rather than a new machine can be rewarding. This was certainly the case with bespoke kitchen and furniture manufacturer, Clayton Cabinets.

When an elderly beam saw that had become increasingly inaccurate and took up a great deal of space needed to be replaced, owner Nick Clayton decided to switch to a vertical panel machine. After reading a review of a Striebig machine, he decided to call TM Machinery Services, the UK agent. "They said that because of their long working life, used Striebig machines did not come on the market every day, but kept my details," reports Nick. "Three months later they called to say they had a four-year-old Compact machine that had just been traded in."

After being thoroughly overhauled by TM engineers, the Compact 4164 was delivered and installed. Due to the low doorway in the barn where the saw was to be housed, TM made a special frame so that the machine could be brought into the building.

Said TM Machinery director Matt Pearce, "We only supply second-hand

Striebig machines that we are sure will give many more years of reliable service. All machines undergo a comprehensive refurbishment with older machines being completely stripped down so that all bearings and other parts subject to wear can be replaced. Our confidence in our refurbished machinery is backed up by a six-month parts and labour warranty."

The saw was supplied with an optional scoring blade for sizing veneered and melamine panels and a 400mm strip cutting gauge, perfect for intricate work which requires 100 x 100mm pieces.

Nick is effusive in his praise of the saw. "It's easy to use, cuts dead straight and square every time, even on small components. The scales are easy to read and it's very versatile. It has also given us a lot of extra space for assembly work."

Striebig's Compact 4164 is one of nine models in the series with a cutting range from 3100 x 1644mm up to 5350 x 2200mm. An automatic feed series, the Compact AV, is also available. They can be wall-mounted or freestanding.

Call TM on 0116 271 7155 or visit www.tmmachinery.co.uk

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Textured print that looks and feels like woodgrain and heads that print right into routed panels are just two of the features of RW's Cojet industrial inkjet printer.

The revolutionary Cojet 2612 industrial inkjet printer made its UK exhibition debut on the RW Machines stand at this year's W12. Enabling high definition flatbed printing of anything from woodgrains to colour photo images or complex graphic artworks onto a wide range of flat 8 x 4ft panels, the Cojet will also print batches or random smaller panel components - like cabinet doors, for example. Cojet not only prints with inks that are warranted UV stable for eight years, it can even add texture to the printed surface.

The generously proportioned table (2600 x 1200mm printable area) takes individual workpieces up to 500 kilos in weight and Cojet 2612 will also print

several different designs bi-directionally at a single pass and with a print definition of 720dpi. For comparison, the images on this page were printed at 300dpi using a coarser screen.

A new 1440dpi ultra high speed printing option was also launched at the last Atlanta exhibition.

The inkjet heads will return to overprint an image up to eight times, building a surface with real depth and covering around 20 square metres per hour in normal production mode. The resulting image of a natural woodgrain-like oak, or other deep-pored timbers, is convincing to both eye and touch. And in addition to wood-based panels, Cojet will print onto almost any other material - metal, ceramics, glass, foam



Top: The Cojet 2612 industrial inkjet printer will print on many different types of material up to 8' x 4' and copes with anything from woodgrains to photographs using UV stable inks that are warranted for eight years.

Above: The printing heads provide resolution of up to 720dpi, though a 1440dpi version is available.



Above and below: Multiple passes enable the Cojet to build texture into print with surfaces which mimic woodgrain, stone, or whatever is required.

Right: Photo-realistic quality is a feature of the Cojet - but it's just as comfortable printing company logos on the panels of furniture for corporate reception areas.



boards, acrylics and even concrete, making it a very useful tool for manufacturers who cater for the display and shopfitting sectors.

A well-engineered UV lamp system to both sides of the print head means inks cure almost immediately, making the Cojet a seriously productive machine for any manufacturer requiring just-in-time, custom-designed décors. The table of the machine will handle materials of up to 100mm in thickness and will even print down into routed patterns, such as on MDF door blanks. Powerful multi-zoom vacuum clamps will secure even very heavy or uneven media for a top quality printed result.

Automatic adjustment accommodates materials of varying or uneven thickness and quick-drying inks help to raise productivity. Twin motors and a synchronous servo make for high precision printing on a flat-bed table using six colour print delivery with two additional colours also optionally available.

Inks are stored for use on the machine in individual plastic containers

in pull-out drawer-trays under the work table from where they are delivered to the print heads individually by suction. The curable inks are pre-packaged to avoid any need for manual pouring and all are non-volatile, environment-friendly organic compounds.

Automatic pop-up pins on the machine bed enable simple repeat positioning of even irregularly shaped workpieces for top quality print in the custom interiors arena and also for use in the kitchen, bedroom, bathroom and shopfitting sectors. Output is limited only by the imagination. High resolution imaging coupled with high speed, six colour printing puts Cojet firmly into the 'wise investment' category, says David Thompson-Rowland.

Cojet is available at RW Machines in Bicester whose highly regarded team of service engineers will be fully supporting Cojet for service, spares and inks.

For more details, or to arrange a demonstration on your own materials, call 01869 244943.



Chris and Gill Heleine at Manzana Contracts are using their wood waste to stay warm this winter - making sense for both the environment and their bank balance. Manzana Contracts provides manufacturing services for the leisure, commercial and elite domestic market from their workshop in Huddersfield. Instead of using expensive gas heaters and sending wood to landfill, two WT15 wood waste heaters were supplied and installed by Wood Waste Technology's specialist team. Kurt Cockcroft, MD of Wood Waste Technology, said: "By doing the business calculations in advance, they've been able to save a substantial amount of money on skip bills and heating costs, and they'll get a good return from their investment."

Wood Waste Technology offer a full range of wood waste heaters, from small hand fired units to large fully automatic systems. Design, installation and on-going maintenance and servicing are also on offer. German shredders and briquetters are available from their partner organisation Gross UK.

01785 250400

www.woodwastetechnology.com

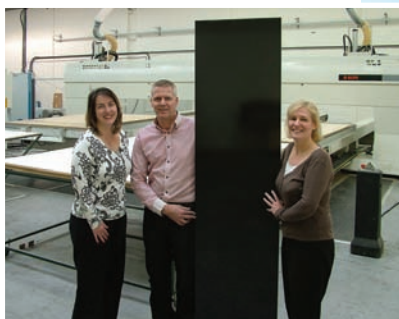
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Winter warmers

Jeff Green at Integral Surface Designs Ltd in Skelmersdale, Lancashire, knew from the start that the new facility should incorporate a Waste-to-Energy system - and his past experience in the woodworking industry led him to Dust Control Systems and Ranheat Engineering. Integral Surface Designs specialise in manufacturing acrylic, vinyl-wrapped and MFC pvc-edged doors using CNC-technology nesting machines, and generating plenty of MDF waste that could be used to heat the workshops. DCS engineers devised a filter system to work in connection with Ranheat Engineering's 300kW heating system. The modular filter and hopper sit directly above the Ranheat 50m³ silo, which means only one main fan is needed for the whole system - a considerable cost saving. The filter is fitted with tubular Superbag polyester filter media and can handle an airflow capacity of 23,000m³/hr. As well as all the ducting runs, DCS also supplied a wood waste Schuko shredder and a Dry Back Spray Booth. Shown above is the management team of Integral Surface Designs: Clare Hartley-Montrone, Jeff Green, and Diane Williams.

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www.DCSlimited.co.uk



machine shop



The Pro Xp electrostatic manual spray guns have been introduced by Graco. A complete line of air spray and air-assist electrostatic spray guns, the new Pro Xp is smaller, lighter and designed to maximise your profits. Among the new gun models is the 40kV Booster gun, with the transfer efficiency of a 60kV gun in a compact size, the small and light 60kV air-assist gun and, in all kV models, high conductivity guns for spraying low resistivity material.

The Pro Xp are operator friendly and feature state of the art technology like Smart Controls for analysing performance, adapting voltage needs and troubleshooting. Thanks to new Air-Assist tip lines and air cap, they also provide a superior spray performance with a high quality finish. Durable components supported by a 3-year warranty, high transfer efficiency and reduced material usage make the Pro Xp spray guns value for money as well.

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The
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router will complement
and extend the production

capabilities of the XYZ 4010 and 6010 machines already installed at CNC Routing Ltd in the West Midlands. The purpose-built 8010 router is at the top end of the customised machines from XYZ, with a 2635mm width and up to 15m length. The 8000 series has been designed to handle difficult or Jumbo-sized panels not previously achievable with other smaller routing solutions. All

XYZ routers can process materials from plywood and composite woods to acrylics and come with the latest A2MC machine control system and the XYZ

Vision System as standard but the XYZ 8010 at CNC Routing has a few additional production enhancements. There are two carriages on the gantry, servo motors, the latest helical rack and pinion drive system to spread the work load and reduce machine wear and an expanded 21-station ATC facility. CNC Routing, who offer in-house design, manufacturing, assembly as well as edge banding and spraying, are so impressed they are planning to purchase another

8010 machine in 2013.

For information about the services from CNC Routing call 01562 7120668 or visit www.cncroutingltd.co.uk

For information about XYZ large-format routing solutions call **01902 375600** or visit **www.axyz.co.uk**

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