

journal **furniture**

november 2013



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art of genius**

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cover photo

Space-Plug is a new way to fix base units to walls without the need for L-brackets.

More information on p24.

www.space-plug.com

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contents

2 BUSINESS NEWS

3 THE ART OF GENIUS

A tribute to Peter Schubert.

6 SICAM REVIEW

An International Affair with news from Pordenone, Italy.

8 MOTION KITCHENS

Inspiring ideas from Linak and Cedom Italia.

9 INTERIOR STYLE

Beautifully engineered storage solutions from Vauth-Sagel.

10 QUICK ON THE DRAWER

Emuca: a balance between functionality, quality and cost.

11 SLEEK AND SMOOTH

Salice's new Lapis makes a stunning appearance at Sicam.

12 SAMET ON SHOW

Ela takes pride of place on a stand that bristled with slides, hinges and lifts.

13 CLASS FROM GRASS

Handle-less, soft close refrigerator doors are now possible with the new Sensomatic Refrigerator from Grass.

14 DESIGNS ON THE FUTURE

Bernd Reuß and Claudia Küchen talk about plans and trends from a packed Schattdecor stand.

16 OAK IS TOPS

Süddekor is bang on trend with three new oak décors.

17 RENOLIT'S SICAM

Claudia Hiepel talks about the Italian market.

18 BUSINESS OPPORTUNITY

Looking for a new source of MDF or chipboard? Alfa Wood has a lot to offer importers and manufacturers.

19 PORE NATURALE

FunderMax showcases its newest natural-feel, realistic décors.

20 SICAM A SUCCESS

Comment from the organisers.

21 CASTORS GALORE

Kenrick offers a range of British-made castors to suit all applications.

22 STYLE WITH STORAGE

ECF's portfolio provides style on the outside and clever storage solutions for the inside.

24 THE FUTURE OF FURNITURE FIXING

With the revolutionary Space-Plug, the future of fitting has arrived.

26 TAKE FLIGHT WITH ALBERTI

Alberti Engineering's Marco Farina talks to Furniture Journal about the new machines it's bringing to the UK and its partnership with Ney Ltd.

30 OPEN HOUSE

Ney opens the doors of its new showroom to reveal an Aladdin's cave of machinery and fittings.

34 NEW HANDY ANDI FOR PK

Parker Knoll opts for Anderson to limit waste and increase speed in its frame making department.

37 PERFECT SURFACES

Adhesives to overcome problems of surface lamination from Jowat.

39 NESTING TIME

A new Morbidelli Universal 3622 is providing the nesting BB Trade Kitchens & Bedrooms needs.

40 ACE AT SANDING

Faster, more aggressive sanding from Mirka's long-lasting Abranet Ace.

43 AN OBLIQUE PERSPECTIVE

Kündig doubles production as its oblique sanding technology takes off.

44 60 YEARS OF SUCCESS

Sanding manufacturer Viet celebrates.

46 CUSTOMISE WITH BOERE

If it's a customised sander you need, talk to Boere.

48 NEW EXPRESS PLUS

Magi-Cut introduces its Plus version.

IBC MACHINE SHOP



Diamond Phoenix Automation has been selected to represent the Italian-based Cassoli in the UK and Ireland. Cassoli is a leading manufacturer and integrator of automated materials handling systems, primarily aimed at distribution and production logistics. Operating from five manufacturing plants worldwide and a turnover of more than 50m Euros, the company produces a wide range of products. These include automated warehouses with stacker cranes, assembly lines, vertical warehouses, testing systems, automatic guided vehicles, satellites, self-propelled shuttles, robotised workstations and conveyor systems. Its solutions can be applied to any company that requires automated handling and logistics for raw materials, semi-finished goods and finished products.

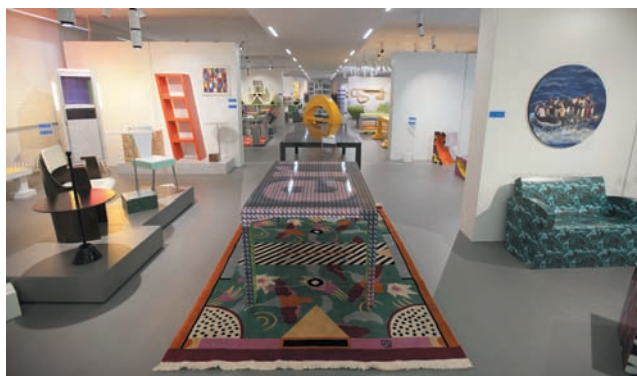
Graham Boner, of Diamond Phoenix, said he delighted with the agreement as, after many years as a manufacturer and system integrator, the quality of Cassoli's products and systems is "outstanding". He added that their experience in a wide range of sectors will "increase our solutions portfolio to our prospective clients and we look forward to offering the combined experience and knowhow of Cassoli and Diamond Phoenix to the UK marketplace".

Contact Graham at info@diamondphoenix.co.uk or visit the websites at www.diamondphoenix.co.uk or www.cassoli.com



FURNITURE DESIGN TOOLKIT

An exclusive event at 100% Design in September saw the launch of a new set of resources created by Furniture Industry Research Association (FIRA). The Furniture Design Toolkit (FDT) aims to help furniture designers by combining essential information for the design process, including legislation, Standards, ergonomics, anthropometrics, task analysis and user trials into one document. Furniture experts and FIRA's International Principal Ergonomist, Levent Çağlar, said that they hoped that designers "will find the FDT a really practical set of resources which explains some of the more complicated side of furniture design in an easy way to understand format". The Toolkit focuses on three areas of furniture: Office furniture, School furniture and Contract/Hospitality furniture. It can be downloaded from a new website fdt.fira.co.uk as an interactive PDF.



Above. To celebrate its 50th anniversary, Abet Laminati has opened a museum at the company's Bra factory near Milan. Covering 600 square metres and featuring over 137 pieces of art to demonstrate the versatility of high pressure laminate, the museum will take visitors on a historical tour of laminates in design. Organised chronologically, the exhibits show how the dialogue between manufacturers and designer has evolved over time and became more imaginative and intricate. It also includes information about Abet Laminati's culture of research, innovative experimentation and creative concepts.

The facade and multi-coloured bridge connecting the two galleries are clad in MEG panels, a self-sustaining high-pressure decorative laminate designed for exteriors, and the entry hallway features laminated walls printed with the names of designers and design companies that have worked with Abet's products.

For samples and technical literature call Abet's sample line on **020 7473 6915** or visit www.abetuk.com



Machinery from all sectors of the market will be on show again at W14 next year and it is the time for exhibitors to demonstrate and explain the latest technology for the industry. The W14 organisers are already highlighting two important new items that will benefit any joinery or furniture manufacturing business looking to invest in new machinery.

Forecasters are predicting any new investments will be kept busy now that a general recovery looks to be underway. Growth in the construction industry is predicted at over 2% in 2014, rising to 4.5% in 2015. The government's Help to Buy scheme is predicted to see private housing starts rise 15% this year then an average 9%pa until 2017.

And the annual investment allowance has been increased ten-fold from £25,000 to £250,000 but only until December 2014. This means a huge cost reduction for anyone buying any sort of machinery, contact your accountant for specific details.

www.w14exhibition.co.uk

International manufacturer Renolit called in help from distributor Thorite in a search for greater efficiency. Thorite engineers visited the plant in Northumberland and carried out an extended data-logging survey on the compressor system, which powered the complete manufacturing process. The results showed that the Boge compressor was undersized for the job it was doing - the replacement HPC CSDX165SFC variable speed compressor with a SAM 4/4 3D controller and visualisation package has dropped energy consumption by more than 8,000kW per week with savings of over £30,000 a year.

www.thorite.co.uk

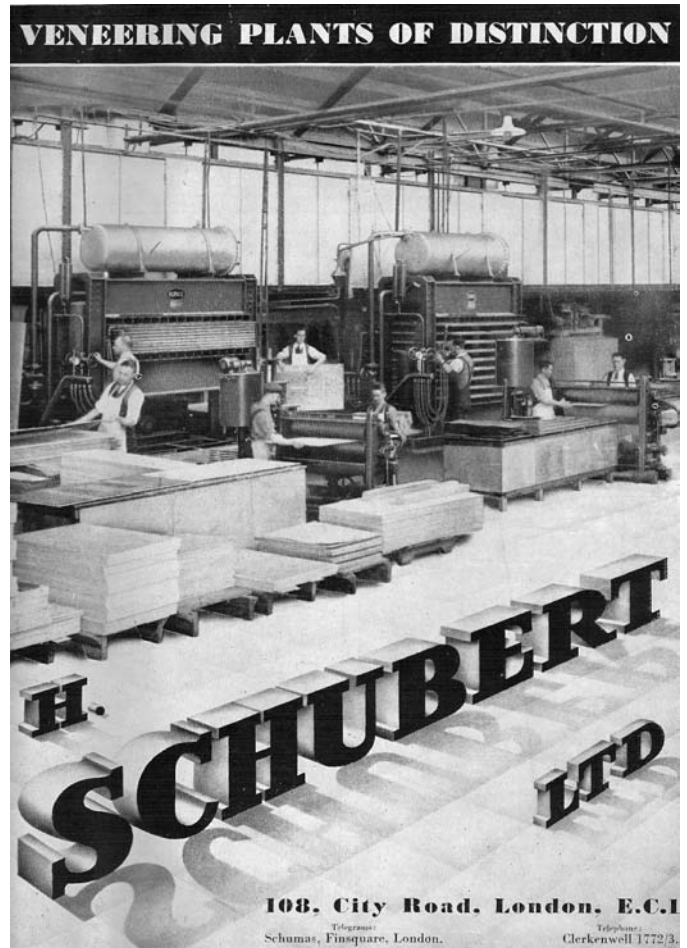


Above. Earlier this year *Furniture Journal* reported the case of piracy at Interzum in which surface specialist Hornschuch discovered an illegal copy of their successful "Sonoma Oak". Produced by a Polish company it was confiscated at the trade fair, warehouses were raided and several thousand metres of the copied design were seized. A court action ruled in favour of Hornschuch's rights (shared with Schattdecor), banning sale of the copycat film. Hornschuch recommends that customers purchase skai® Sonoma Oak direct from them but has also asked for offers from any doubtful sources to be reported to them and called for action countering copycats under the design patent protection. "We will once again combat the copying of our designs with all the legal means at our disposal," said Lothar Macule, Chief Sales Officer at Hornschuch. "In this way we not only protect our rights but also the legitimate interest of our clients."



Peter Schubert.

Right. The company in 1938.



the art of genius

Over the last two decades as editor of Furniture Journal, I've had the privilege of interviewing some truly remarkable people: entrepreneurs whose businesses have grown into internationally successful, multi-million pound giants; technical geniuses whose knowledge of machines and processes has taken them to the very boundaries of panel processing; designers with the ability to predict with uncanny accuracy the way our furniture designs will look and feel years ahead; engineers whose passion for perfection has led to the growth of a whole new generation of products; and unassuming but genuinely nice people who, by being in the right place at the right time, planning wisely and having the courage to invest in what they believe in have seen their companies grow from minnows into flourishing industry leaders. In their own way, they have all been fun interviews: enjoyable, enlightening and, for me, often educational. But looking back over the last twenty years, if I were to pick just one subject, the interviewee who stands out most vividly for me is a man who

embraced technology, saw its potential in a heartbeat and, without the slightest hesitation, set about making it accessible to the entire industry. That interviewee was the late Peter Schubert, who died on 5th June 2013.

There was never anything very formal about our meetings, which would invariably take place in a pub over a black and tan, or in an Italian restaurant, where Peter's knowledge of (and passion for) all things Italian was at its most apparent. We'd chat - loosely at first: family, business, the market, the state of the economy, his beloved Italy. The close of each subject would be punctuated by a long pause and an opportunity to digest what had been said. Then, from out of nowhere, we'd arrive on the topic of the interview. I could never predict what the topic might be ahead of the interview, only that it was likely to be something momentous - but I always knew when it was about to be announced. A half smile would cross his face. Suddenly, his eyes were alive, bright, beaming, enthusiastic. He'd begin to introduce the subject - never from the beginning, always

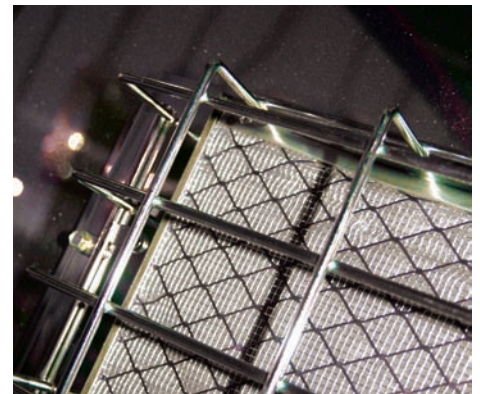
Peter Schubert's genius didn't lay in his knowledge of processes, though he seemed to know them upside down and inside out; it lay in his innate ability to recognise the benefits of technology he'd often found in other sectors and piece together solutions to industry wide problems in a way that no one else had considered.



Above. Lydia, Mark and Peter Schubert.

Left. The Schubox Lite.

Below. An infra-red catalytic converter lies at the heart of every Schubox.



from the edges inward, as if to test my knowledge of where his tale might be leading. Keeping pace with a pencil and notebook was not an option. His enthusiasm took it forward at blistering speed. When the point came, he'd look directly at me, concluding his whirlwind introduction with a set of muted, rhetorical intonations: "Hm? Hm? Hm?" he'd ask, meaningfully, as if searching for confirmation of my understanding. There were always three *Hms* in rapid succession, as I recall.

When Peter first explained the theory behind catalytic infra-red conversion and the Schubox - he was planning to bring to market - long before the first one made its debut - I remember sitting silently, bewildered, trying to comprehend the direction in a highly technical, lightening tour of his thoughts over the past year. Everything he'd said felt as if it should have been obvious to me but wasn't. "Hm? Hm? Hm?" was always accompanied by a questioning glance to see if the point had been understood. Realising it hadn't, he wheeled out the layman's version: "It will dry paint in ten minutes instead of several hours, costs fifty pence an hour to run, will save furniture manufacturers hundreds of hours of drying time, save hundreds of square feet of manufacturing space - and it costs less than a small car."

Peter's genius didn't lay in his knowledge of the processes, though he seemed to know them upside down and inside out; it lay in his innate ability to recognise the benefits of technology he'd often found in other sectors and piece together solutions to industry-wide furniture manufacturing problems in a way that no one else had considered. It's a gift his son, Mark, has inherited and is now using to continue the momentum with his sister, Lydia, his mum, Sue, and the Schubert Technical Services team.

Peter's career in the furniture sector spanned more than fifty years, starting in 1960 when he took over his father's press manufacturing and machinery agency business, aged just 18. Though manufacturing of the once ubiquitous Schubert press has long since ceased, the Schubert name still lives on in the presses his company built. And enquiries continue to come in for them.

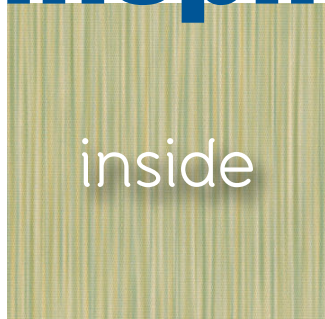
Aside from a wayward diversion in the early 80s when he set up a wine importing business supplying wine bars across the UK, Peter's career never took him far from the technical challenges of the furniture sector he enjoyed so much. But in the late eighties, he succumbed to the desire for greater independence, put to one side the agencies for Stefani, Alberti and Gabbiani he'd pioneered in the UK, and

moved his company squarely into the surface coating sector. It was a move that would ratify his status as a true innovator of finishing systems in the years that followed and see his family company exporting all over the globe.

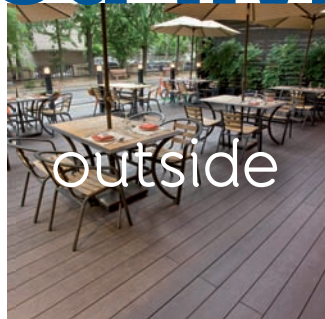
Since the year 2000, when Mark joined Peter and his wife, Sue, at the head of Schubert Technical Services and its sister company, Schucon Ltd, developments of the Schubox have just kept coming. First out of the blocks after the Schubox came the Schushine, a portable infra-red catalytic converter. Next came Kit Cat. Behind the typically Schubertian humour in the name, it was exactly what it said on the tin. And more recently, Schubox Lite has come to the rescue of manufacturers with lesser budgets who want to reap the benefits of catalytic infra-red. Mark reports that the last few months have seen an increasing number of prestigious installations as savvy manufacturers prepare for the cooler months and take advantage of high speed drying. Peter would have been delighted. His legacy - a company with a solid reputation for providing solutions from spray shops to turnkey automatic coating lines - is about to embark on a new era of development and growth.

What greater tribute could there be to a man whose innovations have left such an indelible mark on our industry?

inspired living interiors



inside



outside



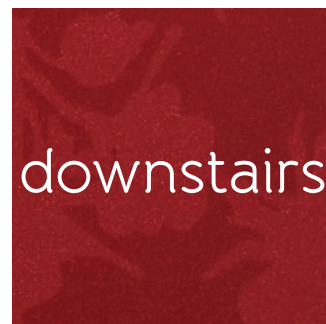
commercial



communal



upstairs



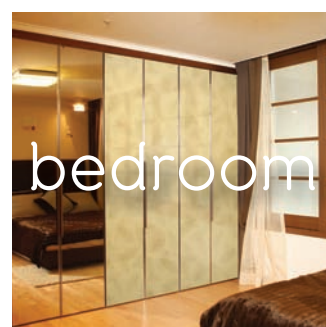
downstairs



walking



lounging



bedroom



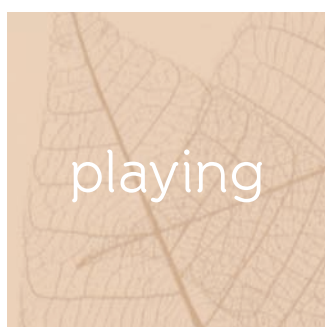
bathroom



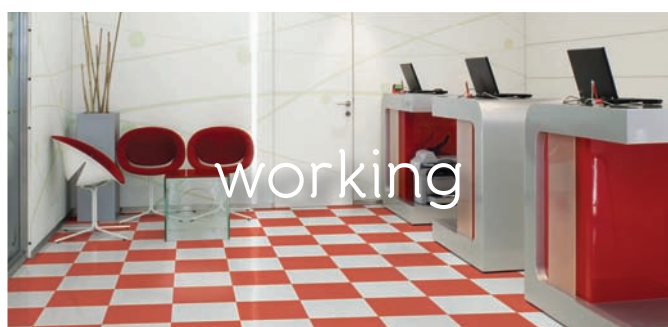
dining



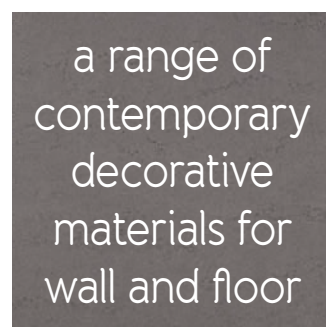
kitchen



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Benvenuti Welcome



2013 has put Sicam on the map as a truly international show with visitors coming from as far afield as New Zealand and Brazil.



an international



Sicam has always been a nice show to visit. Well organised, easy to find your way around and with a wide selection of products for furniture manufacturers to see, it always had a lot to offer Italian manufacturers. But this year something had changed - something much more than just the days the fair was open. Visitor numbers may have been slightly down on last year, especially on the opening day, but there was a buzz, an enthusiasm, a real optimism coming from the exhibitors: Sicam has become a real international attraction and it has really started to make its mark on the world market.

"The fair has started very well," commented Timo Stiegler from Vauth-Sagel's stand on day two. "Important people are coming and the quality of visitors is very high. Sicam has definitely become more international this year. We've had visitors from as far away as New Zealand and Brazil, Scandinavia and wider Europe."

There's also been a change in the attitude of exhibitors to Sicam: "We showed prototypes at Interzum," continues Timo. "Now, at Sicam, we are ready for production and we're taking orders."

It's a view echoed by many.

"Sicam is a very international fair, not just Italian," commented Tobias Lorenz from a packed Süddekor stand. "We've seen visitors from Central and Southern Europe, Eastern Europe - and more than 20% of the visitors to our booth were from Germany." He attributes Sicam's success to the timing of the fair in mid October, adding, "It is three months ahead of IMM in Köln, so it makes it possible for decisions to be made earlier."

Whilst many of the stands were reminiscent of Interzum presentations, products that were shown tentatively as prototypes in Germany were now production-ready and available for orders to be taken. There had been some subtle twists - Union Knopf's Raw Level



Left. So new was the Modern Drive on the Polish GTV stand that there had been no time to print the brochure. Made in France for GTV, the Modern Drive is not just a push to open drawer system. It includes a sensor which is mounted under the work surface and opens the drawer automatically when a hand is placed over it. GTV say it will work through 18mm of granite. There's even a 'nanny sensor' version which requires a hand to be placed over the work surface sensor before the push-to-open system works. Perfect for kitchens with small kids. Call +48 22 444 7547.

Right. Functional, stylish and ideal for hiding items you don't need all the time, Atim's Sicam stand included a range of extending products including ironing boards, peninsular units, tables and benches with upholstered cushions - all cleverly hidden away under work surfaces and behind fascias. Simple to erect, sturdy (the bench, shown right, will hold 100 kilos) and stable, they will add interest to larger kitchens and functionality to utility rooms and compact kitchens. For full details on the Atim product range contact Ney Ltd on 024 7630 8100 or visit www.ney.co.uk



"Sicam is a very international fair, not just Italian. We've seen visitors from Central and Southern Europe, Eastern Europe - and more than 20% of the visitors to our booth were from Germany. The timing of the fair is the reason: it is three months ahead of IMM in Köln, so it makes it possible for decisions to be made earlier."

"Everybody loves Italy. Sicam is very well organised; a very professional event. Everything is prepared well both for exhibitors and visitors."

Tobias Lorenz, Süddekor



"It has been a very strong fair for us. We don't usually write orders at a fair but there has been a lot of interest."

Michael Pohl, Union Knopf.

al affair



now had an injection of bright colour and Samet's Ela hinge cover was available in fashion colours. The level of innovation seemed altogether higher and in the following pages you'll find some truly remarkable products that add not only functionality to great furniture designs, they add consumer appeal. Take a look at Salice's new Lapis hinge cover, GTV's below-the-worksurface, sensor-activated Modern Drive drawer system, or the new, electronic refrigerator door closing system from Grass. They're all exceptional products - real stars at this year's Sicam - designed to give your furniture an edge.

There were innovations to be found among the printers and décor specialists, too: oak remains the décor of choice but the look and feel of décor products has reached a new level of authenticity. As Claudia Hiepel so rightly commented from the Renolit stand, "Only imitation can save the real material."

The timing for next year's Sicam will be announced in forthcoming issues. Don't miss out! Head for Pordenone!



Above. Add a little colour to your kitchen designs with Vibo's new range of eye catching corner units. The Italian wirework specialist showcased the new base colours - orange, green and fuchsia - which were previously a prototype at Interzum, alongside its comprehensive range of kitchen, bathroom and wardrobe storage solutions. These included cleverly designed larder units, space-saving, swing-out pantry designs and deep pull-outs.

For more information visit www.ney.co.uk or call 024 7630 8100.

Below. Intense colours continue to be a driving force in the interior design market with the power to inspire. These new handles from Union Knopf represent power, joie de vivre and creativity. The authentic RAW Level® range with its used finishes and colour gradations has been expanded with loud products in lemon and orange. This sassy colourful finish has a used look underscoring the industrial character of this series. Also new for Sicam was a cubic, slim handle in a mix of materials and wide range of colours. Details from Union Knopf on +49 5205 12 505.





Review



motion kitchens

Imagine a new build, up-market London flat: it's contemporary, clean-lined, simple, functional. Space is at a premium. Multifunctional furniture and fittings maximise space. But the owner still wants high quality. Enter Linak and one of the most imaginative displays at this year's Sicam: a kitchen unit by Cedom Italia, powered by actuators with worksurfaces that turn into sinks, extractors that disappear behind hobs and taps that hide. At the press of a button, a highly functional and stylish kitchen unit becomes an elegant piece of furniture, befitting a contemporary living room.

Powered by a Linak radio frequency LA31 actuator, the extractor and tap slip silently to worksurface level. Two parallel LA31 actuators move the sliding base unit. Two Linak DL4 actuators move the top. Take a look at the short video at <http://www.cedomitalia.com/home.html>. It'll make you wonder why we're not making more use of actuators in kitchens - and if you're a truly imaginative designer, you'll realise the potential instantly.

Alternatively, call Linak UK for ideas on 0121 544 2211 or www.linak.co.uk

With its stunning Cedom Italia unit on display, Linak showed what today's designers can do with actuators.





The DUSA tall cabinet.



interior style

With beautifully engineered storage solutions, including capacious bin systems, Vauth-Sagel adds style and practicality to any kitchen.

Making the most of internal cabinet space - and doing it with quality and style - is what sets Vauth-Sagel apart. The company's new generation of waste containers, demonstrated by Timo Siegler, now includes 24 different options in heights from 145mm to 430mm, widths from 115mm to 315mm and depths from 190 to 380mm with twin handles that prevent contamination between handle and rim. The fixing bag is held in place beneath lowered handles and a bio-lid with active carbon filter seals the container firmly. The Öko XXliner is pictured.

Also on show at Sicam were the VSA, a larger cabinet designed for bulky foodstuffs with large-scale interior baskets and the DUSA tall cabinet. Pictured above, the DUSA has both interior carcass baskets and narrow baskets on the inside of the cabinet door which are ideal for packets. Both are designed as modular systems and can be used with Classic, Saphir, Premea, Premea Glassline and Premea Artline baskets. They offer easy height adjustment and carry loads of up to 100kg.

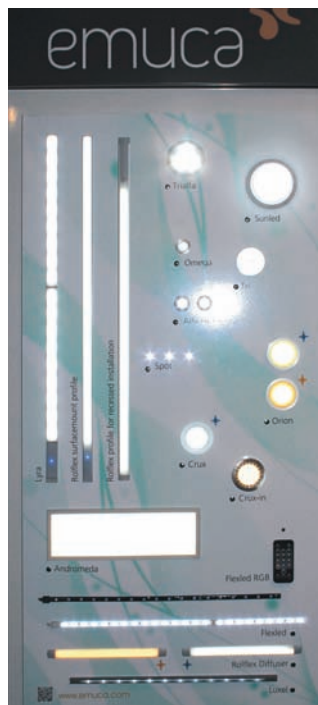
Details: 0049 5272 601 01.



Review



The Vantage-Q drawer system.



*Emuca: a balance
between functionality,
quality and cost.*



Maria Asuncion,
Managing Director.

quick on the drawer



Emuca is one of Spain's hidden gems. A specialist in die-casting aluminium profiles, the company offers a whole range of products from drawer systems, hinges, fittings, lights, bins and storage solutions to sliding mechanisms - and, says Managing Director, Maria Asuncion, "We offer a balance between functionality, quality and cost."

"Our kitchen drawer slide, Vantage-Q, is a full extension system with both a soft close and a bumper on opening which eliminates noise. More sleek than our Vantage models, Vantage-Q has been tested to 40,000 cycles and we offer two load capacities: 35 kilos and 50 kilos. The system is available with metal backs which require no cutting, or traditional wood backs, and options include single rail or twin rail drawer sides and glass sides. We offer two drawer box heights, 83mm and 100mm, and a full range of internal accessories such as dividers."

Emuca's Vantage-Q drawer system is manufactured with a die cast front lip to the box which incorporates all vertical and horizontal adjustments. Featuring synchronised runners, attaching the drawer box to the runner is a simple one-click operation. There are 12 options in the Vantage-Q system.

Also new on the Sicam stand were touch sensitive and movement sensitive lighting options and solutions for bedroom storage.

Details from 01268 530674 or visit www.emuca.co.uk

Salice has realised the desire to give aesthetic appeal to a functional fitting with its new and very sleek Lapis hinge. Twelve colours and 144 combinations will make Lapis popular with manufacturers who want sophistication and design appeal inside as well as outside.

sleek (and smooth)

If ever a hinge could be described as sexy, then surely Salice's new Lapis deserves the title. A new system for Silentia hinges, Lapis has a damping system integrated into the cup and works with longitudinal Domi snap-on mounting plates (BAP).

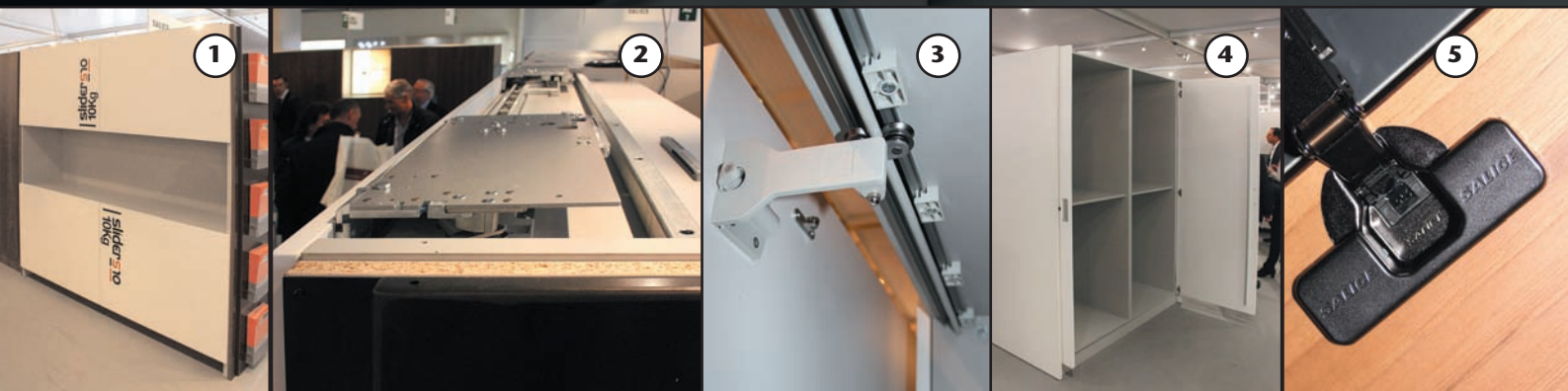
The design consists of two covers which move with the hinge elements, hiding the technical components and providing refined aesthetics to complement and enhance the design of furniture. There are 12 finishes ranging from white to sophisticated

dark silver, chrome and high-tech. Lapis offers 144 possible combinations which meet the needs of almost any kind of furniture. At present, hinges are available for 0mm and 9mm cranking for doors of a minimum of 16mm thickness, with 13.5mm deep cup, 110° opening and door drilling pattern K from 3-6mm.

Also shown at Sicam were standard hinges sporting Salice's Titanium finish (picture 5). Apart from aesthetics, the Titanium finish offers a higher degree of corrosion resistance.

Two further recent developments from Salice's Bortoluzzi brand were also shown at Sicam this year: the S10 Slider (pictures 1 to 3 below), a co-planar sliding system for doors up to 10kg, which will go down well with manufacturers of studio kitchens, etc; and the Bortoluzzi Pocket Door System (picture 4). The Pocket Door System is designed for doors of up to 30kg and heights of up to 2.5 metres (800mm wide and 30mm thick).

For more information contact Salice UK on 01480 413831.





samet on show

Samet used Sicam to show its substantial range of hinges, slides, lifts and drawer systems from a burgeoning stand. Pride of place was given to a display of hinges which included not only the new integrated soft close and the Impro hinges but also the Monolift, first seen at Interzum and now in full production. Only one is required to lift a flap. The Duo-Lift, with its ingenious anti-finger crushing feature, was also presented for the first time in Italy.

The new designer hinge cover, Ela, designed by Defne Koz and Marco Susani and first seen at Interzum, was shown at Sicam in four colours: white, blue, orange and dark brown. Perfect for furniture designers who want to complement beautiful external cabinet design with attractive fittings that enhance rather than detract from the design, Ela can be used with both Samet's Impro and Invo nine crank and 18 crank hinges. Stand officials from Samet Italy confirm Ela will be going into full production in time for the 2014 season.

Samet's extensive collection of single and full extension drawer solutions was presented as a substantial central display on the stand along with Smartbox, Samet's metal-sided, soft close drawer box system. Shown were single gallery rail, double gallery rail options along with a no gallery rail version - and plenty of accessories such as cutlery inserts.

Adding to the designer feel, Samet also showed LED lit Smartbox options. Not only is internal lighting attractive, it's also useful in deep pan drawers - and for retailers, such features raise the consumer's impression, helping to clinch a sale.

For more information on the full range of Samet products call Ney Ltd on 024 7630 8100 www.ney.co.uk



Duo Lift prevents finger trapping.

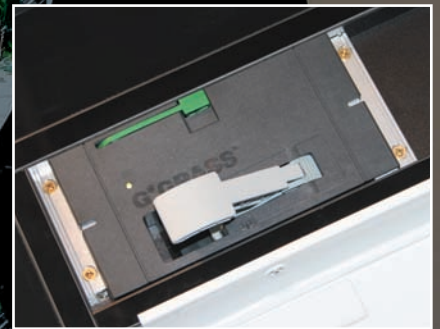


The Smartbox In-Box drawer.

Ela - full production in four colours starts in 2014.



class from grass



Ronald Weber, the CEO of Grass, had plenty to smile about on the stand at Sicam this year. His company has sailed ahead with the introduction of a class-leading development of the company's proven Sensomatic - this time for the opening and closing of refrigerator doors.

Newest of the new, Sensomatic Refrigerator is perfect for the handle-less kitchen. Busy chefs are going to love it every bit as much as style hunters who want the sleekest kitchen design on the market - and the odd gadget to impress friends at dinner parties. Simply press the door to release (a finger or a shoulder, it really doesn't matter) and it swings open effortlessly. This clever little piece of easy-to-fit wizardry really doesn't care whether you close the door gently, close it with a slam, or don't close it fully at all. The Sensomatic system cushions the door with a soft close function - and if you leave it partially open by accident for more than three seconds, it will pull the door gently to a close for you. The software enables adjustment to suit different weights of refrigerator door and the system can be top or bottom mounted and, with the exception of the hook that connects with the door, the whole unit can be hidden discreetly behind a panel of your design.

For more information call Grass UK on 0121 453 7623 or visit www.grass.eu

The waste sorter under the refrigerator will hold up to 70kg. It's also soft close and push to open.



Bernd Reuß
Head of Corporate Communication
Schattdecor Thansau

*Rosate shows the way
for a change in emphasis
at Schattdecor.*

“**T**he recession in Italy has caused a decline in the market for printed décor. The market became smaller and there are still problems selling boards. Our Rosate plant, founded in 1995, was well-equipped with four printing machines and had a total capacity of more than 10,000 tonnes per year. That's about the size of the whole Italian market today. When recession hit, the market shrank by half. A few years ago, we had two impregnation lines in Rosate but, due to the changes in demand, we invested in a third last year.

The Schattdecor Board of Directors has taken the decision to expand further in this direction and has approved the installation of a fourth impregnation line in spring 2014. What does this mean? It means that Rosate can switch from décor paper to impregnation very easily - and this fits perfectly with Schattdecor's strategy: to transform itself from a décor printer to a surfaces-orientated décor printing company. With this additional investment, Schattdecor can offer customers in the Mediterranean area impregnation of melamine films, guaranteeing the future of the Rosate facility.

Between 2009 and 2012, the market for décor print has stabilised on a high level but the market for finished foils and melamine foils has increased. Rosate is now producing more melamine and finish foils, representing a significant change since the beginning of the recession. The impregnation lines make it easy for Rosate to serve the finish and melamine foil market. It is possible to impregnate melamine foils or finish foils in the same system and many of these are used in industries where light weight is essential, such as the caravan industry, for example.

Rosate has become an example for the whole Schattdecor company. In North America, we print; but we acquired the impregnation company Coveright in Brazil so we could service the whole Latin American market with printed décor, impregnated, or finish foil. The same is true in Russia. Once we printed only paper; now, through acquisition and investment we are able to offer melamine and finish foils as well.

There will be some changes in the management at Rosate, effective January 2014: Mr Dieter Hüttlinger, who was responsible for the Rosate plant, will move back to Thansau. Mr Marco Aquino, who is already in charge of the technical development of the Rosate facility, will take Mr Hüttlinger's position in Rosate.

designs o



**Marco Aquino,
Dieter Hüttlinger
and Franco Lozza.**

Claudia Küchen
Head of Design



Softer brights, more natural woodgrains - but could furniture sharing really be round the corner?

There are several emerging trends at the moment: there is a target for dark colours and for very light colours. There is a white trend with whitewashed effects - not solid, clinical, cold white - and vintage effects. This combines well with woodgrains, which we see as part of the same trend. Woodgrains themselves provide the backgrounds for strong accessory colours such as reds, blues and yellows from fashion. Oak remains the strongest but we are also seeing walnut, pine woods, ash, maple and elder. The new darks, such as Cadbury Oak, tend to be more elegant and are perfect for upmarket office and kitchen furniture. Where once we had grey walnuts, now we have Capuccino. Red and yellow tints do still come into the dark woodgrains but they are brought into the décor in a natural way.

Exotics are dead, Zebrano is successful only in the Arab countries. We may see a return but they will be the opposite of the high gloss effects we have seen in the last few years.

Patterns are no longer eye-catching; they have become almost optical solids with a structure, sometimes hand-crafted, sometimes almost fantasy but always with a very natural woodgrain. Specific, eye-catching products are being developed for digital printing - anything from denim to floorboards which have been used before. Authentic is the big thing.

Used materials, repaired materials - these are in the present trend.

The general trend isn't a big change. Consumers are afraid of what's happening in the world. They see home as a safe place to be and they seek warm, natural materials, not technical products. People long for optimism - but safety with optimism, and always with quality.

Rustic is still popular but it is changing, becoming more refined but with more detail, texture and finish. Textile finishes could develop more in the future.

In furniture, especially for young people, modular units are destined to become more popular. Modular furniture combines easily with other pieces. Design will become simpler in the future, even more minimalistic, making it easier to co-ordinate with. Young consumers love to improvise and it's very possible that this may become a trend in its own right. In a recent survey in Germany, 7% of Germans said they would share furniture in order to change their interiors without having to buy. It's seen as cool to share. For some, it's the only way. How will this influence design and is it set to be a future trend? It's too early to say yet.

In colours, naturals set the stage for bright colours from fashion but less loudness and softer brights are the trend. They will soften still further.

n the future

Schattdecor has a reputation for predicting the future and staying one step ahead in an ever-changing market. Bernd Reuß explains how the company's plant in Rosate, Italy, has adapted to the post recession market, enabling it to cope better with changes in demand, while head of the Schattdecor design team, Claudia Küchen, shares her thoughts on where the future might take us in décor and interior design.





oak is tops

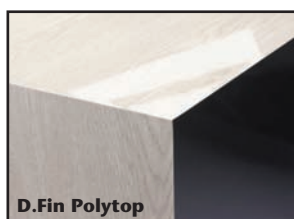
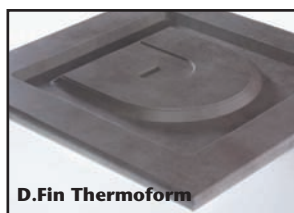
Süddekör is on trend with three new oaks, heavy structures and in-register embossing.

Süddekör's presentation at this year's Sicam exhibition placed strong emphasis on the trend woodgrain, oak. Although Italy has favoured walnut and cherry in the past, the pan-European love affair with oak has made it to the epicentre of fashion - and Süddekör was keen to capitalise on this with a showing of three new oaks: the very tactile Chagall Oak; Barents Oak; and Edison Oak.

However, whilst showcasing these three designs, Süddekör also used Sicam to underline its move into a diverse range of surfaces including melamine versions, supermatt and structured finish foil, thermoplastic films (some combined with D.Fin Polytop) and release papers.

The second well-established trend within the surfaces sector is structure and feel - both of which are present in the heavily structured all-over pressed panels and embossed in register technology Süddekör is using for its melamine products. It's a characteristic which the company has transferred successfully to finish foils. With its experience in the release paper sector, Süddekör now offers (with the D.Fin Structure Millennium foil) numerous possibilities for applying lacquer to films, including thermal procedures such as the décor-compatible use of microspheres for dual coatings, which has become a feature of the company's portfolio.

Information: 0049 7333 9550 or www.sueddekor.com





Claudia Hiepel
Renolit Design
Team.

Italy is very much a 2D market, so where 70% of our Interzum stand was 3D, here at Sicam, the majority of the stand is dedicated to 2D décors. We have a large collection and the response at Sicam has been very good. The two walls with clouds focus on 2D designs which will appeal very much to the caravan and motor home - lightweight - market and of course, manufacturers of 2D doors.

We're also showing ideas to stimulate the shopfitting market and we have included displays that show how our décors can be used in kitchen and bathroom settings. Of particular interest to the UK, our textured panels show the potential for new design ideas which can be included very simply in furniture designs.

We have also chosen to showcase a new evolution in the direction of synchro pore structures with our Serena Oak décor. We have developed five beautiful colours since the design was first shown at Interzum. I really like them. If you enjoy the real materials, you can make good imitations but you have to really understand the materials. Only by using more imitations can we save the real material for future generations.

Renolit UK: 01670 718222.

renolit's sicam

"Only by using more imitations can we save the real material for future generations."



business opportunity



Looking for a fantastic product to distribute in the UK? Alfa Wood is one of the leading players in the Greek timber industry and, with a range of panel products as well as finished panels, the Group has a lot to offer manufacturers and distributors alike.

With over 30 years experience in the wood processing industry, the Alfa Wood Group has become one of the leading players in chipboard and MDF, laminate flooring and coated profiles.

With four main production plants - and its own port in Chalkida, Greece - Alfa Wood is no minnow. The Alfa Wood plant in Grevena, Alfa Wood Pindos, was established in 2004 and it's here that the company manufactures raw MDF, veneered MDF, sanded MDF, lacquered MDF, clipped laminate flooring and melamine finished products. In Larissa, the facilities include a veneering line for MDF, three profile and door frame production lines, a soft and postforming line, a CNC line, an MFC line and a kitchen worktop line. In addition to panel products and profiles, kitchen and wardrobe doors and door skins are manufactured at the Larissa Industrial Area facilities.

Alfa Wood Nevrokopi deals with the sector of green energy, producing wood pellets and chips for garden use, while in Varna (Bulgaria) the Group has yet another plant housing extensive veneer, MFC and laminate flooring lines. It's here that Alfa Wood produces its beech, oak and ash veneers. Two further plants in Chalkida and Komotini manufacture products from plywood and particle board and provide veneer coating and melamine film production.

The Alfa Wood Group's acquisition of Shelman provides the Group with manufacturing of formaldehyde and urea-formaldehyde resins, as well as MUF, MUPF and PF resins.

Commercial Director, Dimitrios Koutaliagas, is keen to hear from large scale manufacturers of finished furniture or components as well as importer-distributors that may be interested in "a reliable new source of supply that offers consistently high quality at competitive prices."

Contact dk@shelman.gr or call +30 6944 500029.



"We do not sell panels; we sell emotions."
Alessandro Zannotto, Country Manager, Italy.

pore naturale

Not so very long ago, it was the textile producers who could always be relied upon to effervesce over colour, weave and handle. That was back in the days before foil printers and décor specialists rose to take the spotlight. Nowadays, tactile qualities are everything and the feel of a surface is every bit as important as the look. In woodgrains, the natural look is in vogue - and the closer to nature the better.

"We do not sell panels; we sell emotions," commented Alessandro Zannotto, FunderMax's enthusiastic Italian Country Manager, from the company's Sicam stand. "Look at our new surface, *Pore Naturale*. It's almost a real wood to the touch. Dark colours are especially trendy at the moment, so we have given *Pore Naturale* a very natural gloss level which brings out the colour but retains the feel of the natural wood. The new décors are rustic and have knots and pores but they are quite subtle.

"We are developing more and more wood-based designs. Price competition is tough, so we have developed special products which satisfy not only the need for good prices but also provide the whole range of surfaces a customer may require from super gloss through to absolutely natural products.

"At the moment we're showing prototypes of *Pore Naturale*, so the colours may change a little to suit market demand. The new décors for *Pore Naturale* will be offered with two different surfaces: the first will be close to a synchro pore; the second, a textile-type surface which we will be presenting early next year. Eventually we expect to have around 70 colours but we are launching with darks which mix well with the trend colours and white."

More information email office@fundermax.at

It was back to real wood at Sicam for FunderMax on a stand that bristled with surfaces which invited visitors to touch.



sicam a success



As the fifth edition of Sicam comes to a close, the exhibition organisers look back on a successful event.

"Sicam, the International Exhibition of Components, Semi-finished Products and Accessories for the Furniture Industry ended in the Pordenone Fairground with over 16,000 visitors in the four days. This data, combined with the high quality of the visitors satisfied the expectations of the exhibitors.

The distinguishing element of this Sicam edition was the high international quota of trade visitors coming from 94 countries of the five continents, confirming the same quality of presence of last year.

The organiser of the event, Carlo Giobbi, declared: "Sicam affirmed its importance in the international markets, especially with regard to the emerging countries to which we pay close attention every year."

With 35% of visitors from abroad, Sicam is confirmed as an excellent event for the Italian furniture industry: "From a brief glance at the registration files and from what exhibitors had to say," continued Carlo, "We can affirm that all the most important companies visited the exhibition. There is no doubt, Sicam is a fundamentally important event for the furnishing branch."

The reduction in visitor numbers, confirmed at only 6%, can be explained on one hand by the decrease of companies in the market compared with last year and, on the other hand, with the cutback of the staff visiting the fair for each company.





Left. Archibald Kenrick manufactures 800,000 of its flagship product every year - and a huge number of other products as well.

Below. Managing Director, Steve Jones.



castors galore

At a time when many areas of UK manufacturing are still feeling the pinch, one company is bucking the trend and proudly flying the British-made flag. Demand for the extensive range of British manufactured Shepherd zinc cast furniture castors from Midlands-based firm Kenrick is at an all time high as the company approaches 65 years of manufacturing at its site in West Bromwich. The company now manufactures 800,000 of its flagship product each a year, supplying throughout the UK and into Europe.

Steve Jones, Kenrick's managing director, says, "The Shepherd castor is a great British icon and we are very proud to be the only UK manufacturer of this type of product. We're delighted that the manufacturing rates of the Shepherd castor have remained buoyant, particularly at a time when many manufacturers are reducing output."

Manufactured from die-cast zinc, the European patented Kenrick Shepherd castor was first introduced in 1950 and has been designed to be strong and robust. The castor comes in four standard fixings - peg and socket, 38 x 38mm

square plate, round plate and M8-M10 fixing. For added versatility, it is available with an anti-static rubber wheel for use on smooth floor surfaces. It can also be supplied in any RAL paint colour and paint finish and in a polished gold, nickel, brass or bronze plated finish. There's even a Shepherd mini castor which has all the benefits of the Shepherd castor but in a smaller size.

Kenrick also supplies 2.5 million nylon twin wheel plastic castors a year, with or without a brake option and in black or beige. There is also a range of legs in various sizes as well as black and chrome finish glides with a peg and socket fitting.

The company's flagship Shepherd castor range is widely used and its highly successful textile castors are exported as far afield as India and South America. Kenrick has also been producing high security door and window hardware for many years and now has an impressive array of locking solutions for the PVCu, aluminium and timber window industries.

For further information call 0121 553 2741 or visit www.kenricks.co.uk

Midlands-based castor manufacturer, Kenrick, is on a roll with demand for its British-made products at an all time high.



Above. Choose from three or five-tier shoe racks for neat wardrobe storage.

This picture. ECF's Innostar Ultimate Carousel Plus is one of several storage solutions for the kitchen. All come with wipe clean anti-slip trays as standard and most also have soft-close full-extension opening.



Main picture. ECF's Goscote Elle looks fabulous in Sonoma Oak.

Below. Orion Shaker in high gloss white - simple, clean and contemporary.

style with storage

ECF's portfolio provides style on the outside and clever storage solutions for the inside of any kitchen or bedroom.

ECF's range of Innostar Plus storage solutions has recently celebrated its first anniversary. Providing innovative ways to maximise available cupboard space in the kitchen, Innostar Plus includes such products as the Ultimate Carousel Plus, Blind Corner Optimiser Plus and Rotating Larder Plus. Most offer smooth, soft-close action and full extension opening; they all come with wipe clean, anti-slip trays as standard. Installation couldn't be simpler and to offer even more help when fitting the product, ECF offers easy to follow installation videos for the range.

For walk-in wardrobes, take a look at the versatile VolanteStor internal storage system which is complemented by ECF's

popular Volante sliding door range. Pull-out shoe racks in the ECF range come with full extension soft-close runners with a load bearing capacity of 20kg. Choose from 3 or 5 tier options in chrome plated finish.

The range of doors from East Coast Fittings continues to grow with new finishes in the Goscote made to measure collection and new Legno textured grain finishes with a stunning paint effect. The Phoenix acrylic-faced doors range has also benefited from new high gloss finishes while a new classic style Orion (in high gloss white) has been introduced to complement the Phoenix collection.

For details contact East Coast Fittings on 01664 424288.



Left. The InnoStor Blind Corner Optimiser Plus.



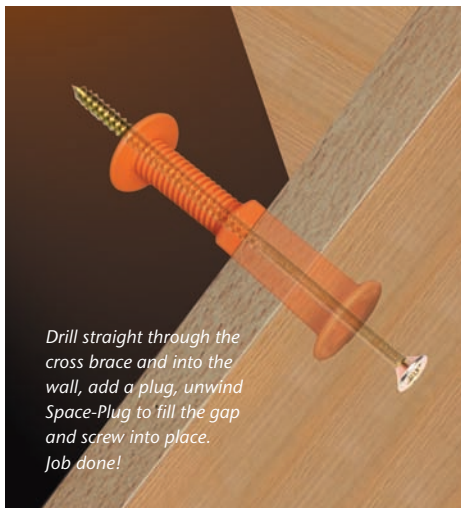
Above. The VolanteStor internal storage system is extremely versatile and can be used within walk-in wardrobes, or with sliding wardrobe doors such as ECF's popular Volante range.

Left. The Innostar Rotating Larder Plus. ECF offers easy to follow installation videos for the range.



the future of furniture fixing

*With the revolutionary
Space-Plug, the future of
fitting has arrived - and it's
set to become a new
industry standard.*



*Drill straight through the
cross brace and into the
wall, add a plug, unwind
Space-Plug to fill the gap
and screw into place.
Job done!*

Fixing base cabinets, as every fitter knows, can be an absolute pain - or at least it used to be until Space-Plug came to the rescue. Space-Plug will save you time, money and aggravation.

With Space-Plug, gone are the days of having to offer up a couple of L-brackets, mark the holes, drill and plug them before fixing with four screws. And gone are the days of having to work in awkward positions with no room to manoeuvre, which could leave your client with awkwardly positioned fixings that are never to be reached again.

To use Space-Plug, position and level the base unit, drill through the cross brace and on into the wall (the trade pack includes a drill bit that is designed for cutting both chipboard and masonry) and insert a wall plug. Next, insert a screw through the cross brace and the Space-Plug until it locates in the wall plug, unwind Space-Plug in the void until it contacts both the wall and the cross brace and tighten the screw. Job done! It's fast, professional and can be easily positioned to avoid pipes and

cables or find cavity wall studwork. If you need to scribe or shim, Space-Plug is easy to adjust, allowing you to achieve perfect spacing in seconds.

Designed, developed and manufactured in Britain, the patented Space-Plug will help you reduce the fitting time of even a modestly sized kitchen by as much as an hour or more - and that's money in your pocket. Space-Plug is versatile and can be used with practically any fitted furniture - kitchen, bedroom, bathroom, even fitted office furniture. It's fast, it's professional, it's adjustable and it's secure.

Space-Plug comes in two sizes: a smaller "Regular" size (which extends from 30-50mm); and a larger, "XL" size (which extends from 45-80mm). The Space-Plug website offers a small free sample, a handy trial pack for a single kitchen (including free screws and a regular masonry drill bit) and a trade pack of fifty Space-Plugs with a premium multi-purpose drill bit. To get yours, or for manufacturer or distributor enquiries, just visit www.space-plug.com

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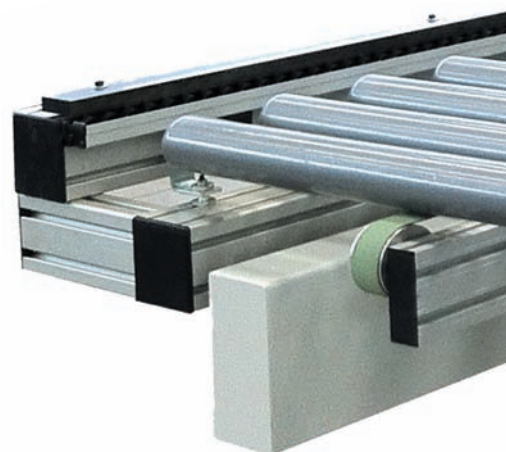
Designed and manufactured in Britain



take flight with al



Above and left. Alberti's T-Flight/Cn made its UK debut at the Open House exhibition held in October at the premises of Ney Ltd. It brings batch size one within reach of the smaller manufacturer.



Alberti Engineering's Marco Farina talks to Furniture Journal about the new machines it's bringing to the UK - and its partnership with the smaller manufacturers' champion, Coventry-based Ney Ltd., now the official UK sales and service agents for Alberti.

One hundred and thirty years old and counting, Alberti Engineering is believed to be the oldest Italian woodworking machinery company in the woodworking machinery market today. But far from slowing down, Alberti is now the latest company to break into the highly competitive UK market.

"Several years ago we attempted to break into the UK," admits Marco Farina, Sales Manager for Alberti Engineering. "Despite having vast manufacturing experience and a reputation for being a market leader in Italy, we lacked significant knowledge of the UK market. We needed to find a distributor that not only had the knowledge and understanding of the market but who also

shared our passion for machinery. We have now found that." The Alberti range of CNC machines was introduced by Coventry-based Ney Ltd in October.

"We've both been part of the woodworking industry for a long time," says Marco, "and that has created a mutual respect for each other." Alberti has the enthusiasm to design and build

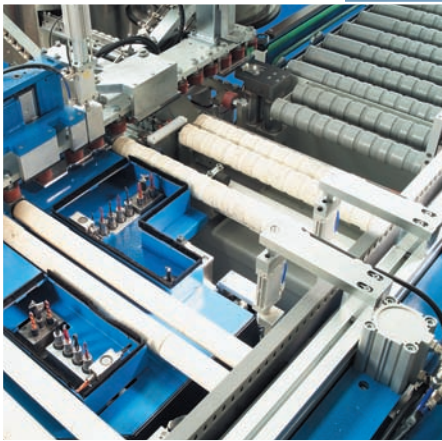
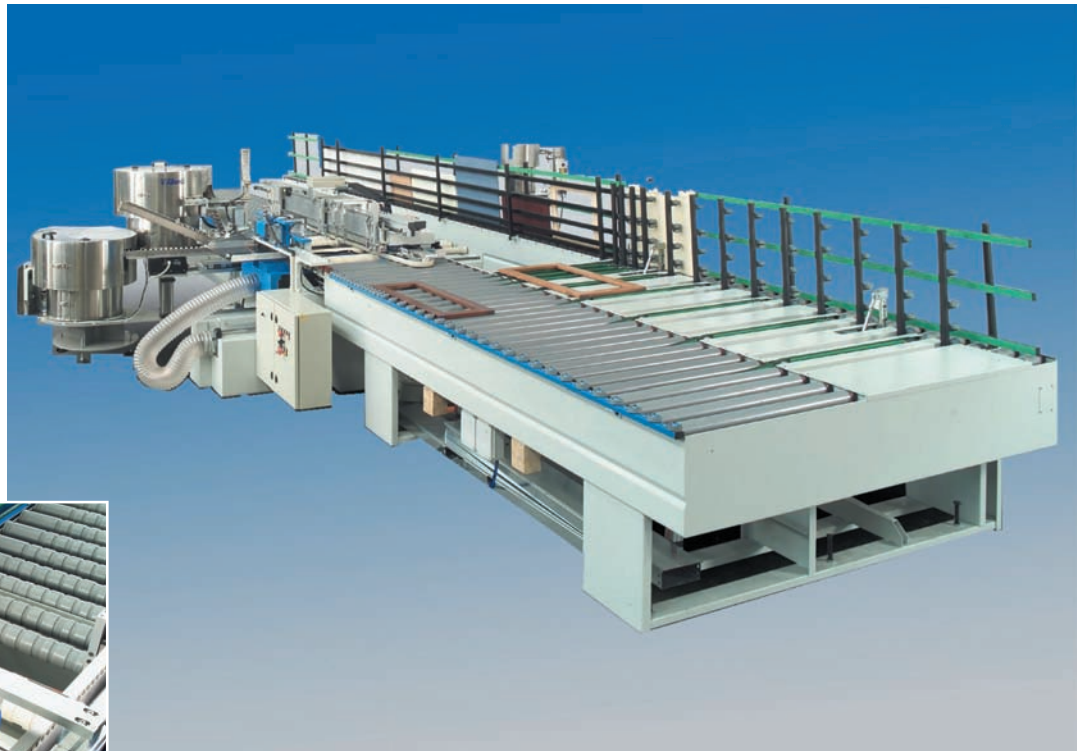
more advanced machinery and Ney has the right distribution and knowledge to make the partnership work, Marco confirms.

Although the complete Alberti range is not yet in the country, information on the Vector and Syncro were available at Ney's Open House in October. But it's the newly launched T-Flight/Cn (shown centre stage at Ney's Open House and pictured here on the left hand page) which is predicted to be the biggest seller.



Above and above right. The Vector CN - a 40-spindle machine which is renowned for its clear graphics. Like the T-Flight/Cn, the Vector CN has been designed with just-in-time operations in mind. It makes light work of the production of special or one-offs with zero setup time and small batches.

berti



Above and left. Designed for lower drilling and insertion, the Syncro CN provides door and fascia manufacturers with a just-in-time system for batches and one-off production.

Labelled as the most compact machine ever to come from the Alberti design team, the new T-Flight enables small to medium-sized manufacturers to get in on the batch one concept. Although compact in size, the T-Flight is not limited to working with smaller panels. Boasting a machining facility for panels of 3000mm long, 900mm wide and 50mm deep, it provides a flexible solution for manufacturing single parts continuously, regardless of dimension, or regrouping all components needed for a project using Edialber software.

Marco Farina takes up the story:

"T-Flight/Cn is a simple, fast and accurate machine," he says. "It has been designed and configured to meet the production needs of small and medium furniture manufacturers which typically have limited financial resources but who want to use technologically advanced machines which are extremely flexible.

"T-Flight/Cn also meets the needs of those who have limited space. It is extremely compact in size, without limiting the ability to work even extremely long pieces. In this regard, the sliding support surfaces of T-Flight/Cn compared to competing machines are much longer, so as to ensure better, safer and more simple action of loading and unloading of the pieces by the operator." He confirms

that this remarkable little gem can be used as a stand-alone machine, with panels fed and unloaded on the same side, or "cycle through type", where worked panels are transferred to the rear of the machine table. Manual pick up of the panel is possible for such as hardware fitting, assembly or packaging of the cabinet."

"Particularly appreciated by our users is the reading system of the zero point of the panel that is obtained with the use of a laser sensor," says Marco. "It makes it possible to compensate for any dimensional errors detected on the length of each panel during processing."

The T-Flight/Cn has an upper vertical head in a T-configuration. Alberti has opted for "kinematic control of the Z axis" and the 8 + 9 independent spindles are selected exceptionally quickly through a unique, patented expansion system. "This exclusive system of selection and movement of the spindles has always distinguished us from the competition," says Marco. "A series of aggregates is available for the T-Flight/Cn, including heads for horizontal holes; groups with independent motors with a flange for a saw blade, which facilitates grooving in the X co-ordinate of the panel; and a vertical milling unit with power up to 5.5kW."

The T-Flight/Cn is offered with the new CNC Tpa, Compact-Seven PC

control, based on a Windows 7 operating system. Programming and management of the machine is via Alberti's TPA-ED32 software - "a powerful editor with user-friendly features based on icons and graphics that are simple to use and interpret." The programming system enables individual programs or work lists to be selected and, if required, the programs can be recalled by reading a label containing a bar code.

Through Ney Ltd, manufacturers wanting a simple-to-program drilling and insertion machine will now be able to access Alberti Engineering technology in the form of the Vector CN - a 40-spindle machine which is renowned for its clear graphics. Like the T-Flight/Cn, the proven Vector CN has been designed with just-in-time operations in mind. It makes light work of the production of small batches or one-offs by offering zero setup time. For lower drilling and insertion, Ney Ltd is also able to offer the Syncro CN - a system designed for drilling doors and drawer fronts. Like the Vector CN, the Syncro CN has been designed with batches and one-offs in mind.

To find out more about the Alberti Engineering range, or for a demonstration of the Alberti T-Flight/Cn, contact Ney Ltd on 024 7630 8100 or visit www.ney.co.uk

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open house

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Welcome to NEY



Right. Distributing its tools exclusively through Ney for over 25 years, Virutex is renowned for developing unique, portable hand tools for the smaller manufacturer. On the Virutex stand was a range of portable edgebanders including: the robust PEB250 hot melt edgebander, which is designed with a 10 degree tiltable guide support for banding doors; lock mortise FC116U, which is thought to be the only portable solution on the market for mortising doors that have already been hung; and the FRE317S tiltable router, which was originally designed for DuPont™ Corian® and can install and repair solid surfaces quickly. Plans to extend the range of hand held tools are also under way.



Sylwia Konefal, Virutex

"A lot can happen in 25 years. Virutex has grown as a company and Ney has supported us every step of the way - Gerd Ney has even helped us develop new products for the woodworking market. In return, Ney knows that we will always be a loyal and dependable partner."



Right. Now in its second generation, family-run GG Machine is a specialist in the packaging sector. The Giotto 1300, which is part of the Total Closing line, was being demonstrated to those looking for a complete closure packaging solution for furniture, kitchen tops and panels.



Tizano Gherardi, GG Machine

"Compared to many of Ney's suppliers, GG Machine is a relative newcomer. Long and prosperous relationships are important to us and as a family business, Ney understands the way we work. Here's to the future!"



Left. Cosmec is well known for its range of CNC machining centres. Having already sold several machines since partnering with Ney only weeks ago, the Italian woodworking machinery specialist showcased three machines at Ney's Open House. Pride of place went to the Smart 30 and Conquest 715. The newly established partnership means the smaller UK manufacturer can now access sales and service on Cosmec's comprehensive range of high precision, entry-level machines.



Duccio Montomoli, Cosmec

"Cosmec has been in the industry for over 50 years so, like Ney, it understands the importance of simple and effective machinery solutions. Every company is different, so we offer bespoke solutions that can be designed specially around your company's needs. Our company motto is, *always say yes* and we continue to stick by it."

**Marco Farina, Alberti**

"I have been in the woodworking machinery market for a number of years and taken part in a lot of machinery exhibitions. Ney's in-house exhibition is the best independent exhibition I've been to, thanks to the company's clear passion for the industry. There is a real buzz - it really was a great introduction to Ney."



Right. Making its UK debut at Ney's in-house exhibition, Alberti's T-Flight CNC certainly attracted visitor attention. Labelled as the most compact machine ever to come from the Alberti design team and taking five years to perfect, the brand new T-Flight enables small to medium-sized manufacturers to get in on the batch one concept, whilst not being limited to working with smaller panels. As well as technical support, demonstrations were available throughout the show to prove to visitors just how versatile the T-Flight is.

**Daniel Kiel, EBM**

"EBM has been working exclusively with Ney for over 25 years and during this time we have become more like friends than work colleagues. Our long-term partnership means Ney's technicians know absolutely everything about our machines and their knowledge and passion for EBM filters down to the customers. We're extremely happy to see Ney bounce back stronger than ever after the fire."

Left. The EBM KDP 400 open edgebander made its first public appearance since its launch at Ligna earlier this year. The hot melt edgebander, which also includes a pre-milling and gluing station, is the latest machine from the German company to be upgraded with a computer to simplify programming and ease use. The full range of edgebanders, which also includes the dynamic single sided, straight-line KDP102SLK and the fully automatic KDP117SLK-P, were demonstrated at Ney's Open House event by the founder's grandson, Daniel Kiel.

**Stefano Morselli, Paoloni**

"The in-house event was a great opportunity for us to demonstrate Paoloni's impressive range of machines. We pride ourselves on creating machines that are needed in today's market. Ney's event not only gave visitors an opportunity to explore the range further but it also gave us an opportunity to gauge customers opinions and views on the UK market."

Right. Available exclusively in the UK and Ireland through Ney, Paoloni's comprehensive range of planers, spindles, belt sanders and panel saws took centre stage at the exhibition. Keen to be the machine manufacturer of choice for both small and large companies, Paoloni's stand was vast - showcasing its leading circular saw model P3200 SX, the neat and ergonomically designed KR32 beam saw (pictured) and P45 sliding table. The well-thought-out display demonstrated the machines flexible production capabilities and smaller batch size solutions.





Left and right. Family run for over 30 years, Italian kitchen and bedroom wirework specialist, Vibo, is Ney's newest partner. Proud of its heritage, its two ranges - Eco and Elite - are fully sourced and manufactured in Italy, with its own chrome plating facilities in Montecchio Maggiore. A comprehensive range of Vibo larder units, swing out pantry designs, corner units and pull outs were displayed in a kitchen and bedroom lifestyle setting at Ney's Open House. A selection of premium and lower-cost options was presented in a range of sizes to show the brands flexibility and quality.



Dario Frazza, Vibo

"As the newest member of the Ney family, this show has allowed us to showcase our Vibo products to a dedicated UK audience. The volume of visitors has been phenomenal and interest for our chrome plated and epoxy wire accessories has been high."

Martin Entwistle, First Choice Fitted Bedrooms

"It was great to be invited to Ney's new showroom and to see its wide range of machinery and components on display. As bedroom manufacturers, the lifestyle stand was ideal for seeing Laguna, Samet, Vido and Atim products all incorporated into one design."



David Heller, One Call Furniture

"Congratulations are in order. Ney certainly knows how to put on a show. It was great to be able to talk to the technical staff about each product and get live demonstrations."



Right. No stranger to the limelight, Samet's range of hinges, drawer systems and lifting door systems were displayed on Ney's lifestyle stand. Keen to demonstrate the company's workings in both the kitchen and bedroom, Samet's recently launched Impro soft close hinge was used in both lifestyle settings, whilst its gradual opening Neolift system, self-closing Sambox and soft closing Smart boxes took centre stage in the kitchen. The bedroom drawers and side cabinets were designed using Samet's Push Open hinge system and Smartslide.

Gamze Aslaner, Samet

"Ney's lifestyle stand clearly showed the workings of a modern day kitchen and bedroom, showing just how simple it is to integrate Samet's products into the home. The exhibition has been a great success and I am thrilled to see Ney on top form."





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new handy andi

When Parker Knoll chose Anderson to manufacture frames, of paramount importance were speed and limited waste.



PK's Machinist
Rob Vann.

Parker Knoll ranks among Britain's oldest and best-known furniture manufacturers. Stylish pieces, sumptuous comfort and timeless design are its hallmarks. Traditional values may have been retained in Parker Knoll's upholstery - but when it comes to the frames, like its sister company, G-Plan, the company has invested in the very latest technology to manufacture the components.

G-Plan bought two Anderson CNC machines two years ago. It was on their recommendation that Parker Knoll bought one when the company needed to keep up with bigger orders. Parker Knoll needed a machine that would not only cut MDF or plywood, it also wanted to limit waste and speed up production. The Anderson Exxact Plus model 1626 PT Industrial was chosen for its ability to cut two panels at the same time with a 20m/min feed speed.

Supplied and commissioned by RW Woodmachines of Bicester, the Anderson was specially built with twin 1600 x 2600mm tables and Fanuc servo motors. These ensure travel speeds of up to 80m/min in the X, Y and V axes and 24m/m in the Z axis to provide stroke of 4500mm in the X axis, 3000mm in the Y and V axes and 250mm in the Z axis.

"One of the big advantages of this machine is the chromium steel floating pressure foot," explains RW's Anderson specialist of 26 years, Brian Thompson. "The secondary Z axis enables very accurate and fast tool length setting. This is important as the tool must protrude the floating ring by the thickness of the panels to be routed - plus 0.2mm so the nested baseboard can be used many times before there's a need to skim. Another advantage, the roller hold down devices on this model are fully



Above. Fixed bridge and moving table design provide easy access to the machine.

This picture. The vacuum table was made to the latest specification, with 50mm spacing blocks and main grooves and 25mm intermediate grooves. There are five positioning pins per table.



Above. Parker Knoll's new twin table Anderson Exxact 1626 PT - Industrial.

Left and below. A secondary Z axis on the spindle enables automatic tool-changing and floating with any tool without the need of individual floating attachments. The system also incorporates an individual tool offset which means every tool can be set electronically and automatically within the floating ring.



for pk

automatic and operate without need of manual adjustment - and that's regardless of whether the machine is routing one panel high, or multiple panels up to a height of 60mm." Workpiece loading is provided by optional clamping, grid or manifold vacuum systems.

Parker Knoll's machine is a real heavyweight at a little over 20,000 kilos. "The Exxact CNC machining centres are designed to handle heavy duty work and set a new standard in high speed machining," explains Brian. "The combination of a highly rigid base, steel weldments and castings and high accuracy servo system make this machine ideal for Parker Knoll's purpose. The webbed steel sub-structure remains smooth and rigid while cutting in the X, Y and Z-axes and the Anderson fixed bridge and moving table design provide easy machine access for maintenance and cleaning."

The CNC Controller on Parker Knoll's machine is a Fanuc 0imd with Industrial PC which includes three axis control and helical interpolation. It has a 40 gigabyte hard drive and key features include a fast corner function for precision corner speed control, cutter and tool compensation, automatic acceleration and deceleration - and there's a self diagnostic function (the computer displays an error code if you make a mistake). An ethernet option provides remote technical support and, as a further option, C-axis is available. Because the Exxact utilises industry standard G-code for control functions, easy interfacing is possible with all major CAD/CAM software and industry standard solid modelling software packages.

To find out more about Anderson visit www.rwoodmachines.co.uk or call RW 01869 244943.



Above. The tool must protrude the floating ring by the thickness of the panels to be routed - plus 0.2mm so the nested baseboard can be used many times before there's a need to skim.



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The art of sanding

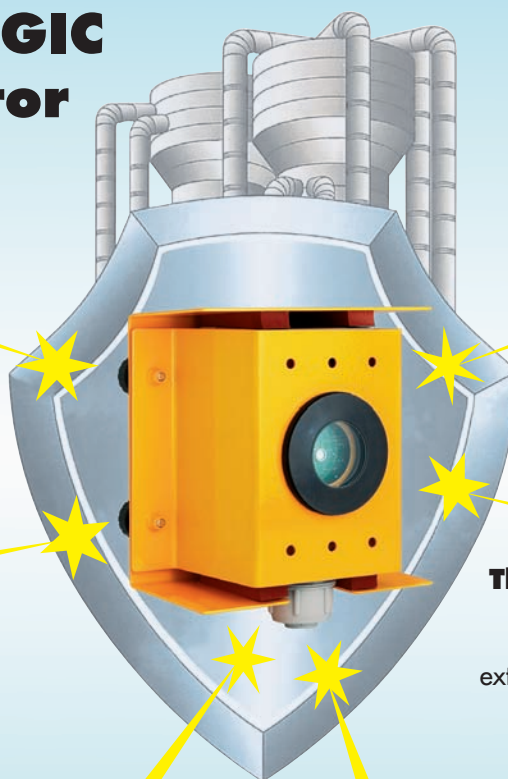


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Pictures courtesy of iStock.

perfect surfaces

Jowat's family of adhesives offers a range of properties to overcome many of the problems encountered during surface lamination.

Are you disappointed with the results you're getting with foil finished products? Are you experiencing penetration of the glue, or discolouration when veneering panels? If either of these problems sound like familiar territory to you, it's probably because you haven't discovered the advanced technical properties in the Jowat adhesives range.

Jowat has a number of solutions for bonding décor foils, CPL, HPL and veneer, including PVAc-based D2 products like Jowacoll 124.00 or the EVA-based Jowacoll 148.00, and D3 products like Jowacoll 103.10. Each is tailored to work consistently with the products you need to bond.

Usually, the adhesive is applied by roller (no problem if you have a throughfeed line) onto the base material in readiness for either cold pressing or hot pressing.

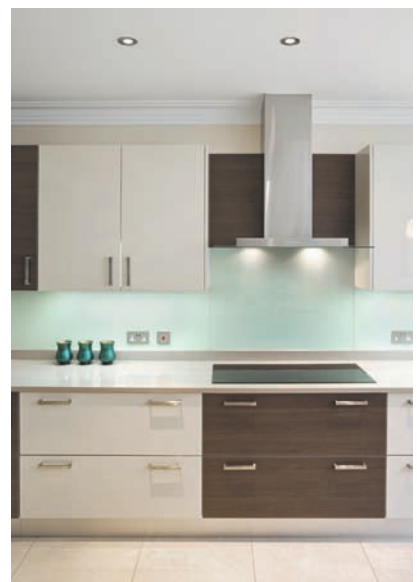
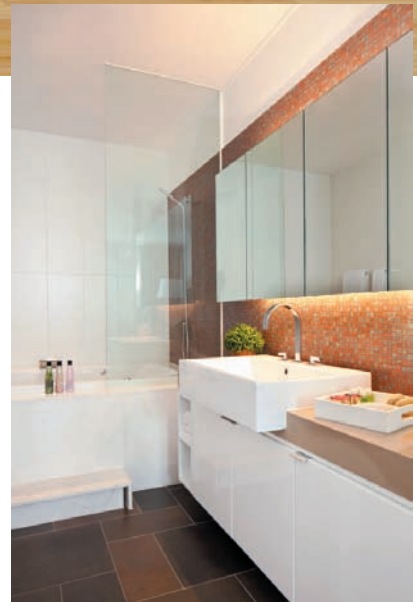
For veneering operations, special settings minimise the penetration of the glue and, by adjusting the pH value of the dispersion to suit your specific application, Jowat's technical boffins are also able to reduce the risk of discolouration.

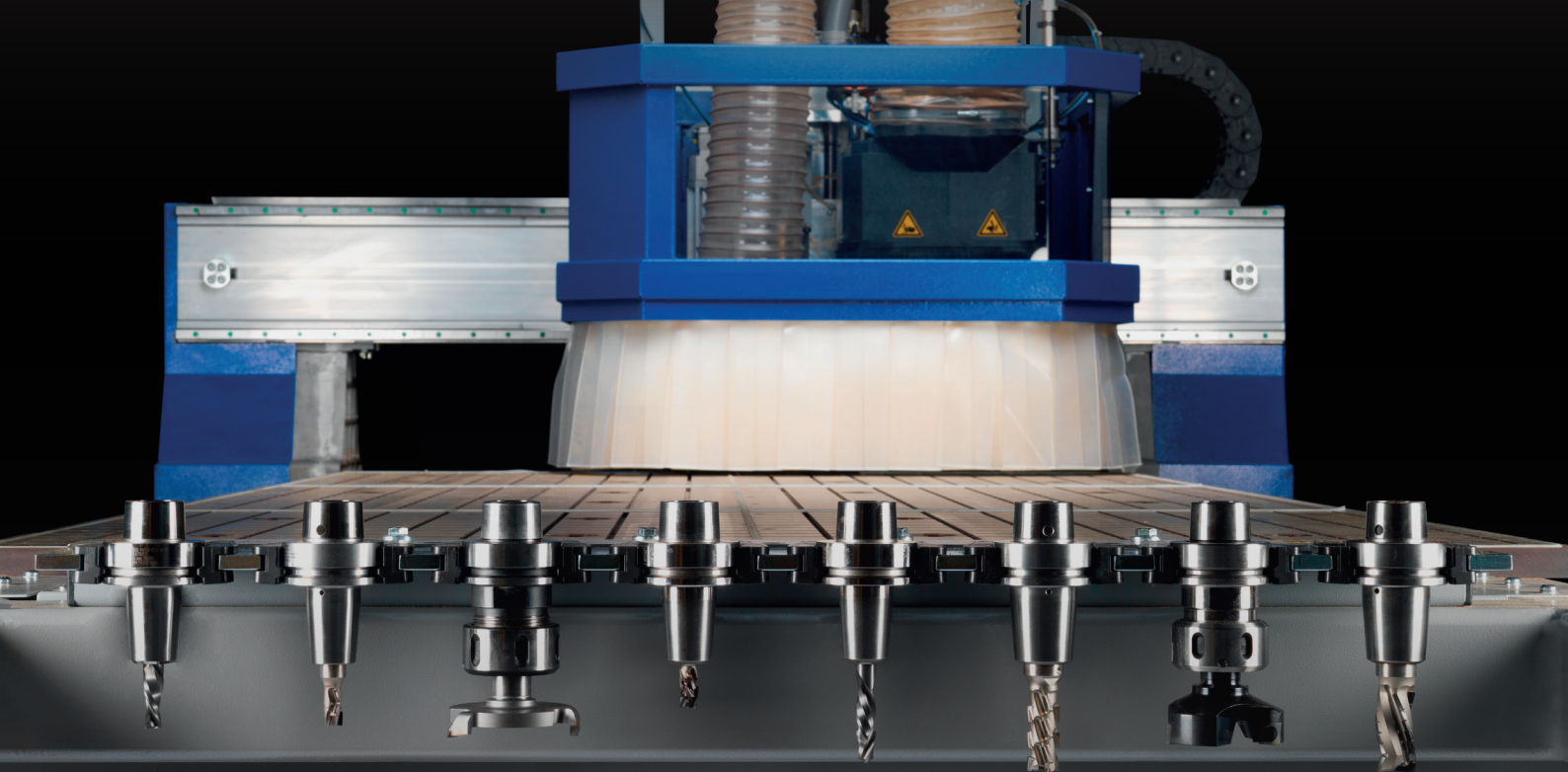
Like every manufacturer involved with flat lamination, you already know the importance of a smooth and even

surface. You also know the reasons why surface swellings occur in the substrate. But how can you avoid them? Jowat's solution is an unfilled polyolefin system with a solid content of 100%: Jowat-Toptherm 236.30. Because of its high solid content, comparatively little Jowat-Toptherm 236.30 is required, yet it produces a resistant, thin, hard bondline, facilitating an exceptionally high surface quality. Shore hardness (impact resistance) is also high and the product is particularly useful when high temperatures are used and in situations where panel during processing.

High strength and impact levels are also a feature of Jowatherm 293.50, a conventional EVA hotmelt which has become widely accepted for flat lamination of décor foils. For even greater performance, Jowat has formulated its moisture-resistant polyurethane Jowatherm-Reaktant family of adhesives for use in the kitchen and bathroom sector. For high gloss thermoplastic foil applications, the low processing temperatures and excellent adhesion to difficult substrates offered by Jowatherm-Reaktant 609.40 has made this adhesive a firm favourite.

To discuss your application call 01782 565265.





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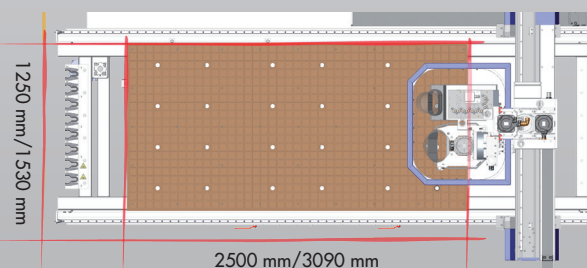
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nesting time

A new Morbidelli Universal 3622 CNC machining centre cell is providing all the nesting BB Trade Kitchens & Bedrooms needs.

When Brian Burke of BB Trade Kitchens & Bedrooms needed a machine that could cope with nesting of 2800 x 2070mm jumbo sheets, he turned to SCM.

SCM GB's Ian McCarthy proposed a Morbidelli Universal 3622 CNC Machining Centre Cell complete with infeed and outfeed handling equipment. By coincidence, a machine that suited Brian's requirements exactly was in SCM Group's Morbidelli showroom in Rimini, Italy, so arranging delivery, installation and commissioning didn't take long.

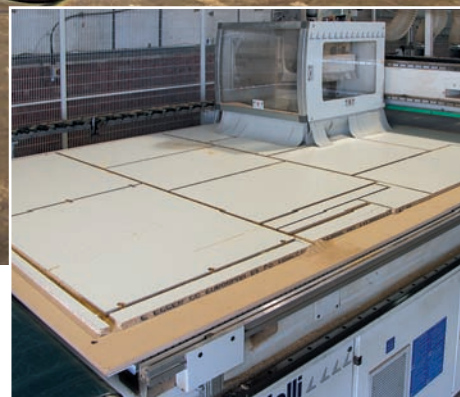
The Morbidelli Cell is essentially a one-man operation. After a full load of boards is fork lifted on to the infeed loading platform, side aligners accurately position the panels, then three large diameter suction cups located on the rear of the main machine's gantry, grab the top panel on to the slave board on the Universal 3621's solid aluminium multi-functional work table. Two - 250mc/h vacuum pumps ensure the panel is securely fixed to the machine table. Tools are taken by the 12HP routing head, which offers variable 1500-24,000rpm spindle

speeds from a rear-mounted 10-station tool changer. Nesting of the component panels takes place swiftly and at the end of the routing cycle, the F26 Drilling Unit (18 vertical and 8 horizontal spindles) drills all the required assembly holes.

The nested component panels and rails are automatically pushed off the Universal's table and onto the outfeed table by a pusher bar on the gantry. The machine then processes the next full-size sheet from the infeed panel stack, as the operator manually removes and stacks the components from the outfeed table, allowing just enough time to insert the assembly fittings into the vertically drilled holes. The Universal 3622 also has an automatic panel thickness measuring device which provides absolute precision when routing.

Factory Manager, Ian Findley, is delighted with the machine: "We are very impressed with the new Morbidelli, and we still have our six-year-old Pratix CNC. We are satisfied we made the correct machine purchase from SCM."

For more details call SCM GB on 0115 9770044 or visit the website at www.scmgroup-uk.com



Main picture. The Morbidelli Universal 3622 CNC machining centre cell.

Inset. Nesting made easy on the Morbidelli.

Above. Three large suction cups are located on the rear of the machine's gantry for panel feeding.



ace at sanding

Faster, more aggressive sanding from Mirka's long-lasting Abranet® Ace.



Above. Fewer sanding defects and less grain breakage are key features of Mirka's new Abranet® Ace.

Mirka UK launched its next generation dust-free Abranet® Ace in June - and from the outset it seemed destined to make a real impression on users of hand sanding equipment. Ace is designed to increase production and speed for tougher, more demanding sanding applications in a variety of industrial sectors, whilst reducing costs.

This premium product features ceramic grains that deliver a faster, more aggressive sanding operation. The improved robust grain impregnation prolongs the life and ensures fewer sanding defects and less grain breakage while the tougher velour backing provides better disc adhesion and enhanced edge wear, making Abranet® Ace more effective and longer lasting. Abranet® Ace also has a highly visible

reverse side print pattern which, says Mirka, make it much more user-friendly.

Ace is suitable for use in the wood and solid surface sectors as well as automotive refinishing, aerospace and the marine industries. It's available in a grit range of P80-P800.

Craig Daycock, Managing Director of Mirka UK, says, "Our customer needs change as new coatings and composites develop creating more challenging surfaces to prepare. To meet this demand there has become a greater need for a more aggressive range of grits for these tougher sanding applications. We have listened to our customers and have the solution with Abranet® Ace, a harder, more robust abrasive with the benefits of dust free sanding."

Details: 01908 375533.

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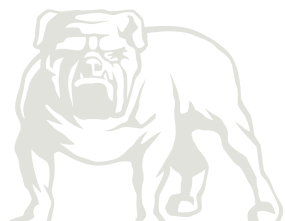
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Left. Kündig's BoTop 6 and the extremely popular Brilliant 2 (above), showing the oblique sanding head configuration clearly.

Below. The factory at Gotha.

Kündig's oblique sanding technology has quite literally taken off, obliging the company to double its production capability at the factory in Gotha.



an oblique perspective

You've probably seen it often when planing timber: those annoying marks that run up the length of the workpiece where the blade has been nicked. The same can happen with sander belts and the result on a throughfeed sander is much the same. However, in Kündig's Brilliant sander range, the sanding head is placed at an oblique angle to the workpiece, eliminating longitudinal markings even when the belt is subject to damage. "The oblique sanding technique has been a major breakthrough in the innovation and development in surface finishing," says Carl O'Meara of Kündig UK. "It won the exclusive *Challengers Award* in Atlanta USA. Today, around 70% of Kündig's production is for the Brilliant series of machines which incorporates at least one oblique sanding head."

Although Kündig's bespoke oblique sanding machines come with multiple top and bottom sanding heads, even the most popular twin-head format (comprising a dedicated calibration roller followed by a sanding pad) can be tailored to finish solid wood, veneer or lacquered surfaces - and Kündig has

already built examples that sand to tolerances within 0.02mm. The oblique sanding head will eliminate flaws leaving you free to choose the grit size you need for the finish you want to achieve. Indeed, a machine in this format is a genuine all-rounder, offering accurate calibration for solid wood or boards and all the advantages of oblique sanding for a perfect finish prior to lacquering.

The Brilliant wide-belt sander range is proving very successful for Kündig. Indeed, so successful has the technology been that the company Armin Kündig formed back in 1945 has been obliged to double the size of its factory at Gotha last year just to cope with orders for the Brilliant range. The manager of the Gotha factory, Thomas Tenberg, acknowledges that, while the overall market for sanding machines, when compared with other wood-working machines such as routers or saws, is relatively small, Kündig has experienced an increasing volume of orders following the launch of its oblique technology.

To find out more call 0845 833 0565 or visit www.kundig.co.uk



Above. The Brilliant 2 1350 Cdh L.

Below. The Unique S.





60 years of success

Viet's reputation as an innovative manufacturer of sanding brings benefits for small and large users.

Above right. Viet's entry-level S219 model.

Above left. The top-of-the-range Viet S3 wide belt sander.

Below. Viet's S2 sander has an easy-to-use touch screen.



Viet was established in Italy in 1953 by Ettore Vichi and in just a few years became one of the world leaders in the production of wide belt sanders.

Viet has always innovated, achieving numerous patents and consistently offering the market cutting-edge solutions to ensure the quality of the finished product. This attention to detail coupled with the latest technology allows Viet to meet the needs of both small artisan workshops and large-scale businesses.

The company's artisan range of sanders is now available in the UK from TM Machinery Sales, who also service the machines and provide spare parts.

Entry level model S219 is a small machine guaranteeing top performance. Precise and functional, it is equipped with fixed drums to calibrate and sand timber, preparing it for further processes.

The S1 is a heavy duty twin-head sander with a large choice of sanding and finishing elements. The option to add inverter control of the abrasive belt and conveyor belt speeds gives maximum flexibility from a compact machine. Touch screen controls are also available for operator ease and speed of use.

The S2 series is a highly sophisticated

three-head sander for added flexibility, described as the ultimate in surface finishing. The S2 also has an increased range of options to choose from, including a fully electronic cross belt sanding head. Belt blowers, finishing brushes and turbo panel cleaners can be incorporated for the complete panel finishing solution. Program storage and retrieval along with intuitive controls are provided via the use of a 15" touch screen.

Billed as the ultimate in high production finishing, the top-of-the range S3 series ensures results beyond expectations. Panels are finely calibrated, while sanding makes surfaces feel perfectly clean to touch. Unlimited customisation makes S3 machines suitable for every kind of sanding requirement.

Today, as part of the Biesse Group, Viet is under the leadership of the third generation of the Vichi family. With a new production plant and a drive towards continuous improvement, Viet, together with its UK artisan range distributor, TM Machinery, is determined to meet the changing needs of its growing number of customers.

For further information contact TM Machinery Sales on 0116 271 7155 or visit www.tmmachinery.co.uk



Left. Mawera FSB and FSR range of boilers from 110kW to 13000kW Hot Water, Steam or Thermal Fluid.



Right. Mawera Combustion Systems with low NOX emissions.

Revision Guidance Note PG1/12

John Clisset at Mawera comments:

"With new regulations with regard to emissions to atmosphere from wood fired boilers it will have several effects on the furniture and wood processing industries.

"The RHI (Renewable Heat Incentive) emissions regulation now applies to the new applications together with new plant installed under LAPPC (Local Authority Pollution Prevention Control) with existing plant to operate under PG1/12 now under review to include the emission requirements to older installations.

"New equipment will have support from the RHI but considerable costs will have to be absorbed by the industry to continue the operation of their wood waste boilers, equipment is available for compliance of these regulations but the path of installing new equipment may be a better option.

"For existing equipment contact FIRA for a copy of the 'Impact of the Revision Guidance Note PG1/12'."

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Right. One of Boere's Sandrite models.

Below. Operation is simple - everything is programmed on an easy to understand display.



customise with boere

*If it's a customised sander you're needing,
the message from Boere is "talk to us".*

Below. CC units. One of the options available on Sandrite models.



Wide belt sanders from Boere's Sandrite range are complete heavyweight units that have been designed for the smaller and medium-sized workshop. Equipped with between one and three sanding units in different combinations of contact roller and combi units, Boere's Sandrite machines are available in working widths of 1100 or 1300mm. Standard operation of the machine is through a text display including full fault diagnosis but, as an option, this can also be done through a touch screen with which various sanding programmes can be pre-programmed. Various options such as in and outfeed roller tables, a vacuum table, belt blowers, etc., further refine the machine.

Sandrite offers an excellent price to quality ratio and therefore quick return on investment. The machines work on minimal compressed air consumption and are supplied as complete machines which require little maintenance. All operations are programmed through an operator-friendly display and all machines are designed, manufactured and tested in the Netherlands prior to delivery.

If the standard models don't provide the exact functionality you need, the

message from Boere is "talk to us". Sandrite models can be developed for most applications, including very high quality denibbing and the combination of two segmented sanding pads (integrated in the so-called combi unit: contact roller + sanding pad) and user-friendly touch screen operation make Sandrite a good choice. By using two segmented sanding pads in just one pass, Sandrite machines offer a high quality finish and, of course, it remains possible to calibrate by using the two contact rollers. The result is a multi-purpose machine!

"What seems impossible today, will be reality tomorrow," commented a spokesman for Boere. "Developments in products and product processing continue every moment. Every day new possibilities are explored and tested on the many materials clients wish to sand in Boere's test and training centre. In this way Boere thinks along with the customer and realises customer-led high-quality sanding solutions."

More information on Boere's custom designed sanding machines can be obtained from Calderbrook Woodworking Machinery Ltd. Call 01706 873344 or visit www.boere.nl



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new express plus

Magi-Cut Software has introduced a brand new Plus version of Magi-Cut Express for small to medium sized businesses that use sliding table or vertical panel saws.

In order to meet the diverse cutting requirements of SMEs throughout the industry, Bristol based Magi-Cut Software has introduced a brand new 'Plus' version of its already well established Magi-Cut Express cutting optimisation software.

Magi-Cut Express Plus is aimed at small to medium sized businesses that use sliding table or vertical panel saws and who are looking to save time and reduce material waste.

"We understand the value of time, and time spent on processes that can be bypassed or automatically managed by software is time better spent on generating new business," says Karl Twyford of Magi-Cut Software.

Magi-Cut Express Plus, launched in June 2013, bridges the gap between Magi-Cut's entry level cutting optimiser and their Modular software packages. The new 'Plus' version means part lists can now easily be imported directly from a spreadsheet and raw material board lists straight from the integrated board database. Edgebanding requirements are addressed with the help of the edging library and laminate sizes are automatically calculated. With 99 user-defined information fields per part,

users have the freedom to handle job complexity without having to worry about separate databases. Furthermore, stock materials can easily be imported from an external source and automatically refreshed as each job is cut, putting the user in control of their stock. Batches of jobs can be optimised in a matter of seconds and the dynamic pattern editor allows parts to be deleted manually or, where space allows, supplementary parts not previously listed in the cutting list to be added to the pattern. The order of boards and the cutting patterns themselves can also be rearranged according to priority or convenience.

Detailed reports and management summaries help Magi-Cut's customers to visualise their material requirements, board yield, waste and off-cuts and puts this into context in terms of real cost to your business in £GBP. These reports are fully customisable and can be exported in PDF or Excel to share with their teams. Label and form designers even allow barcodes and pictures to be added to customised labels and forms.

Magi-Cut Express Plus is available to download for a free 30-day trial from www.magi-cut.co.uk/ExpressPlus. For further information call 0117 927 6353.



Karl Twyford.



Striebig makes its mark in Theatreland

The London-based Newman Displays, a leading sign and display company, is enjoying the benefits of cleaner cuts, less wastage and a reduction in dust after switching to a Striebig Standard vertical panel saw.

Specialising in the theatre and cinema sector, their creations can be seen on the front of buildings across London's West End, as well as around the UK and internationally. All types of signage can be made and installed, including vinyl graphics, silk screen printing, neon, illuminated or non-illuminated signs or acrylic fabrications.

Their old saw was coming to the end of its working life and the resulting delays from the need to repeatedly fix it were doing serious harm to the company's workflow.

Beginning his internet search, Production Manager Gary Brooks was impressed with the technical specifications of the Swiss-built Striebig saws. This was followed by a favourable report from one of his plastic sheet suppliers and a meeting with Striebig's UK agent, TM Machinery at a B&Q store, to see a Striebig in action.

Ideally for Newman Displays, the Standard TRK1 4216 saw sizes many different sheet materials from hardboard, Foamex and Perspex to aluminium board as well as some MDF. Printed vinyl is then mounted on to the sheets. What's more, material wastage has been reduced as bought-in boards no longer need to be cut down to fit - their former saw only took a sheet of 3 x 1.9m whilst the sheets are supplied at 3 x 2m.

Gary also speaks positively about the quality of Standard TRK's cut. "The cleanness of the cut is the biggest advantage," he says. "We never cut that clean before, even on hardboard. It gives us a smooth cut every time, making it a quick and easy job to polish the edge. Before, we often ended up with ragged edges that took time to smooth out."

The Standard TRK is fitted with a strip cutter as standard, enabling it to make fast and accurate repeat cuts. This is particularly useful for Newman Displays as the small pieces, such as those featuring star names, often need to be sized.

The flexibility and extensive options behind the Standard make it the ideal panel saw for big or small companies and it features a highly efficient integral extraction system, delivering dust limit values considerably below 1mg/m³.

Gary concludes by praising the great service given by TM Machinery, who delivered on time and provided thorough on-site training. "We are so impressed that TM have been asked to service all of our machines in future."

0116 271 7155

www.tmmachinery.co.uk



The CNCRouterShop division of XYZ International has had further improvements. The expanded division now supplies a comprehensive range of spare parts for all XYZ and Pacer routers. In view of the current economic situation there is also a range of high-quality and well-maintained used machines at low prices for those companies unable to commit to buying new machinery.

The large stock of CNC routing, cutting and engraving tools is widely sourced from leading UK and continental suppliers, which means more machines other than Pacer and XYZ can be supported. All tools and accessories are available at great value for next-day delivery, and include routing cutters, special purpose and engraving tools, collets and cones, knives and service parts.

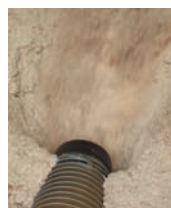
Other facilities include breakdown cover, product training and online technical information downloads as well as specialist engineers providing tailored solutions.

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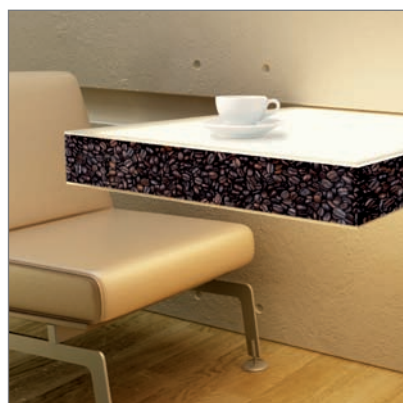
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