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JOURNAL

ON THE COVER: Welcome to Felder

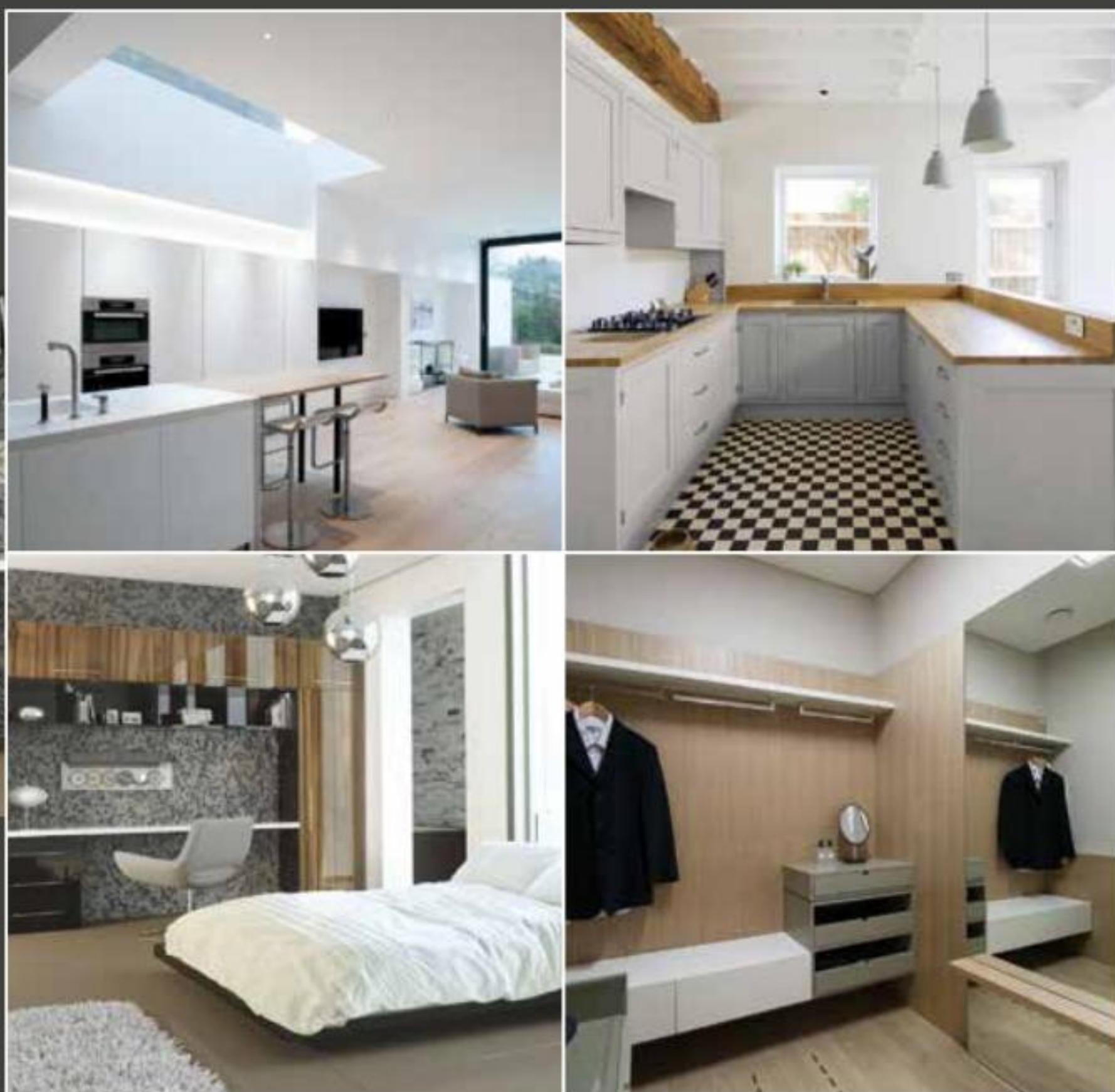
Egger's spectacular new collection

Morbidelli's new Author

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On the Cover

Matthew Applegarth extends a warm welcome to the Felder Open House event.

Story: pages 2 & 3.

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Contents

2 An Invitation from Felder

Matthew Applegarth and the team at Felder UK extend a welcome to their first Open House event of the year.

4 Sicam: set for Growth

Demand for exhibition space is growing at Sicam.

6 Light Years Ahead

In an unprecedented move that will set the scene for the next three years, Egger is phasing out Zoom and heralding in a new era with its new 2017-2019 UK & Ireland Furniture Manufacturing Collection.

12 Panelco takes on Saviola

Panelco has taken on distributorship of Saviola in a coup that will see some new and cutting edge décors available.

15 Animated about Alvic

In an exclusive interview, Barry Berman talks to Furniture Journal about the reasons behind his enthusiasm for Alvic.

18 CDF makes an Impact

Lighter in weight, lower in cost - and with 253 décors to choose from - CDF offers a real alternative to compact grade laminate.

20 Fruits of the Forest

Three new woodgrain décors for 3D pressing are in stock at David Clouting Ltd.

23 On-trend Edgebands

Ostermann's oak and pine woodgrain edgebandings in melamine, ABS and real wood veneer are a match for Kaindl and Egger décors.

24 On-trend with Renolit

Renolit's new décor introductions for 2017.

27 An Eye to the Future

Starbank has embarked on a five-year development programme - and achieved record turnover while its new factory is still being equipped!

30 Rent in London

Renting workshop space in London doesn't have to be expensive if you are a Cworkshop customer.

33 Opening new Doors

Grass and Häfele stand shoulder to shoulder to launch the new Grass Dynapro Tipmatic soft close runner.

37 How to Store More

When your product offer is as broad as Decorative Panels Group you can't afford not to optimise your warehouse space. DP found the ideal solution with Combilift.

41 Ahead of the Pack

For very little more cost than bubble wrap, Nomapack® will protect your products in transit and during delivery.

44 Beating the Clock

Assembled in seconds and made in a factory that's gone from an idea to full production in under six months, Clic carcasses have had new life breathed into them - and it's all down to BA's vision and Biesse's technology.

48 Going Vertical

The Swiss have a reputation for quality and precision and it's one that the vertical panel saw manufacturer, Striebig, has taken as its own.

52 Saws for the Stars

Schelling UK commissions a new fh6 as part of a major investment that will see Starbank enter new markets.

55 Window of Opportunity

The new ThermoTech Window System Lite from tooling specialist Leitz offers easy set up and enhanced expandability.

56 Holz-Her sizes up

Weinig Group member, Holz-Her, offers both vertical panel saws and beam saws for small sizing operations up to full production.

59 The Authors of Revolution

Are you in the market for a new, compact 'all-in-one' machine? If so, you might want to take a closer look at the newly launched Morbidelli AuthoR-evolution.



An Invitation from

Felder

Matthew Applegarth and the team at Felder UK extend a welcome to their first Open House event of the year.

The dates are set: Friday 24th and Saturday 25th March 2017 will see Felder UK open its doors for the first Felder UK Open House event of the year - and whether you're an existing Felder user, or new to the brand, you'll want to set one day aside for a visit to Milton Keynes. With live demonstrations and machines ranging from classics up to top flight five-axis CNCs, there will be plenty to see.

Extending a warm welcome to customers old and new will be more than a dozen of Felder's sales team, several service and product managers and Felder UK's Managing Director, Matthew Applegarth. "We will have a full range of machines on show and there will be live demonstrations with individually booked time slots for those who want them," confirmed Matthew. "We'll have technicians on hand to demonstrate the H500 five-axis CNC, the H200 four-axis CNC, the H10

four-axis nesting machine and the H8 three-axis nesting machine.

"There will be demonstrations of the top-of-the-range Tempora 60.12 Emotion edgebander, as well as the G680, G500, G360 and G330. The automatic setup of the Tempora 60.12 Emotion will be a particular highlight," says Matthew. "It allows the operator to set the machine and pre-program it for different edge sizes and types from the control panel without opening the door, or changing the settings inside. For small to medium companies that's a major time saving.

"We'll also be showing the Finish 1350 Classic and the Felder 1102 Classic wide belt sanders along with a full range of classical woodworking machines from Format 4, Felder and Hammer.

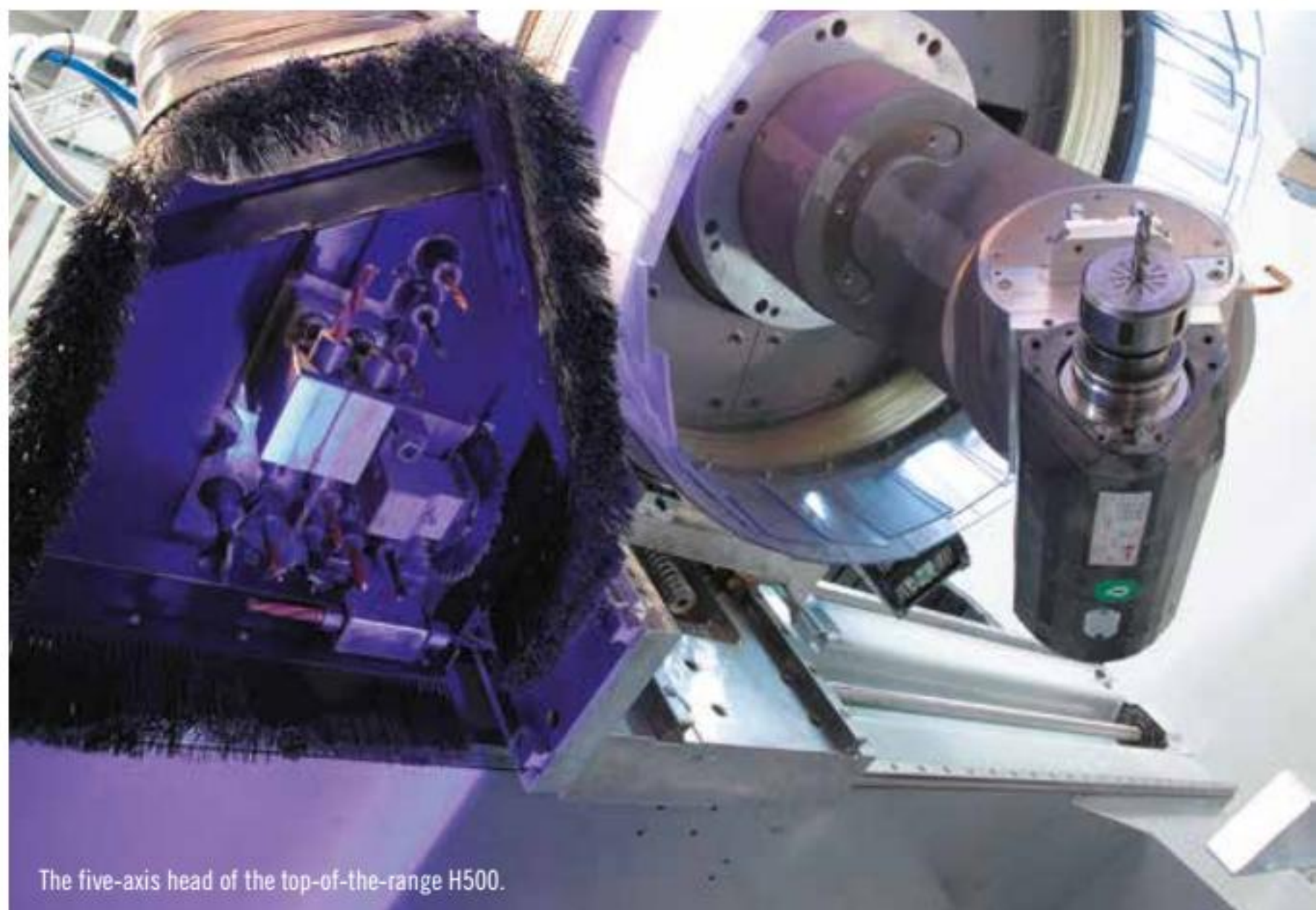
"Another highlight will be the Felder CF741P professional universal woodworking machine. It's been one of the best combi





machines on the market for 20 years and it's still a no-compromise machine that combines saw, spindle, planer-thicknesser and mortiser in one compact unit. Each of the individual units is the same as those used in the stand alone machines so there really is no compromise."

The Open House event is open to everyone from small, one-man operations up to larger companies that produce fitted furniture for kitchens, bedrooms and bathrooms, as well as joinery companies and panel processors. All demonstrations will be tailored to show how the products you want to make are produced using actual production units. Alongside, tooling and software companies will also be available for discussions about their products and services. The Open House events will run from 9am until 5pm on 24th and 25th March. If you'd like to book a slot for a live demonstration, call 01908 635000.



The five-axis head of the top-of-the-range H500.



Sicam: Set for Growth

Demand for exhibition space is growing in line with an increasing number of companies visiting Sicam.



In our review of the Pordenone-based components and accessories exhibition, Sicam, published in the January edition of Furniture Journal, we inadvertently informed you that attendance at the fair had been in excess of 7,000 visitors. Due to a change in the counting method, it was, in fact, visitors from 7,378 different companies - representing 101 foreign countries - who attended Sicam 2016. Accordingly, visitor numbers were significantly higher than 7,000. After such a success in 2016, and given the very positive signs in the market, when the next edition of Sicam opens its doors on Tuesday 10th October 2017, the organisers are fully expecting to see an increase on 2016 footfall.

"Sicam's role as an international marketplace for components and accessories is crystal clear," explains the organiser of the event, Carlo Giobbi, commenting on the figures, "And the very market itself confirms

this year after year in an ever more evident way. The last edition also saw an increase in the countries of origin of visiting professionals, representing as many as 101 countries from all five continents." It's certainly a show that punches above its weight with plenty of business being written across the halls. The surface area taken up by Sicam 2016 had increased, yet the layout of the fair made it just as easy as always to navigate the aisles and optimise time. The 2017 edition promises even more:

By the end of 2016, almost 90% of exhibitors had confirmed they would be returning to Sicam 2017 and numerous requests had also been received from new exhibitors. The Sicam team has already begun promoting next October's show and will present Sicam 2017 at all the main international trade fairs this spring.

Sicam 2017 will run from 10th until 13th October 2017.



INTERNATIONAL
EXHIBITION OF
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SEMIFINISHED
PRODUCTS AND
ACCESSORIES
FOR THE FURNITURE
INDUSTRY



10-13 October 2017



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Egger's stunning new showroom in Hexham

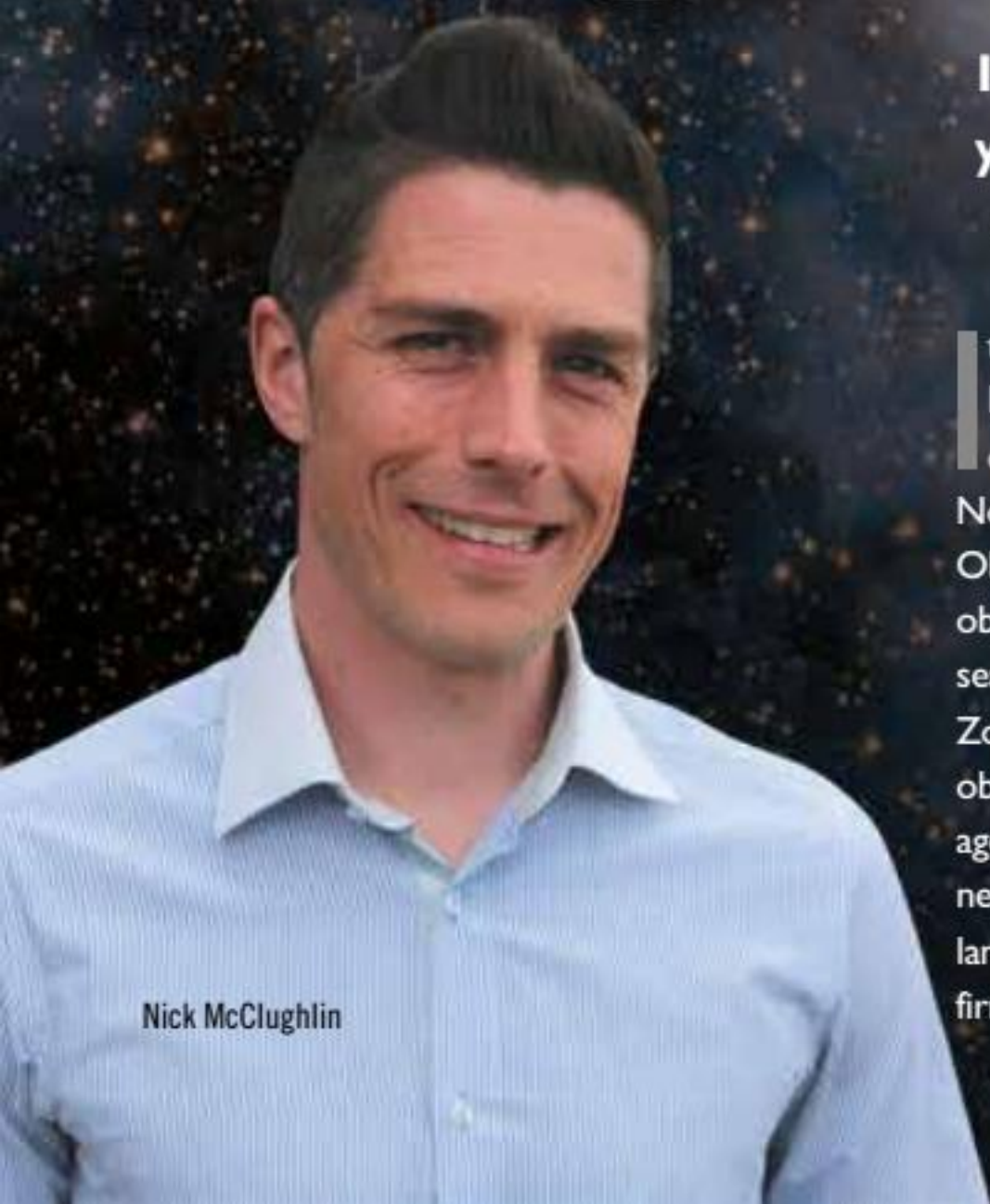
Light Years

In an unprecedented move that will set the scene for the next three years, Egger is phasing out Zoom and heralding in a new era with its new 2017-2019 UK & Ireland Furniture Manufacturing Collection.

It's quite possibly the darkest place in Britain. In mid January, it's certainly one of the coldest. But nestling high in a clearing in Northumberland's Kielder forest, the Kielder Observatory is one of the best places to observe the night sky. While the astronomers search far off stars for planets in the Golden Zone that might support life in the future and observe events that happened many light years ago, one of the observatory's nearer neighbours, the wood-based panels and laminates specialist Egger, has its sights set firmly on the present and the next three years.

January 2017 marked the launch of Egger's latest décor portfolio - and with it has come a major shakeup. Zoom is coming to an end and in its place will be the biggest collection Egger has ever presented to the KBB industry. "We will be running this new, inspired collection for the next three years," commented Egger UK's Nick McClughlin at a recent presentation in the company's stunning new Hexham showroom.

The 2017-2019 UK & Ireland Furniture Manufacturing Collection features 170 décors (predominantly MFC), 114 of which have



Nick McClughlin

Ahead

matching laminates that are available from stock and are ideal where, for example, island units need to match with doors. There are 44 new designs and two new textures, not to mention an expanded offer of 100 décors on Eurolight. Central to the new collection is a larger range of 16 Feelwood décors with deep textures and synchronised pore finishes that provide a realistic impression of real wood veneers. Egger's decision to move to the ST9 texture across the standard unicolour range provides a better match with neutral combinations, while the use of new ST27 textured unicolours adds a timeless look to new shades such as U201 Pebble Grey and U636 Fjord Green.

Egger's vision for the next three years embodies variety, transparency, choice,

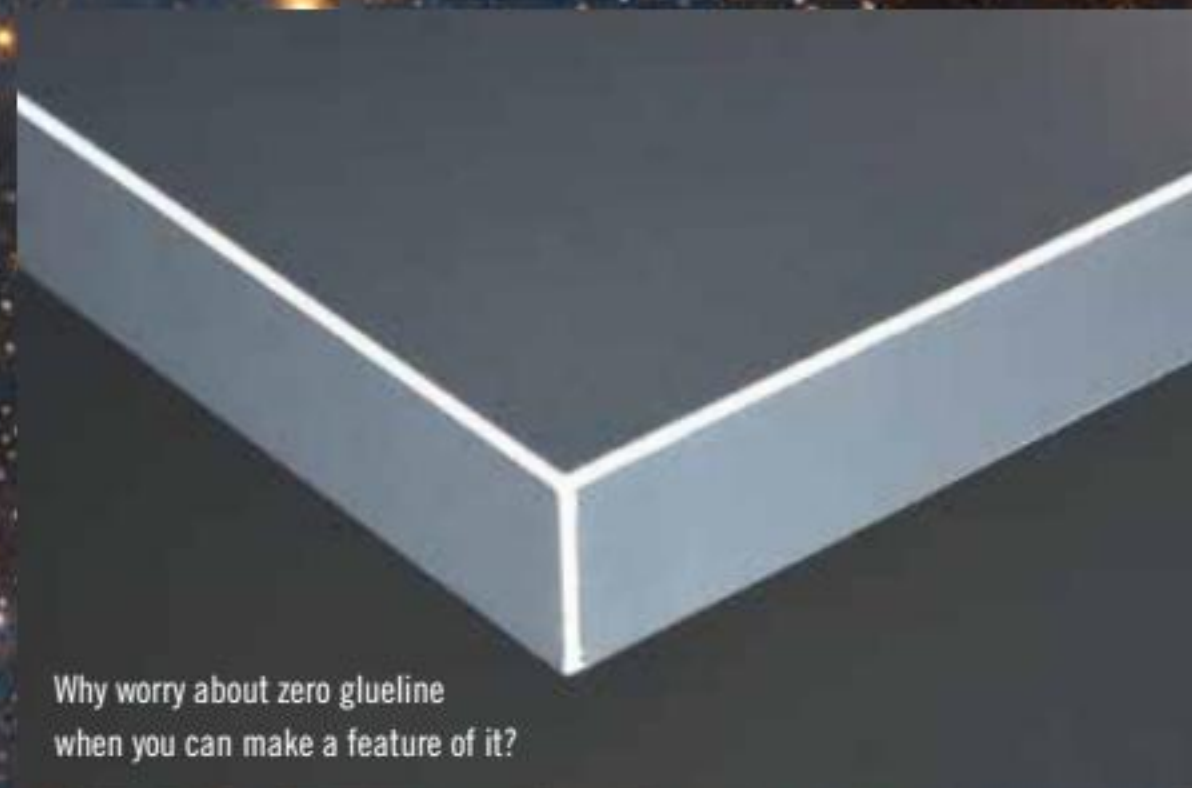
reliability and inspiration. "We looked at the changes in society - both digital and social changes - researching in seven markets and asking the question how could we influence or support?" continued Nick. "Then we looked at the logistics and the investment that was needed to provide products and stock both the edging and the laminate so we could properly support our 11 main distributors in the UK and Ireland. It's not lost on us that this is a huge change for our distributors, which is why we've just launched a new website with one side for the KBB market and another for the specifier market." The new website offers a shopping cart style sample swatch system and already it's coping with more than 1,000 sample requests every week - but Egger's

gone further: the Virtual Design Studio on the website has room sets and materials that can be embedded in your own website, making it easy for customers to choose the décor that best suits their needs, and the very latest app now offers a digital "swatch in your pocket".

Egger's presentation of edgebanding materials has long emphasised that you don't need to put a white edgeband with a white board and it's invested heavily in recent times to prove the point. Product differentiation can be achieved through experimentation with different colours and the new website now makes this very easy. As well as a collection of matching edges, which includes gloss and supermatt, the new collection includes various options that,



F426 ST10 Grey Linen



Why worry about zero glueline when you can make a feature of it?



Multiplex Accent Edge provides an on-trend plywood effect.



U636 ST27 in Fjord Green



U999 ST38 Black with
H1122 ST22 Whitewood behind



Anthracite Mountain Larch (H3406 with ST38)

thoughtfully, don't require application of two different types of edgeband to the end and side of doors and visible panel edges. The new plywood-look is very on-trend and provides an opportunity for both product differentiation and contrast using just one edgeband.

Also facilitating a higher value look, Egger has split its unicolour range into two parts: "Now we have unicolours and premium unicolours that give a higher value look," commented Nick. "It's the same with the woodgrains - then, of course, we have materials like concrete."

Launching the new range at a special event in Hexham, Egger's Head of Décor Development, Elliott Fairlie, commented, "Not only is this our most comprehensive range

ever, the new collection brings together all of the latest trends in furniture design and manufacture to provide co-ordination and choice never before seen in the KBB sector."

So, in a nutshell, what are the most prominent trends?

"Mix and match has been a big thing," commented Elliott. "We now expect this to grow out of solid unicolours and woodgrains to include contemporary and traditional, thick and thin surfaces, tough and delicate, metals and woods as well as designs that embody complexity and reduction. Black and white is evolving into a monochrome trend led by greys. Grey on grey is huge. The shift is towards cooler tones that combine better with woodgrains than in the past. Cashmere is still the number one but there is a

discernible shift in the palette towards the new Pebble Grey. Pearl and dust greys are now being supplemented with Onyx Grey and Cosmos Grey, which works more subtly with whites than stark black.

"We're seeing an evolution of the white trend. There's now a new white-grey. We're also seeing combinations of gloss and matt in the same colour - and accent colours, such as Nordic Blue and Fjord Green. Smoke Blue and Indigo in Structure 9, with its silky matt texture, set the tone for the next three years. We also have a new Structure 12 for some of the lower price point woodgrains and Structure 38 for the premium finishes. Structure 38 will be stocked in black and white as well as synchronised woodgrains.



Graphitewood
(H1123 with ST22)



Egger's stunning new showroom in Hexham



Elliott Fairlie

"We've update some old classic oaks, getting rid of the orangey tones that were difficult to combine and replacing them with more natural greys that combine easily. White Gladstone blends very well with blues and there's a new white version of Halifax Oak. Tobacco is another colour that doesn't combine easily and is being replaced with décors like the walnut, Natural Carini, and a new décor based on Hickory. We've also brought out a new Beech, Natural Country Beech. Like the new linear Whitewood and Graphitewood, it goes perfectly with the new greys. There's also a new Anthracite Mountain Larch that uses a double paper and has synchronised emboss and varnish.

"We're seeing metallics being used more in combination, especially in carcassing.

Antique Brown Borneo with Structure 10 is ideal for elements and has a natural feel. Grey Linen is also an unusual replacement for white on carcasses, especially when used with accent edgings."

Taking a far-sighted look at the designs, the colours, the structures and the textures it offers, it's a bold and daring move to completely rethink a collection that's already proved to be one of the most successful on the market. But Egger's Big Bang is not so much a revolution as a natural evolution it has allowed to take place. And both Nick and Elliott are convinced it will ultimately make a vast collection easier to work with, easier to combine and easier to specify.

To find out more, call 01434 602191 or visit www.egger.com

**We had a
bright idea!**



We wanted to become the UK's largest panel supplier to the KBB market.

Through hard work, market leading service and unwavering support from key suppliers, we're proud that we've achieved our goal. The hard work doesn't stop there though. We have further exciting investment planned for 2017 and none more so than our investment into the new Egger 2017 Collection.

Our partnership with Egger as their leading distributor is one built on trust. A trust that Egger will bring to market the latest in décor and technological development, and a trust that Panelco will stock those products in depth and take them to market. We are therefore proud to announce that Egger's entire 2017 collection is now available from stock.

With the launch of the 2017 Collection, Egger have once again raised the bar on decorative panel products. The advancements in decor printing combined with Egger's continued texture developments have led to a truly stunning collection of melamine faced chipboard and MDF, edging, laminate, and worktop designs. The great news for you our customers is that we hold every item in stock, in depth, and with our order by 5pm for next day delivery promise, your order is with you on time and in full.

Our Egger offering to you... in numbers:

- **310 melamine decors**
- **609 matching edgings in all widths and thicknesses**
- **377 laminate decors**
- **38 worktop decors in both Premium and Contemporary ranges**

Panelco also hold full products ranges from Kronospan, Unilin Evola and Luxe by Alvic.

Remember... order by 5.00pm for next day delivery and there is no minimum order quantity.

Watch this space for further developments in 2017.



Panelco takes on Saviola



Mike Briggs

Panelco has taken on distributorship of Saviola in a coup that will see some new and cutting edge décors available from March 2017.

If you're not already familiar with the décors produced by Gruppo Mauro Saviola, that's all about to change. Meyer-Panelco, one of the UK's largest distributors of panel products, has just taken on distributorship of several cutting edge Saviola products and Mike Briggs, Group Purchasing Manager, is very excited about the coup.

"As a company we are forward facing, always looking for new ideas, and this new Vanguard range from Saviola gives us an opportunity to work with some very innovative cutting edge designs," says Mike. "It's also given us the chance to partner Daniele Merla, who is perceived in our industry as one of the leading lights in

decorative melamine development. The Saviola product is taking structure and printing technology to a new level. Saviola has developed a synchronised effect but using shadowing and soft tones they have created a very life-like effect that really caught our attention. It is fantastic; totally different.

"The range slots neatly into our portfolio. It complements our ranges from Egger, Kronospan and Unilin without challenging them. Saviola is cutting edge design at its very best."

To begin with, Meyer-Panelco will be stocking three of Saviola's walnuts, Vanguard Uva (a dark walnut), Vanguard Grigio (a medium walnut) and Vanguard Blanco (a pale,



almost bleached effect walnut). "We are also taking two Artstone décors: Ossido, which is a concrete, and Oxid, which has a pitted effect. These will be offered with a matching edgeband and laminate. The current range will be 18mm but we are looking to review and develop this range, rolling out to 20 colours by the end of the year. You can view the new range at Panelco/Meyer's Stoke on Trent exhibition centre or see the full range at Interzum. Stock will be in place by mid March. They'll all be on order by five and deliver next day."

The Saviola product is targeted towards customers who want a more sophisticated design concept to offer their client base - top end KBB manufacturers and specialist interior companies involved with special applications from the shopfitting and accommodation sectors - but no doubt, when others see the

product differentiation Saviola décors have to offer, word will spread.

Saviola has something of a name for developing special products for individual clients who need that differentiation and its client list already reads like the Who's Who of German furniture manufacturing. "To start with, we've chosen to buy Saviola's standard products but one of the key attractions is their ability to work with customers and develop individual designs with minimal volume demands," says Mike. "With Saviola, it's very easy to take a customer's vision and turn it into a concept. We have the facility to sit with an architect or specifier who's working on a large project and basically use Saviola's experience to turn ideas into reality. Saviola's strength is being able to share a customer's aspirations and knowing how to translate them into a finished product.

Mike has been delighted with how easy it's been to work with Saviola and how immediately successful the product has proved to be in trials. "They are extremely easy people to deal with," he says, "Very responsive, very intuitive. They have a great understanding of the market and what's required. UK representation is first class. The real strength of Saviola is their technology and their uniqueness. They've found a niche within the market place that they can fill with something that isn't there already. We've tried the quality and we've had some very positive feedback from people using the board. We think it will be very successful."

If you'd like to find out more, the Saviola product will be in stock and available from mid March. Call Panelco for more information on 01782 392100 or Meyer on 0844 391 4211.

We've got it licked with

The 2017-2019 Decorative Collection... In stock Nationwide!

We're proud to announce the launch of the 2017 Collection by Egger. Egger has once again taken decorative panels to a new level with their continued development of printing and texture technology. All products in the 2017 Collection are available from stock with our market leading order by 5pm for next day delivery service.

- **310 melamine decors**
- **609 matching edgings in all widths and thicknesses**
- **377 laminate decors**
- **38 worktop decors in both Premium and Contemporary ranges**



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Animated about Alvic

**In an exclusive interview,
Barry Berman talks to
Furniture Journal about the
reasons behind his
enthusiasm for Alvic.**

It's hard to imagine anyone more enthusiastic about décors, or knowledgeable about which are most likely to sell in the UK, than Barry Berman. The very word décor elicits a broad smile that creases his face, his eyes begin to sparkle and almost without pause he launches into a whirlwind synopsis of the décor industry that takes in trends, colours and styles en route to the latest technological developments. He effervesces over the purity in a flawless gloss, purrs admiringly at the softest supermatts and waxes lyrical about natural woodgrains that embody superlative print, tactile grain effects and synchronised embosses. But it's not any old décor that stimulates Barry's enthusiasm and there needs to be a very good reason indeed for him to take one under his wing and market it. He admits candidly, "I have two criteria: either a product has to have a clear USP, it's design-led and it excites me; or it has to be 20% below everything else on the market so it's easy to sell."

When Barry took on the challenge of marketing products from the Spanish décor producer, Alvic, it certainly wasn't because of the latter.

"I've known Alvic for almost 30 years," he told Furniture Journal during an interview at the Surface Design Show in London's Business Design Centre. "Some people are passionate about manufacturing and that's what gives them their buzz. When I met the owner of Alvic, Alejandro Rosales, I knew straight away he really loves manufacturing. When you see everything in a factory looking neat and tidy and even the pallets are stacked in line, you know the owner has a real pride in his products. He doesn't just go out and buy a machine line; Mr Rosales knows the right machine for each section, he knows each process in detail, and he knows the market and picks the best equipment for the job. He pays a lot of attention to detail and puts great emphasis on quality control during the manufacturing process so he can back up every claim he makes about the

Right: Luxe Blanco

Below right: Luxe Metallo

Bottom left to right: Synchron Jade, Luxe Oriental Black and Luxe Oriental White,

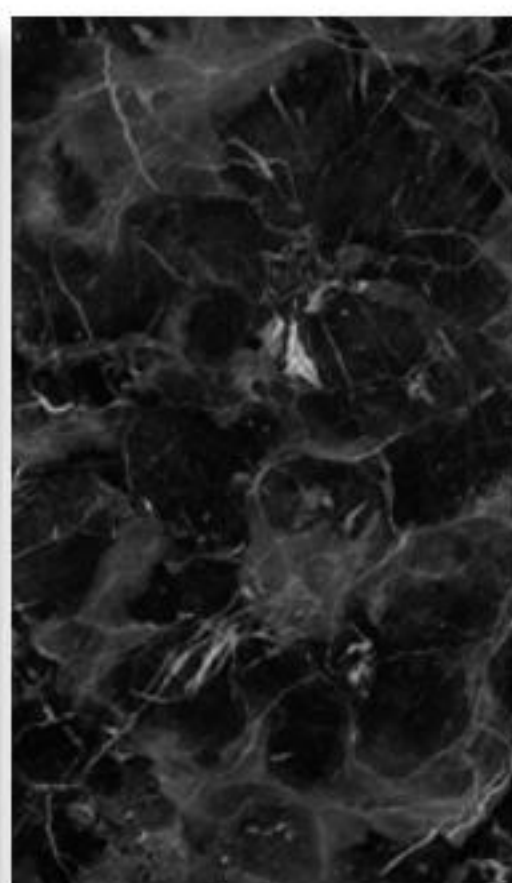
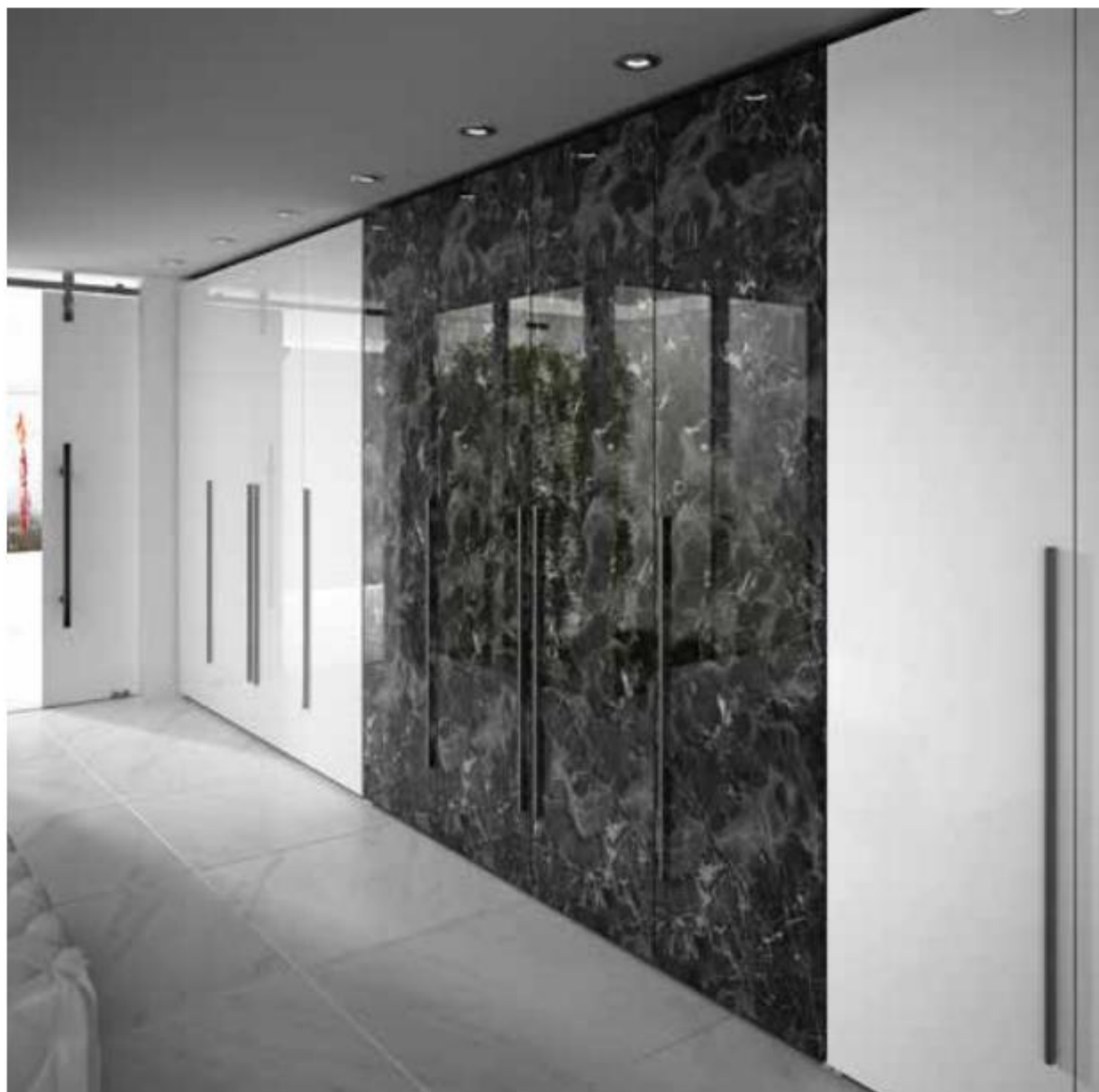
product with solid proof and proper tests. The technical team will even do the tests while you're there so you can see for yourself how good the product is. There's a five-year guarantee on Alvic products. It was that quality aspect that drew Panelco."

Since 2014, when Barry first started to introduce Alvic products to the UK in a big way, the range has expanded from solid gloss unicolours to fantasy décors and pearl effect in gloss, then into supermatt Zenit lacquers. "Back then, the Supermatt had a gloss level of about six and felt really nice," Barry recalls. "But then they went on to develop Zenit Supermatt with a gloss of three." There's clear enjoyment written all over his face as he caresses a sample. "It's just wow. Isn't it just wow?"

Next to arrive in the UK was Zenit Metal Deco, a décor with metallic particles embedded in it. "It's the most unbelievable surface finish. It feels like seven coats of lacquer but it's one coat on paper with a lot of technology that's gone on behind the scenes. It's phenomenal. Gloss is shiny so it looks expensive and Alvic has some that are so good they're like a Rolls Royce dashboard, but how do you get people to appreciate the same qualities in a matt surface? You get them to feel it. They have to touch it. Then they really appreciate it."

Barry is convinced the genius of Alvic isn't just in the research and development they put into the product, it's also in the way in which they realise the full potential in it. "Take Synchron," he says. "Synchron is about lovely designs with nice embossing plates - but it's not just another embossed print. They've taken a paper and made it into three different products: Luxe, which is gloss; Zenit, which is Supermatt; and then they brought out Oxid, which is an embossing plate that prints a special emboss on fantasy décors. It creates a completely different texture within the print - and that's what it's all about: being different. You have to be different. Synchronised prints are not much of a USP these days but Oxid, Jande and Avora... Now they're different. They have a real USP. You won't see anything like them anywhere else. Panelco saw the USP immediately. They've brought in 21 new Alvic décors since KBB, taking the range to 46."

If you'd like to find out for yourself why Barry Berman is so enthusiastic about Alvic, call Panelco on 01782 392100, or Barry on 07785 373118.





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CDF makes an Impact

Lighter in weight, lower in cost - and with 253 décors to choose from - CDF offers a real alternative to compact grade laminate.

Are you looking for a material that's easy to work with, offers huge design flexibility, reduces wastage and helps increase margins? Swiss Krono's Compact Density Fibreboard (CDF), available in the UK exclusively from IDS, combines a choice of 253 décors with superior machining, high performance and cost-saving benefits that compare favourably with compact grade laminate.

During the manufacturing process of the hybrid CDF panel, the fibres are mixed with resins and compressed to an extremely high level, producing a very dense board. In applications such as cubicles, desks, workstations, doors and shelving where compact grade laminate might be used, CDF provides a durable, recyclable alternative with numerous benefits. It offers a 30% cost saving compared with compact grade laminate, while also being 35% lighter in

weight and, therefore, easier to handle, machine and install. Fire retardant and compliant with EN 13501-1, CDF is also easy to clean and maintain, as well as being moisture, impact and scratch resistant. As well as applications in the domestic sector, it's particularly well suited to use in retail, commercial, hospitality, education and public sector environments and can be laser cut to create intricate patterns for feature panels or routed to include text or logos with a precise, clean result. PEFC and FSC certified, CDF is produced using 100% virgin wood, keeping it free from anything that may damage or shorten the life of machine tools. In an industry eager to take advantage of materials that offer real advantages, IDS is convinced CDF is a viable alternative to compact grade laminate.

"CDF is a high-performance, versatile panel that can be used in a wide range of



Far left: Very easy to clean and maintain, CDF is also moisture, impact and scratch resistant and is ideally suited for lockers and cubicles.

Left: Swiss Krono's CDF is a high performance material that is easy to machine or fabricate. It is the ideal material for a vast range of applications such as these school desks.

Above: CDF panels from Swiss Krono have been laser cut into an intricate pattern for this bedroom shelving.

applications," says David Huggins, Business Development Director at IDS. "With easy machining and reduced wastage, the ability to manufacture the finished product in a single process really does drive costs down. We are finding that more and more customers are switching on to its benefits."

17 décors, including woodgrains and plain colours, are available ex-stock in 2800mm x 2070mm sheets of 12.8mm thickness, or you access the full choice of 253 Swiss Krono One World décors with a minimum order quantity of 20 panels. The One World décors include the latest woodgrains, metallics, abstracts, concretes and plain colours. IDS is supporting the product with specialists on-hand in each of its 13 nationwide branches who can provide a fuller understanding of the benefits it has to offer. For more information, contact IDS on 08457 298 298, email info@idsurfaces.co.uk or visit www.idsurfaces.co.uk

CDF is available in an extensive choice of 253 décors from the Swiss Krono One World collection. Included are woodgrains, metallics, abstracts, concretes and plain colours.



Fruits of the

Three new woodgrain décors for 3D pressing are in stock at David Clouting Ltd.

In today's market, choice is everything. Deep glosses and supermatts in soft tones through to more eye-catching colours can be found alongside stunning metallics, concrete, wood-look décors and more. When it comes to woodgrains, oak remains as popular as ever. But if you're having difficulty distinguishing the wood from the trees when it comes to an on-trend oak décor you can press in 3D, Essex-based David Clouting Ltd has just launched a new trilogy with fresh-from-the-forest appeal that could be barking up just the right tree for you.

Developed in conjunction with Pfleiderer, who supply matching MFC and MDF, and using papers designed by Schattdecor, the three new vinyls are Dark Springfield Oak, Light Springfield Oak and Natural Chalet Oak. Light and Dark Springfield Oak share the same print but provide very different impressions by using contrasting colour tones. All three combine well with the latest unicolours, especially the cooler greys.

Dark Springfield Oak (Y2110-Q3), shown in the background on these two pages, has beautiful warmth in its colouration to which LG Hausys has added the feel of a real

Natural Chalet Oak

Light Springfield Oak

Forest

veneer with its renowned Mirain printing technique. Light Springfield Oak (Y2109-Q3) provides the same straight-grain appeal and, like the dark version, is particularly easy to combine with neutral tones.

Slightly darker and with a little more character, Natural Chalet Oak (Y1610-Q5) combines easy-on-the-eye knots with soft woody tones. It's a décor that is completely at home in traditional furniture designs but, at the same time, the inclusion of more mid tones in the print makes it the perfect décor to combine with contemporary styling and adventurous unicolours. Like Dark

Springfield Oak and Light Springfield Oak, Natural Chalet Oak is in stock at David Clouting Ltd.

Also now in stock are two K9 Concrete décors, Light Grey (KADR4-K9) and Cashmere (NCAB4-K9). Both colours have already found success in the door collections of market-leading manufacturers as solid colour vinyls. Combined with the new K9 concrete texture, both are ideal for creating a contemporary feel to kitchens, bedrooms and bathrooms.

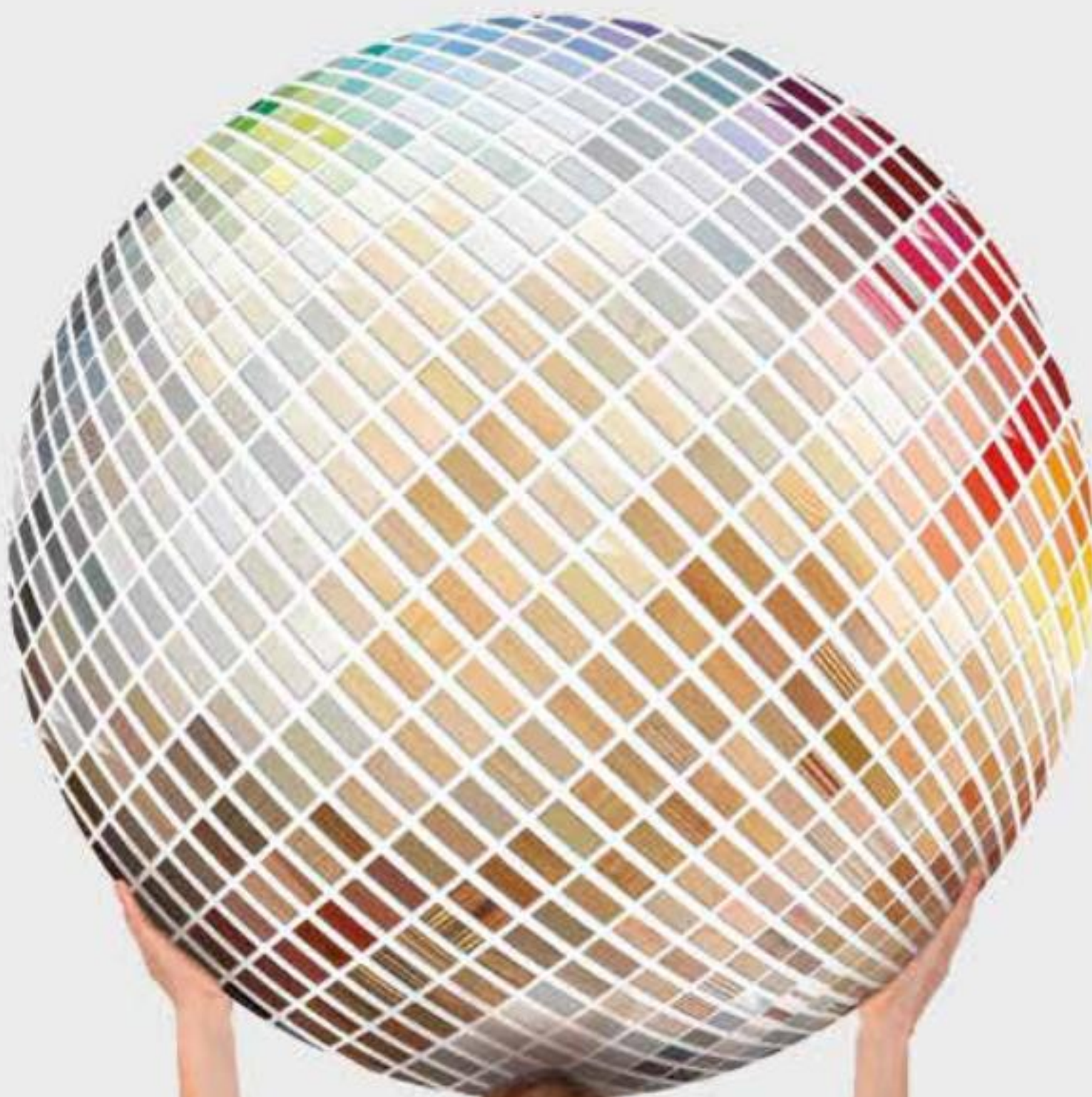
For samples and further information contact David Clouting Ltd on 01376 518037.

Cashmere Concrete

Light Grey Concrete

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On-trend Edgebands

Ostermann's oak and pine woodgrain edgebandings in melamine, ABS and real wood veneer are a match for Kaindl and Egger décors.

The ever-changing trends in woodgrain décor have fuelled the development of both matching and, more recently, contrasting edgebands. At the same time, the latest trend towards mixed thick and thin edges on worktops is giving designers even more scope to present fresh, modern ideas and bring the edge to life as a feature in its own right. The edgebanding specialist Ostermann has kept pace with both, ensuring you can source the edgeband you need to match your ideas - most in any length from one metre.

Especially popular at the moment are coniferous wood décors. They embody the freshness and simplicity of the Nordic style that's been growing in popularity over the last year. One of the latest in a range that now includes more than 20 pine décors, Ostermann's melamine edging, Avola Pine,

has been designed as a match for Egger's Champagne Avola décor. It's also available as an ABS edgeband.

Another trend is for wood veneer edging with a stone-washed look. Oak Stonewashed features light and dark tones in combination ranging from greys to browns depending on the light and there is an aged, pre-used look to it that provides character for traditional designs and on-trend contemporary furniture. Oak Stonewashed, pictured above, is part of the Kaindl Wood Veneers Boards Collection and the matching edgebands from Ostermann are available in 50 metre rolls and widths of 24mm, 33mm and 43mm x 1mm.

For more information, or to try out Ostermann's famous fast delivery service on stock items (ABS, melamine, acrylic, aluminium and real wood) call 01905 793550 or visit www.ostermann.eu

On-trend with Renolit



Riverside Oak B
Main image: Artisan Beech



Smoked Liberty Elm



Powder shades of Denim, Fjord and Dust Grey with the super fine textured surface of Suedette Matt.

New décor introductions from Renolit for 2017.

Over the last year, 38 innovative effects were introduced to the Renolit décor range from the latest solid colours in high gloss, matt finishes and structured painted woodgrain surfaces to realistic woodgrain prints and sophisticated textures.

Solid colours and textured surfaces are prominent with 19 new effects on offer. Colours now extend beyond the quiet reserves of neutral tones, as the market is again looking for warmth, vibrancy and atmosphere. To meet continuing popularity for high gloss surfaces, Renolit introduced three vibrant new colours to its high gloss collection - Evora, Peperoncino Rosso and Plankton - while the company's metal tones, which are ideal for adding fashionable highlights and atmosphere, now includes High Gloss Arctic Blue, Copper Red Textured and Nomadic Gold. It's also met the demand for matt surfaces with a dynamic range of eight trend colours from two alternative surfaces finishes - Suedette Matt and Supermatt - and introduced two

new dark greys with structured surfaces. Graphite Modern Ash is a structured woodgrain paint effect while Lino Wolfgang Grey is more linear.

Oak remains popular and Renolit has introduced four new décors, Urban Oak, Gladstone Oak, Riverside and Vintage Oak. All feature different design elements and represent eight of the new product introductions in different colourways. Still on a theme of woodgrains, this year also sees a broadening of the species being offered by Renolit with Beech, Elm and Walnut all adding diversity and extending the scope of the range.

The Renolit Highlights Collection showcases the new design introductions from the last 24 months and includes those which have been added annually into the global 3D stock collection. The range totals an extensive 278 Renolit Covaren and Renolit Alkoren décors. The complete collection can be viewed in this year's edition of the 3D Stock Range brochure, copies of which are available on request. Contact Renolit Cramlington Ltd on 01670 718222 or visit www.renolit.com/design

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An Eye to the Future

Starbank has embarked on a five-year development programme - and achieved record turnover while its new factory is still being equipped!

Laminated wood-based panels, composite lightweight panels, plastics, solid surfacing, fire doors - these are just a few of the products available from the made-to-order panel and CNC component specialist, Starbank. And, in the wake of a massive investment programme aimed squarely at improving quality and shortening delivery times to its nationwide customer base, the company's offer is set to broaden still further.

"Starbank prides itself on meeting even the most technically demanding customer needs and we are now even better placed achieve that goal," Managing Director Phillip Darbyshire told Furniture Journal. "Our product offer of fully encapsulated fire doors and frames, which are fully accredited with Q Mark, is being very well received by clients and the potential in this product range is very exciting for us. We have also invested in new machinery to further develop other product lines, including solid surface fabrication. We have increased capabilities that now include pressing of sinks and bowls, and creating limitless shapes with the combination of our five-axis Homag BMG 512 and the new heating platen and thermoforming press."

Starbank's investment began with the acquisition of a 116,000 square foot factory on a 16-acre site adjacent to its existing offices. Since the start of the project almost two years ago, the factory has been completely restored and returned to its former glory with the addition of a new Viessmann Biomass system for heating and more than 980 solar panels on the roof providing up to 60% of the company's electricity needs. Inside, there's a new automatic loading Homag BAZ 723 with Power-Touch and 3D acrylic edgebanding function; a Homag BMG 512 equipped with a five-axis head, a Sorb Tech mineral base to run wood and plastics and a 7.4m x 2.2m matrix bed with laser placement system; and a new custom-built Homag VFL 610 Powerline throughfeed postformer, designed to run general components and wrapped PVC and HPL fire doors and frames. Soon to arrive will be a Weeke/Bütfering SWT 725 high performance twin head calibrator for precise thickness tolerance sanding of substrates prior to laminating - and a Global





GET-I-3714 Industrial thermoforming oven, a GTP-I3713 Industrial Vacuum press and a GHP-P-0806 Hydraulic press for 3D manufacturing. In addition, Starbank has invested in a new custom-built Schelling fh6 to run alongside its existing fh6 (you can read more about it on pages 52 and 53). Both machines are linked to a VS-16 robotic storage and retrieval system. The company's original Schelling - now one of three beam saws in the factory at Newton-le-Willows - has been modified to cope with precision cutting of plastics and composites. And ensuring a clean air, dust-free environment throughout the factory is a new Schuko Ecovar Validus 2330 filtration and extraction system. Installed by DCS, and capable of handling an air volume of 115,000m³/hr, the extraction system has been equipped with electronic dampers to divert plastics and

solid surface to a second Schuko filtration system away from the biomass.

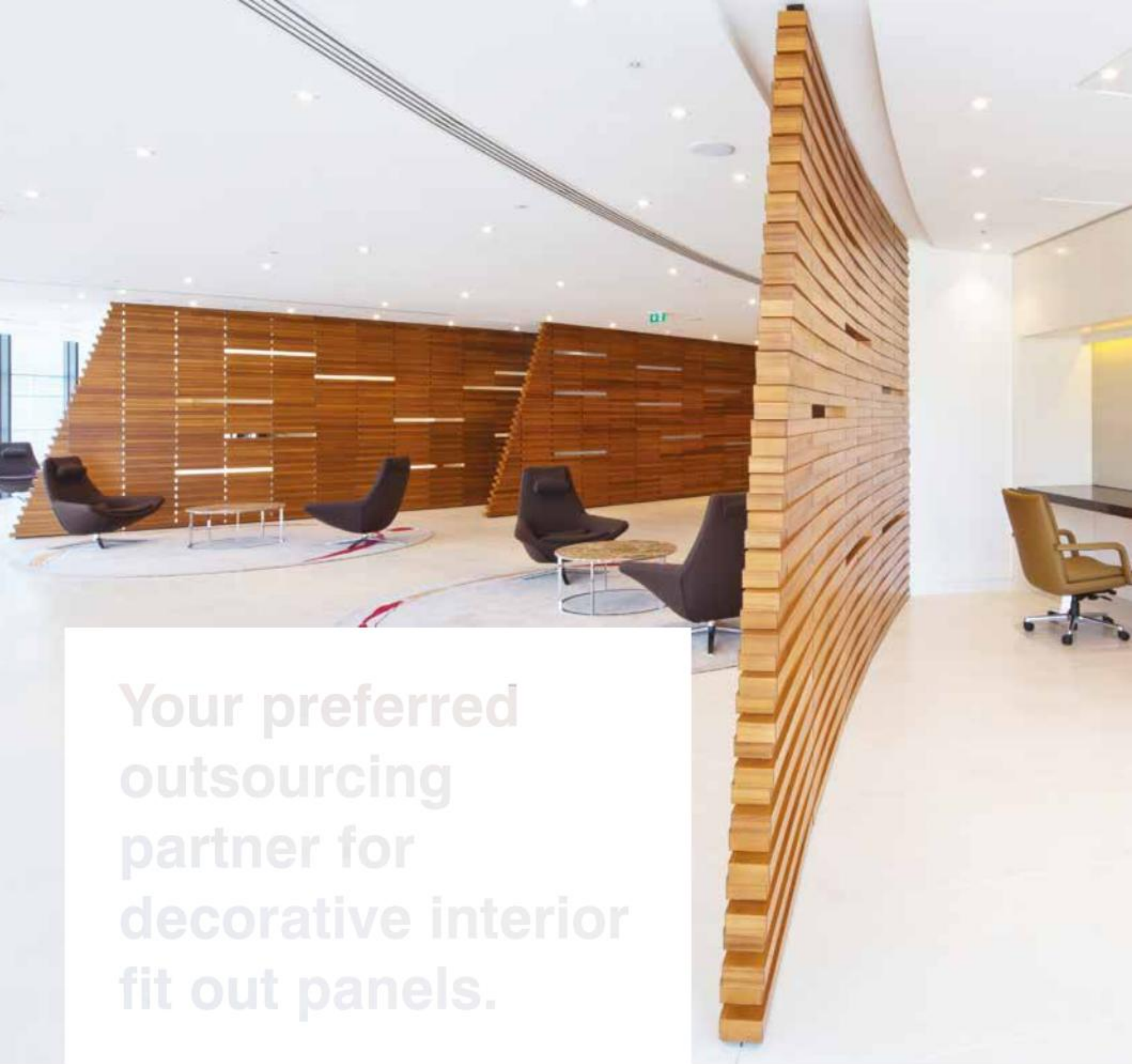
"2016 was a land mark year for Starbank in many respects," says Phillip Darbyshire, "Not least because it was the business's 40th anniversary. With the relocation to a new production facility that is twice the size of the previous site came record levels of investment in energy efficiency, site infrastructure and new production machinery. Despite the considerable disruption caused by the relocation of many pieces of heavy machinery, the team at Starbank somehow also managed to pull out all the stops and produce a record turnover year - something which makes me very proud of everyone within the business."

Phillip is understandably upbeat about the future: "The senior management team at Starbank has developed a five-year growth

strategy that takes the business all the way to 2020. I have no doubt that the new site and continued investment in people and process will enable us meet all of our goals. We expect to be able to support the needs of new and existing customers with reduced lead times, higher levels of quality and service and also a more diverse and technically advanced product offer."

For more information on Starbank's enhanced product offer call 01925 223965 or visit www.starbank-uk.com

New machinery includes a Homag BAZ 723, a Homag BMG 512 and a new custom-built Homag VFL 610 Powerline throughfeed postformer. Starbank has invested in a new custom-built Schelling fh6 to run alongside its existing fh6 and both machines are linked to a VS-16 robotic storage and retrieval system.



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Rent in

Renting workshop space in London doesn't have to be expensive if you are a Cworkshop customer.

Cworkshop is developing quite a name for manufacturing bespoke panel components and for giving great service but with its latest offer to smaller furniture-making businesses, start-up companies and fitters, it's gone a step further. The management has taken the whole concept of service to a new level by setting up a complete workshop in Park Royal, London, that Cworkshop customers who don't have their own workshop facilities can rent by the hour.

"Our new facilities are for cabinet makers - just professionals who want to grow but don't have a workshop of their own," says Cworkshop's Managing Director,

Felix Zajarnijus. "We want to help them to grow. If they use our cut and edge service they can also use our facilities to assemble or carry out additional work. It's for start up businesses really and it's ideal for those people who can't commit to a big lease - a midway step between the man with a van and an established company."

The workshop is divided into two areas, each equipped with large benches and compressed air lines for connection of pneumatic tools. For cabinet-makers who don't have all the tools they need for the job, these can be rented as part of the package. Each bench has its own hinge boring machines and there's a sliding table panel saw that's



London

equipped for cutting angles. "That's important where joints need to be invisible and you need a chamfered edge," says Felix. "We have additional power tools that can be rented, for example circular saws, mitre saws, biscuit jointers, clamps and so forth."

So how does it work?

"The space can be booked in blocks of three hours and we can rent half the workshop, or the full workshop, as needed," explains Felix. "Additional blocks of three hours can be booked if the project demands it. Booking one workbench gives you room for two workmen as well as a parking space for one van. Book two workbenches and it comes with space for four workmen and two vans."

"The workshop floor is about 2,000 square feet, so for practical purposes there's about 1,500 square feet of working space. There is always someone on hand in case consumables, such as drawer runners, biscuits and screws are required, and we will deliver whatever cut and edged components are required to Park Royal from our Borehamwood branch."

If yours is a startup business, if you are a fitter and you need a workshop in London, or even if you're a larger company that needs a place to work in order to complete a London-based project, Cworkshop's new facilities might be just what you're looking for. To find out more, call 020 8236 2313.



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Opening New Doors

Grass and Häfele stand shoulder to shoulder to launch the new Grass Dynapro Tipmatic soft close runner.

Individually, Häfele and Grass are both highly respected names in the furniture fittings and architectural hardware market. The two businesses have worked closely in the past to deliver outstanding solutions, and an already strong working relationship is now set to become even more compelling.

As the UK subsidiary of Grass begins a 6th year of trading, the company is focussed on developing a key strategic partnership with Häfele – well recognised in the industry with over 35 years' experience. New management across both the Häfele and Grass UK businesses has committed to supporting the realisation of long-term strategic goals on both

sides, and the two businesses are wasting no time in delivering the fruits of this newly strengthened relationship to you.

For both partners, offering exceptional product ranges to the market is standard practice and the two businesses have found allegiance in a shared vision of providing innovative solutions in their areas of expertise. For Grass, this means being widely regarded as the supplier of some of the best movement systems in the market, whilst Häfele UK is renowned for its broad range of high-quality fixtures and fittings that focus on creating innovative storage solutions for just about any space.



Top: Wayne Nabal, Managing Director of Grass in the UK, left, with Craig Chambers, MD, Häfele UK

Above: The new Grass Dynapro Tipmatic soft close runner.



Now, the businesses are standing shoulder to shoulder to launch the new Grass Dynapro Tipmatic soft close runner, the latest version of Grass' slide system. The runner, which is initially being made available exclusively through Häfele, will receive sales support through Häfele's extensive field sales network and well-established distribution channels across the UK.

Widely regarded as one of the best undermount drawer slides in the market, Dynapro already boasts excellent running performance, high stability, precision and exceptional operating comfort. With the launch of the new Dynapro, the best just got better. Dynapro is ideal for bespoke drawer boxes and applications where the drawer slider needs to be concealed. The solution offers excellent engineering quality and the freedom to create truly unique furniture pieces. 4D adjustment as

standard provides sideways, back/forth, tilt and up/down adjustment to ensure the best possible fit and movement regardless of cabinet design. Touch to open functionality can be added to complement the soft close mechanism, and an integrated liquid damper means that this soft close is smoother and quieter than ever before.

Häfele is understandably proud to be the exclusive distributor for the new Grass Dynapro and delighted that the strategic partnership with Grass will result in many such solution offerings in the future. Craig Chambers, MD, Häfele UK comments: "Grass is very focussed on delivering technical expertise and innovation across its entire product spectrum, which aligns very closely with our own core beliefs and values as a company. The Dynapro solution is widely regarded as being the best in the market and

we are delighted to be working exclusively with them on the latest iteration. Our partnership means that the new Dynapro is the first of a number of key product launches throughout 2017 and beyond."

Wayne Nabal, Managing Director of Grass in the UK adds, "We are incredibly fortunate to have Häfele as our primary distribution partner for the UK. Häfele's market leading product range, combined with a very experienced sales force and distribution know-how, gives them the competitive advantage in meeting industry requirements."

The new Grass Dynapro, with 4D adjustment as standard, is available exclusively from Häfele from 3rd April 2017, with advance orders being taken from March 2017. For more information, and to place your advance order, contact your Häfele on 0800 171 2908 or visit www.hafele.co.uk/grass



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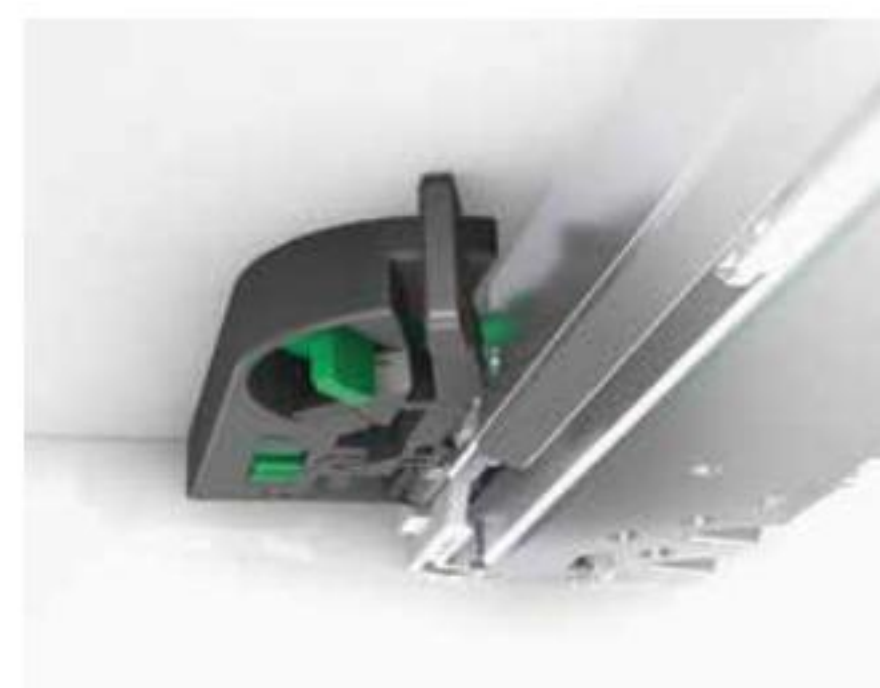


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How to Store More

When your product offer is as broad as Decorative Panels Group you can't afford not to optimise your warehouse space. DP found the ideal solution with Combilift.

Faced with the option of spending a considerable amount of money on an extension to your warehouse or condensing your racking and acquiring forklift trucks that are designed for working in limited spaces, which would you choose? Hard decision? It certainly wasn't for Decorative Panels Group.

Group Operations Director, Phil Dalton, had already seen how efficiently the two Combilift CB4000 trucks were performing in the Group's Components factory. "We originally brought them into Components board store area to maximise storage space as it was proved to us that far more board could be stored there simply through use of the Combilift equipment," he recalls. "Also,

to improve the quality and reduce damage, we put in a cantilever system. By opting for the Combilifts we were able to store everything without having to invest in an extension to the board store. They were an immediate success for the business."

Decorative Panels' two divisions in Elland have very different storage requirements. "As we continue to grow within the Lamination division, the use of space becomes even more important. Given the success of the Combilift implementation within our Components division, the CB4000 really was the first choice. We took the decision to opt for a further three for the Lamination facility."

Three new Combilift CB4000s, supplied to Decorative Panels Group through Mark Bann

The CB4000 (above) is adept at working in aisles that are little more than a few centimetres wider than the truck itself - and it will lift to 6.5 metres.





Left and Below: By moving an easily accessible lever in the cab, the wheels rotate through 90° so the truck can be edged forwards towards the stack.

Bottom: Fork width is easy to adjust from the cab.



at materials handling specialist, Rushlift, all run on LPG, though Combilift does offer a diesel version. All are equipped with Triplex masts that will lift to 6.5 metres and have forks of 1.2 metres in length. In the Components Division, the trucks are more commonly picking larger board sizes and have longer forks to facilitate wide board operations, but all the CB4000s enable fork width to be adjusted as part of a simple-to-operate fork positioner system in the cab, and all will cope easily with a lift of four tonnes.

The CB4000 gets its remarkable manoeuvrability from a cleverly designed hydraulic system that enables the wheels to be turned through 90° while the truck is in the aisle. Traversing the length of the aisle, the wheels are aligned to the sides of the aisle.

Once in position, moving an easily accessible lever in the cab rotates the wheels through 90° so the truck can be edged forwards towards the stack. The driver then picks the required pack, edges back a few centimetres to clear the racking, returns the wheels to their original position and reverses out of the aisle. This unique system enables the CB4000 to be turned within its own length, if required, and makes it adept at working in aisles that are little more than a few centimetres wider than the truck itself.

"Overall, Combilifts are very reliable," Phil admits. "We push them hard, too. They're all working 96 hours a week."

It's not just the trucks themselves that Phil has been impressed with: "Combilift is a really good company to work with," he says.

"They are very good at working through a solution with you. They provide you with designs, superimpose packs and prove turning circles work, so you know you have a workable solution before you place an order. Tommy Cadden, the sales agent at Combilift is very technical and has the know-how to provide answers to any questions immediately. They're a great company to work with."

If you're running out of warehouse space and don't fancy the idea of spending an arm and a leg on an extension you may not need, why not phone Combilift and see if they can help you get more into the space you already have? The number to call is 00353 478 0500, or you can visit www.combilift.com to see the range.

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There's not much point in making great products, then neglecting the packaging. Poor packaging leads to damage, disappointment, delay and dented reputations - not to mention unnecessary extra cost for the manufacturer - and getting it right really isn't that difficult if you know who to talk to.

NMC is a specialist in extruded polyethylene and alongside a range of products for protecting the edges of anything from baths to worktops, it also offers custom-made products. "We were making pipe lagging in various dimensions that people were cutting and using to protect the edges of shower trays, worktops, furniture, etc.," says NMC's National Sales Manager, Jim Tait, recalling the company's first experience of the furniture and KBB sectors. "Then someone asked us if we could extrude a shape to fit the

edges of a shower tray, a bath, or a piece of furniture. We produce moulds out of steel and we were already extruding U and C-shaped polyethylene, so it was no problem for us. Now we have a range consisting of seven product lines and 13 different profiles in various densities ranging from a basic U-profile edge protector that fits 5-160mm worktops, glass and flat products, through to an L-section that's used for kitchen, bedroom and bathroom cabinets. We also have a range of eight profiles for use as bumper pads to protect the arms and bases of furniture."

The big advantage of extruded polyethylene is that it can take multiple hits without losing its form or its effectiveness. "Polystyrene is prone to breakage and bubble wrap can burst on impact," says Jim. "Corrugated products simply transfer the impact and will absorb moisture, just like

Nomapack® includes seven product lines and 13 different profiles in various densities ranging from a basic U-profile edge protector that fits 5-160mm worktops, glass and flat products, through to an L-section that's used for kitchen, bathroom and bedroom cabinets. Corner protectors and bumper pads for arms and bases are also available.



cardboard. Our product is dust and water-resistant and it is chemically inert, so it will not damage or stain the surface. It is resistant to impacts, abrasion and scuffing, humidity, water and temperature fluctuations. In fact, it's pretty much indestructible and can be used time and time again."

Cost-wise, NMC's Nomapack® products are on a par with corrugated or polystyrene edge protectors and slightly ahead of bubble wrap. Aside from offering enhanced edge protection they're also environmentally friendly. "Polyethylene can be recycled at recycling sites. It carries a recycling logo that confirms it can be reused or recycled," says Jim. "We reuse a lot of our own scrap in the manufacturing process. We also have a 'nature foam' product that's made out of plant extract mixed with polyethylene that's almost biodegradable."

The Nomapack® range offers edge protection profiles for every type of corner and the various profiles can be adapted to suit the shape of practically any product. But if you have a particular application that

demands a custom-made profile, or you need a badged product in your corporate colours, all things are possible. "If you want a modified design, an increased thickness, or something unique, we can make bespoke profiles subject to the size you need and the production run," says Jim. "Our limit is 160mm across any dimension and we can offer any colour, even Pantones. We can print on profiles, so if you need a logo or a name, we can do that. We can supply products in any length you need from 100mm up to three metres. We would wind smaller profiles into coils ready for application during the manufacturing process. We can apply permanent or low tack adhesive to our profiles, we can add cuts, or emboss, whatever is required." Turnaround time for a brand new product depends on how long it takes to get customer approval once the samples have been made but as a rough guide, you should allow 12 weeks from concept to delivery.

For full details of the Nomapack® range, or to discuss a custom-designed product, call 01495 713266 or visit www.nmc-uk.com



NOMAPACK®

PROFILES - THE BEST EDGE PROTECTION



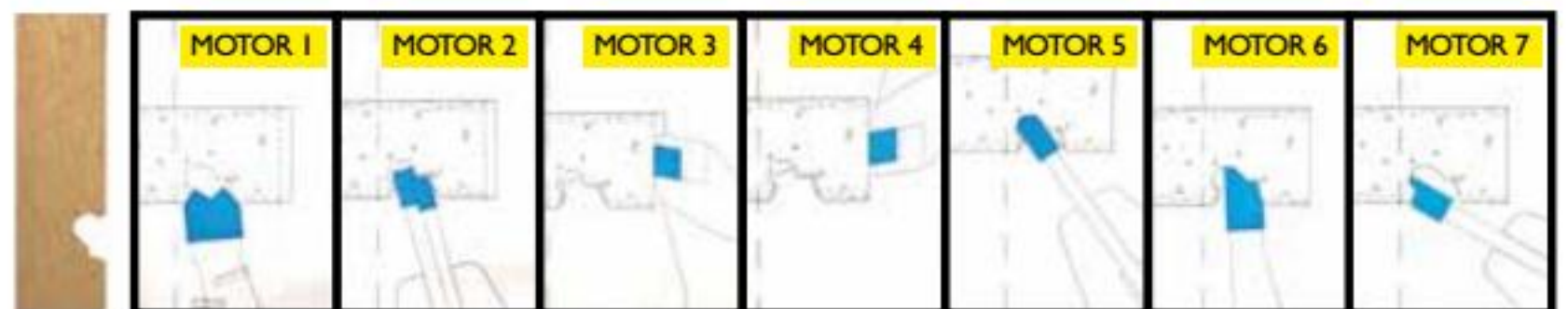
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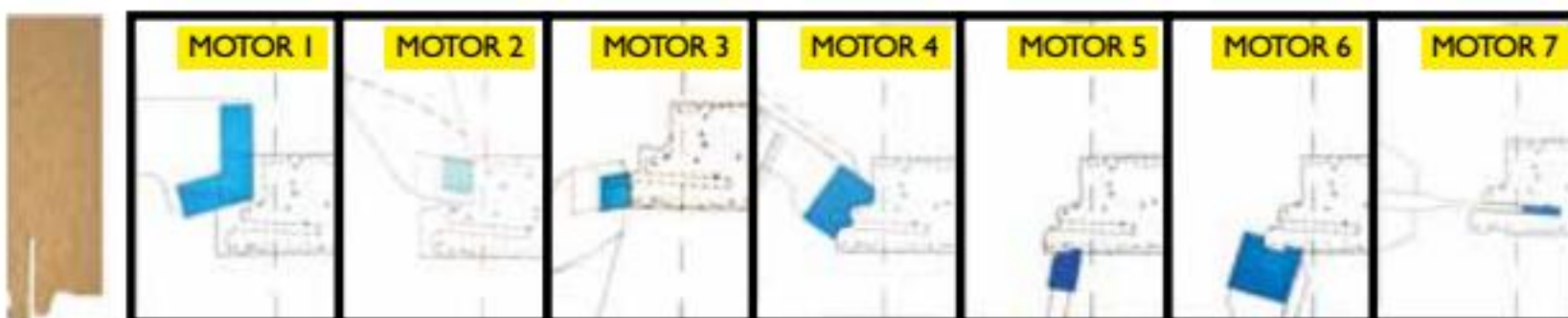
Assembled in seconds and made in a factory that's gone from an idea to full production in under six months, Clic carcasses have had new life breathed into them - and it's all down to BA's vision and Biesse's technology.

What do you do when the supplier of one of your most successful, best-selling lines decides to stop producing? Most people would probably come out with a few choice phrases and then start looking round for a new supplier. Not Cookstown-based BA Kitchen Components. Famous for blue sky thinking that's already seen the management team develop top-selling door collections, then successfully pursue the acquisition route to broaden the company's offer still further, BA did what probably only BA would think of doing: they decided on a Victor Kiam approach. "We were a distributor for the

Clic carcass - one of three," Director Kieran McCracken told Furniture Journal. "We got the news they were going to stop producing Clic in the December of 2015. We'd just doubled the sales from the previous year and there was no alternative out there to get an equivalent product, so we decided to approach Unilin to see if we could produce it ourselves. By February 2016 we'd done a deal and secured the rights to make Clic carcasses but by that time Unilin had already decided they were stopping manufacture from June 2016, so we had a very short time to work things out and get the process going."



the Clock



The task BA had embarked upon was enormous: fewer than six months in which to find a factory that was large enough to support production of 5,000 units per week - and appoint someone to run and staff it. There were only a few short weeks to carry out the refurbishment and prepare the site with electricity before the machines that produce the unique Clic joints arrived from Belgium - and in the meantime, BA had to source additional machinery for sizing, edging, drilling and packing. Manufacturing Operations Manager, Andy Daniel, recalls the massive task of turning a dilapidated factory into a usable working space.

"The electricity supply alone cost more than a quarter of a million," he recalls. "The whole building had to be brought up to standard. That was a massive task to start with."

"For new machines, most of the lead times were too long," recalls Kieran. "So we started looking at second hand. The tongue and groove machines for the Clic system came from Unilin but we needed to size, edge and drill as well. We really wanted an angle plant but there was nothing available. That's when we started talking to Robbie O'Neill at Biesse. Biesse was very helpful and made things happen within a short space of time."



Kieran McCracken



"Originally, they wanted an angle plant beam saw," recalls Robbie, "But when we started looking into the batches and volumes, the angle plant wasn't compatible. We took them to Italy and showed them a machine with a twin pusher and an internal head cut. I don't think they'd realised just how far beam saws had come on. The twin pusher increases the capacity of a normal beam saw by over 40% because you're cross and rip cutting simultaneously. In many ways, it operates like an angle plant. With the twin pusher machine, BA has the volume of an angle plant and the flexibility of a single cut saw.

"Flexibility was especially important because BA has a big variation in material and wanted the best yield. You can have an internal rotating head cut device on the WNTR 7. This allows you to put a head cut on plain coloured and grain boards. In conjunction with the twin pusher, you make a slave and a master board. The master goes back into the saw and is rotated. The slave goes into the twin pusher, so you get more output and more flexibility. When the two come back out of the machine, both are processed normally. You're basically cutting

two pieces of material simultaneously with this machine and it's as good for grained boards as it is for plain colours. Used with the optimisation system, there's no need for programming on the saw at all."

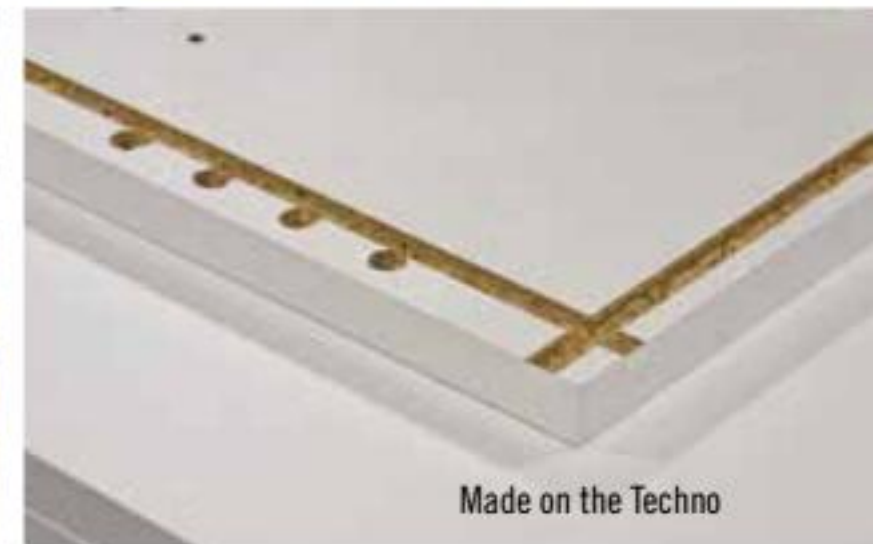
The WNTR 7 is loaded from the back right as you view it from the rear and there's always a pack feeding and another being fed in automatically for continuous operation. Packs can move during transportation so the WNTR 7 first aligns the boards in the X and Y direction. The saw has a 4.4m cut line and a rear lifting table of 4.4m x 2.2m. The extra length enables BA to take advantage of 2.8m boards, which make better use of the twin pusher. No programming is necessary. When the program is launched, the system identifies whether use of the twin pusher will increase the speed of the job and if an increase in output is possible, without changing the optimisation, it will come into operation automatically. "No special program is required," says Robbie. "You wouldn't even know it was there."

Kieran is delighted with the new saw. "We were lucky," he says. "It was an existing machine

in Biesse's Tech Centre. It's given us a real space saving and we've got the high production we wanted at a much lower price than we'd have paid for angle plant. The spec is perfect for us."

For edgebanding, BA chose a Biesse Edge system that will shortly be fitted with an RBO robotic feeding and return system. "It is a second hand machine," says Robbie. "We couldn't supply a new edgebander within BA's timescale so we helped them by modifying a second hand machine to work with their particular product. Some of the panels on the Clic system have a moulded edge and an edgebander can't work to a square datum without crushing the edges. For about £80, we modified the copiers on the end trim so it was adapted specifically to that job." Adds Kieran: "The edgebanding we're applying is 0.4mm on all edges and 1mm on the leading edge. At the moment we're using EVA because that's what Unilin used. We have thought about switching to PUR. It's something we're looking at for the future."

Biesse also supplied two drilling machines, a high capacity through-feed Techno and a Biesse



Made on the Techno

Skipper. "The Techno is being manually fed and unloaded for the time being," says Robbie, "But as the volumes grow, it's ready for automation and automatic feeders and stackers can be added easily. They will get 12-14 pieces off a manually fed Techno. With automation, that will go up to 28 pieces per minute. The Techno is one of the only machines that can work with high volumes in this way."

The Skipper 130 is a versatile drilling machine that offers four operating modes. It can machine either a single panel or two stacked panels, switch automatically from top machining to bottom machining, or machine the top and bottom together. There's no setting up and no need for adjustments or trial runs, making it ideal for processing mixed panels. "We bought the Skipper for low volume items, such as corner units," says Kieran. "We've been keeping it pretty busy."

With the throughfeed, BA can take a .dxf drawing and import it into offline programming software, choose from a library of drilling aggregates, overlay them onto the drawing and lock them in position. Once the program is

saved it's sent to the Techno. The Techno distributes the information to the various different heads - six at the bottom and two at the top. Each receives its own coordinates, telling it where to position. "If it's not in position within 0.1 mm, the program will not start," says Robbie. "All the operator needs to do is move the head manually and it will lock as he moves it when it reaches exactly the right position. Once the positions are correct, he needs to put the right aggregates on. The drill blocks are specially made but the aggregates can be switched over very quickly. Everything about this machine is designed for speed and accuracy. It's as fast as we can make a throughfeed. You can run a test, then run production if you're happy, or adjust any single head in any direction. All the programs are saved so repeatability is really excellent."

Ensuring an on-going supply of Clic carcasses to thousands of devotees who've come to appreciate a carcass you can assemble from flatpack in under 20 seconds has been a massive undertaking. But now BA Clic Components Ltd is up and running, Kieran says it's all been

worthwhile and, as far as equipment is concerned, there's nothing they'd do differently if they had it all to do again. "There are always a few setup issues," he says, "But now we're up and running. Once the handling equipment is fitted and working we'll be at full steam ahead. We do need to improve the packing system but that's about all."

To find more out about the benefits of Clic carcasses contact BA Clic Components on 01709 545277 or to find out how Biesse could help solve a production problem for you, call Biesse Group UK on 01327 300366 (www.biesse.com).



Made on the Skipper



Going Vertical

The Swiss have a reputation for quality and precision and it's one that the vertical panel saw manufacturer, Striebig, has taken as its own.

With more than 55 years of history behind it, Striebig is one of the best-known vertical panel saw producers in the world. From the earliest beginnings of the Striebig company (when Ludwig Striebig built his first vertical panel saw in his joinery workshop in Lucerne back in 1958) to 2017, when his company achieved a worldwide share of around 70% of the vertical panel saw market, the Striebig name has been synonymous with accuracy, quality and longevity. Those core values remain very much a part of Striebig today.

To Striebig, precision is everything. The company's first vertical panel saw, which was based on a wooden frame concept, made its

debut in 1960 and the accuracy and convenience of its design soon made it a sought after piece of equipment among the German woodworking fraternity. By the 1970s, with its reputation established, Striebig's space-saving vertical panel saws were selling worldwide.

So what's the secret to Striebig's universal success? "We've set ourselves apart from the competition by focussing our attention on one area of manufacturing," explains Sepp Furrer, Striebig's International Sales Manager. "We have honed our skills, resources and research into the development of vertical panel saws and in the process, have pushed the boundaries of design to create the Rolls Royce of vertical



panel saws. From the initial concept and manufacturing process, to scrupulously testing our machines' capabilities, we have the ability to bring our designs to life, right here in our Lucerne factory."

The Striebig factory has been at the heart of the Lucerne community since it began, with many of its staff members working their way through the ranks and learning the business from the ground up. "Like the machines we build, Striebig's staff members pride themselves on longevity and remain with the company throughout their careers," says Sepp. But in a competitive industry, how do you attract and retain such dedicated workers? "The company ethos is surprisingly simple," he says. "We strive to be the best and even now, as market leaders in our field, we must continue to push forward in order to stay the best vertical panel saw producer in the world. To do this, we need a committed workforce. Our employees are

all shareholders in Striebig. Regardless of the position they hold in the company, they all have a vested interest in the business and it pays for them to work hard. The results speak for themselves and our dedication in this field has made us who we are today."

Striebig's range includes five models – the Compact, Standard, Evolution, Control and the Striebig 4D – and features include a wealth of automated functions from optimisation software to intelligent technology for simple and effective use. But it's the fundamental design features that have always been behind Striebig's success. "A strong framework defines build quality," explains Sepp. "We have a whole floor in our manufacturing facility dedicated to the framework of our saws. To guarantee 1/10mm accuracy with every cut, we must ensure absolute parallelism between the upper guide rail, the central support and the roller support. Only by creating and

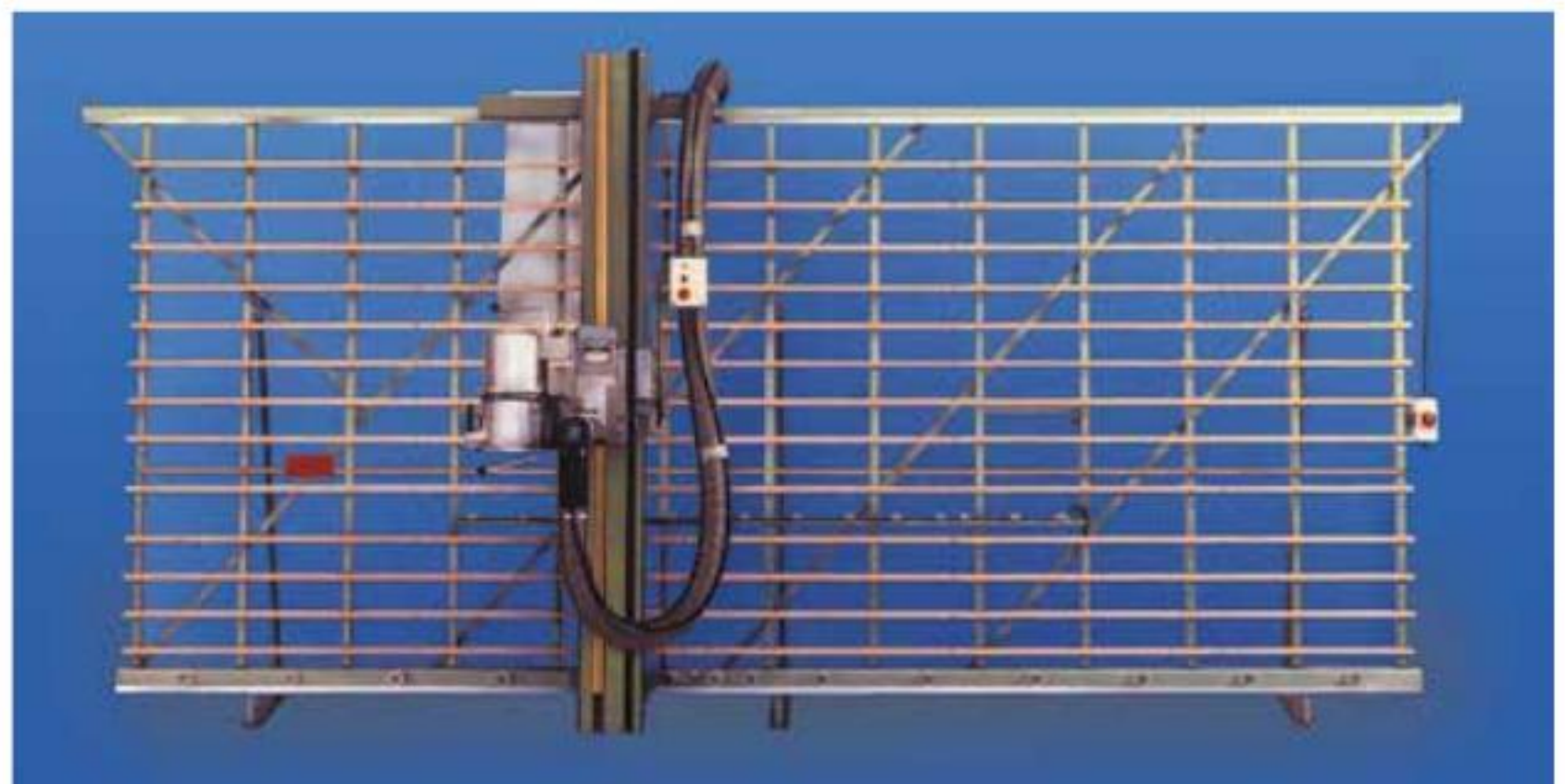
assembling these parts by hand can we guarantee the correct care and precision has been taken to ensure the perfect result."

Perhaps unusual among manufacturers these days, Striebig ensures pride - and accountability - by making the building of each machine the responsibility of just one specialist: "One person on the factory floor works on one machine and one machine only," explains Sepp. "That way, every part of the manufacturing process can be tracked, checked and cross-checked. Raw materials are quality checked before use and each part of the machine is rigorously tested before being moved to the next production stage."

Around 18 machines leave the Striebig factory every week and many are individually tailored. "Timber panel producers are using panels up to three meters high but some customers, especially in the plastics industry, are asking for vertical panel saws that are suitable for larger or specific panel sizes.



Striebig saws have come a long way with features like touch screen technology, laser light guidance and automatic saw travel. But the sturdy design and uncompromising accuracy of the latest models are features to be found in the very first saws Striebig made.



As we design and build each machine by hand in our factory, we can supply customised machines on a quick turn around and can fulfil our customers wishes effectively."

Striebig's robust commitment to ensuring high quality standards are maintained at every stage of the production process is a major contributing factor to the longevity of Striebig saws. "They simply last forever," says Sepp. "Over 90 % of all our vertical panel saws made since 1968 are still in operation. Because of this, we have to hold spare parts for machines that are over 45 years old. The only reason people update their machines is to embrace the new technology we offer, which has been proven to improve efficiency, increase productivity and sustainability.

"We've invested heavily in technology and we want our customers to use it to their

advantage. Swiss made, our machines are manufactured to stand the test of time but in the last 10 years, the industry has become increasingly automated. The next logical step was for us to create a fully automatic vertical panel saw, which was launched in 2014."

The Striebig 4D is Striebig's flagship model and includes a fully equipped panel optimisation programme that allows you to cut multiple panels to size with minimal waste. It also includes a fully automatic panel lowering device and a panel feeder to ensure the vertical and horizontal transport of the workpiece through the saw, while still guaranteeing a precision cut of 1/10mm.

"The woodworking market is still hesitant about the use of fully-automated machines. That's why our Standard and Compact models remain our best sellers in

the sector. But, as the industry adapts and evolves, I'm confident the trend for technology will drive our sales forward."

While the machine line-up is not set to change just yet, the Swiss vertical panel saw producer will be presenting new concepts alongside its five models and tool offering at Ligna this May. Sepp adds, "The market is a catalyst for new product development and exhibitions like Ligna help us to interact with our customers. We listen to our customers and in turn, we offer them the tools to drive business and go forward. We may be a long-standing fixture in the vertical panel saw market, but when it comes down to it, this is just the beginning for Striebig."

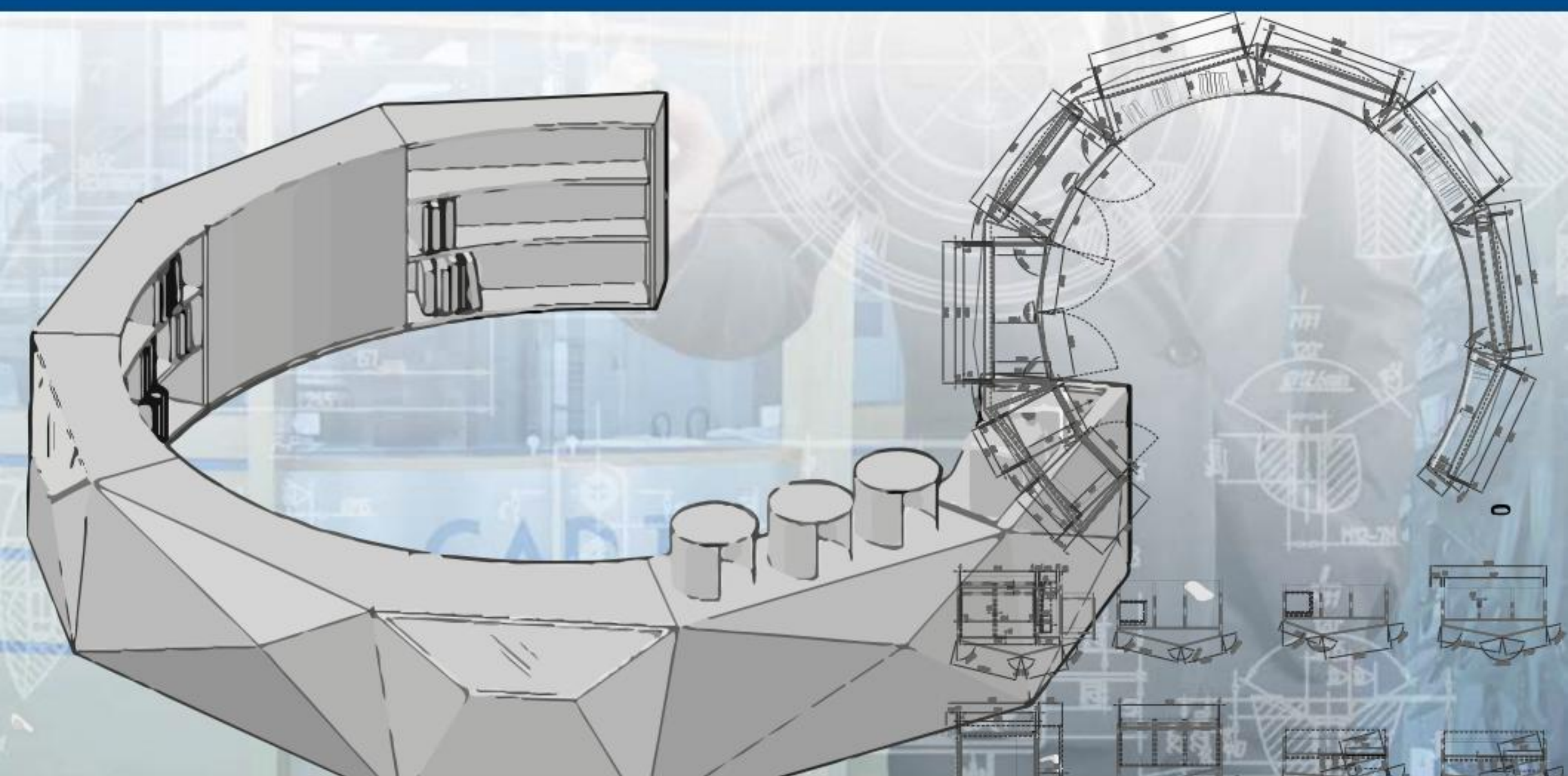
For more information on Striebig saws, contact TM Services on 0116 271 7155 or visit www.tmmachinery.co.uk

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Saws

Top to bottom:

The heavyweight engineering for which Schelling is renowned is very apparent as the fh6 is approached from the infeed end.

The internal board turner allows for uninterrupted head cuts and longitudinal cuts.

A board-separating device ensures the vacuum-lifter accurately selects and feeds panels singly when required.

Extra long slide-out scissor clamps extend to the front edge of the saw table, making life easier for operators.



Schelling UK commissions a new fh6 as part of a major investment that will see Starbank enter new markets.

As part of a huge investment aimed at taking the company forward, the Newton-le-Willows-based panel specialist, Starbank, has invested in a third Schelling beam saw and modified its two others in order to offer volume and Just-in-Time production of both wood-based products and composites.

Starbank's latest Schelling is a state-of-the-art fh6 - one of the quietest machines in its class. It's an impressive sight as you enter the new factory. The heavyweight engineering for which Schelling is renowned is very apparent as the fh6 is approached from the infeed end and provides reassurance in spades that this isn't a machine that will be prone to the vibrations that so often lead to poor cut quality on smaller machines. It's a long machine: long enough to warrant a control panel by the vacuum lift as well as on

the machine itself. The saw at Starbank has been specially equipped with automated loading, heavyweight power roller tracks, a vacuum in-feed for separation and transportation of individual panels with delicate surfaces and an internal board turner that allows for uninterrupted head cuts and longitudinal cuts. It's a saw that's been designed from the onset for high productivity, maximum efficiency and minimal handling by operators - but it has also been designed to provide a lot of flexibility for volume and Just-in-Time sizing.

Handling was a key issue for Starbank. Extra-wide, moveable air cushion tables and extra long slide-out scissor clamps that extend to the front edge of the saw table make life easier for operators at the front end of the saw, while the automatic in-feed system enables any number of panels from



one 6mm board up to the maximum book height of 145mm to be transferred from a stack, turned, aligned and cut automatically. Starbank's fh6 is also equipped with a board-separating device that ensures the vacuum-lifter accurately selects and feeds panels singly when required. Dual strip aligners that remain on the material during cutting also mean it can cut thin panel strips with remarkable precision and for increased productivity, loading and sizing operations are carried out simultaneously.

The saw unit on the fh6 matches motor power and feed speed to book height automatically using Schelling's Evolution drive concept and the pressure beam is also regulated automatically according to the length of the panel and the height of the book. Rather than moving with the saw blade, the Schelling design uses a motor that's mounted on the saw carriage, facilitating a lower operating height while still using high-powered motors. Starbank's

fh6 is also equipped with an automatic edge scorer that prevents the trailing edge of panels with easily damaged, coated edges from tearing out. Simultaneous saw feed and saw blade stroke ensure reduced cycle times while reduced down time is assured by an optimised chip removal system that provides a worthwhile increase in blade life.

The latest generation HPO system, which offers a reduction in computing times of up to 60% during the optimisation process, drives both the new fh6 at Starbank and a second fh6, which Schelling UK completely dismantled, uprated and re-commissioned along with a VS16 Board Storage system. The two saws now work in tandem with the VS Board Storage system.

Starbank's John McCaffrey has nothing but praise for Schelling UK: "It wasn't the easiest installation," he admits candidly, "But Schelling's guys did a superb job with all three saws. Marcus [Schelling UK's Managing Director] even came out personally to work with the

guys on the installation and made sure everything was done on time. We now have three saws covering all our needs from cutting 1.5mm acrylic on the FTH, which it does superbly, to compact laminate and panels."

If you'd like to know more about Schelling saws, call 01937 586340 or visit www.schelling.co.uk

John McCaffrey



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Window of Opportunity

The new ThermoTech Window System Lite from tooling specialist Leitz offers easy set up and enhanced expandability.

Does your joinery company manufacture windows as well as interior fittings? If so, you might be interested to know that the German tooling specialist, Leitz, has recently added a new solution for A and A+ BFRC energy rated timber window production.

Known simply as the ThermoTech Window System Lite, and already making a name for itself as one of the fastest and easiest to use on the market, this compliant and scalable system comes with full back up and support from Leitz. Easy to set-up for repeatable, precise manufacture, the system is available in multi-tool or dedicated sets for spindle moulders, tenoners, CNC routers and window machines.

As always, the main focus for Leitz was on increased productivity, reduced downtime, reduced noise and scrap levels, and improved quality and safety. Like all tooling from Leitz, ThermoTech Window System Lite has been manufactured and safety tested to BS EN847 standards.

With ThermoTech you will be able to create thinner (60mm versus 68mm), more elegant box sashes, as well as triple-glazed units by adding simple tooling elements – no need to buy a complete new set of tooling. All design U values are at 1.4 or better and the designs are expandable for different hinges (including Sumo, Cotswold and Defender) without the need for extra tools. As a low cost, dedicated modular system, it is about as future-proof as it's possible to make a system.

"We have removed the burden of design, tooling, set up and window simulation thermal testing for the energy performance rating," commented Brian Maddox, Sales Manager for Leitz Tooling UK. "The only thing we don't do is actually performance test the window or make it. Our ThermoTech Lite Window System gives the opportunity for much wider high quality manufacture of A and A+ rated thermal performance wood windows."

For more information Leitz Tooling and ThermoTech Lite, call 01279 454530, or visit www.leitz-tooling.co.uk





Holz-Her sizes up



Weinig Group member, Holz-Her, offers both vertical panel saws and beam saws for small sizing operations up to full production.

Encompassing design and technical updates, the Sector Series from Holz-Her is the new name in vertical panel saws. From the single operator wall saw, Sector 1255, to the automatic Sector 1260, Holz-Her panel saws produce a finished cut ready for immediate edgebanding. Offering high capacity, the powerful sawing motors ensure perfect cutting results and are easy to adjust. The Sector 1260 automatic panel saw manages large cutting quantities in minimum time thanks to easy positioning of the panel and saw carriage, while the welded frame offers high rigidity, ensuring precise cutting quality.

Companies looking for a beam saw will find the feature-packed Zentrex Series an excellent choice for individual panels and batch sizing operations. Available in Performance, Lift and Dynamic versions as well as various cutting lengths and widths for custom applications, the Zentrex 6220 and 6220 Classic beam saws from Holz-Her will

cope with stacks of up to 120mm. The Classic Version of the Zentrex offers a saw blade projection of 105mm while the Zentrex 6220 for the industrial sector has 130mm.

The Zentrex 6220 offers the latest precision technology with ground linear guides and brushless servo-drives as well as state-of-the-art PLC control. With extremely high feed rates up to 150m/min and steep acceleration ramps, the Zentrex achieves both precision and short cycle times. The automatic cutting length system controlled via Holz-Her's optimisation software also minimises the processing times of all cutting patterns. The Zentrex 6220 also features patent-pending technology that enables the primary motor to remain in the same position during all the cutting cycles while the servo-controls raise the saw blade into the cutting position.

For more information contact Holz-Her on 01235 557600, or visit the new website www.holzher.co.uk.



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The Authors of Revolution

Are you in the market for a new, compact 'all-in-one' machine? If so, you might want to take a closer look at the newly launched Morbidelli AuthoR-evolution.

Over the last few years, SCM Group has undergone radical changes in order to ensure it meets the needs of a rapidly changing market. The Group's technical boffins have been hard at work developing new technologies for the wood and panel processing sectors. Edgebanding, sanding and finishing, sizing and routing machines from across the whole SCM range have all undergone noticeable changes in both quality and performance. And with the Morbidelli AuthoR-evolution, a new benchmark has been set in the all-in-one machining centre market.

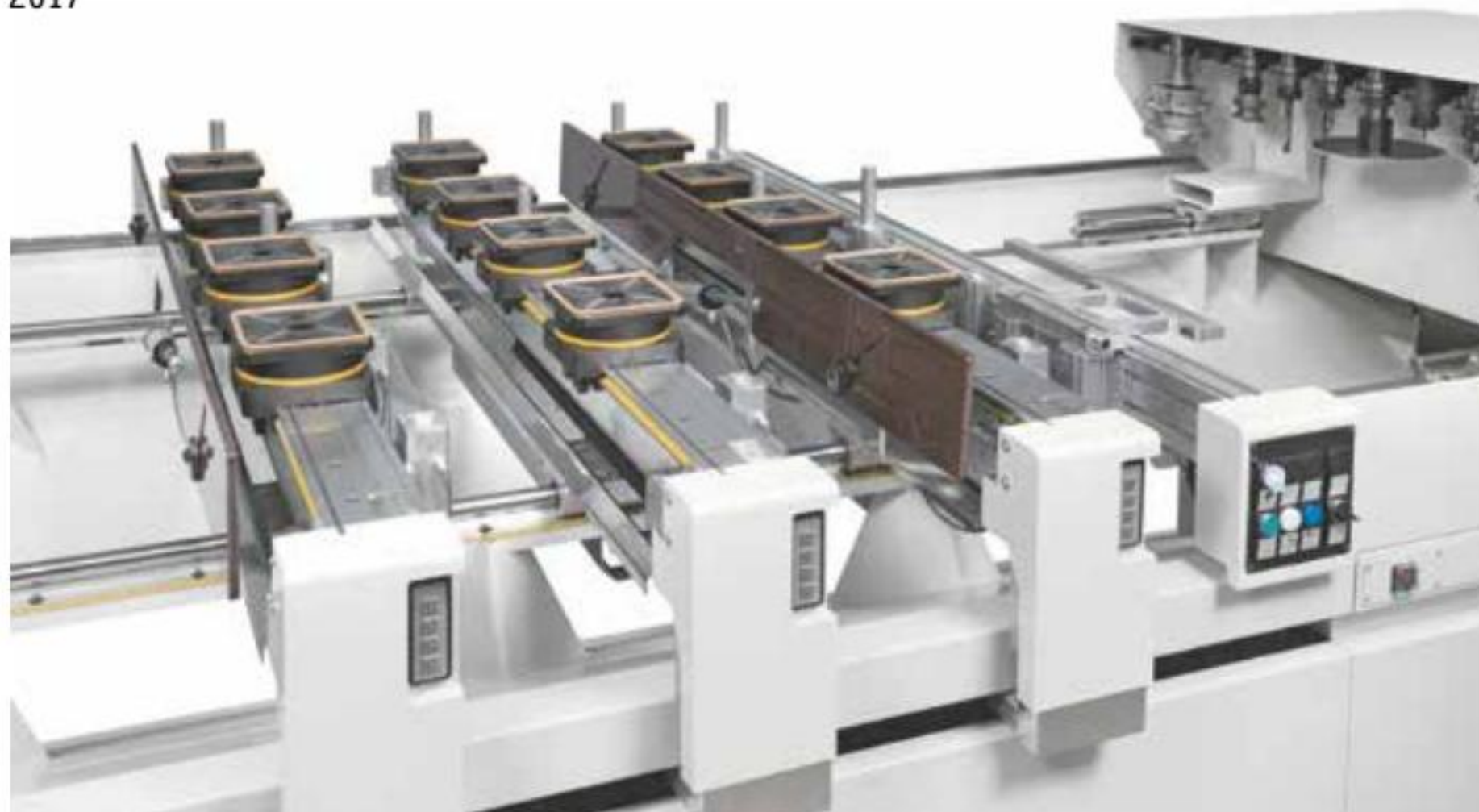
Underpinning the 'AuthoR-evolution', which includes the Morbidelli Author M100

and M200 machining centres, is more than 50 years of experience in boring and routing. To Morbidelli's already vast experience, SCM Group has added technological solutions that have been developed by the technical teams from other Group members and, in doing so, they've brought about a natural evolution in the development of the machining centre. "We want our customers to know we are launching a revolutionary machine that represents a natural evolution in the Morbidelli workcentre range," says Morbidelli CNC Machining Centres Business Unit Manager, Bruno Di Napoli. "The affordable all-in-one technology speaks for





RO.AX (Rotoaxial) spindles are claimed to cut cycle times, slash costs and prolong maintenance intervals.



Above: The automatic table is the TV Flexmatic.
Below: Worktable with clamps.



itself and we are proud we have finally reached a solution that provides customers with an answer to their needs without compromising either technical specifications, or the level of investment required."

In designing the Author M100 and M200, SCM Group's technicians focussed on creating a highly modular machine that would cope with both woodworking and advanced materials processing - a machine that would facilitate the manufacture of any shape of workpiece and take it from design to finished piece in just a few clicks. Author machines are equipped with the Maestro software suite, which has specific modules for every production cycle and can be configured to match exactly with the tasks you need them to perform. Simplicity is its hallmark.

The first thing that strikes you about the new Author is the absence of perimetrical protection: worktables are accessible from all sides. Gone is the closed gantry C-frame design and in its place Morbidelli has used a cantilever moving beam. "Both frame solutions

have pros and cons," says Bruno. "Our solution provides incredible rigidity to support heavy duty machining due to its ribbed steel box frame and the optimal position of the THK guides and motor drives. This particular structure, with its very wide base, ensures long-lasting stability and precision under all working conditions and doesn't require the machine to be fixed to the ground.

Furthermore, it offers great flexibility in terms of machining panels of almost any size in the Y."

Look a little closer and you'll find a machine that's bristling with technology: up to four machining units can be accommodated on the new Authors, including a dowel insertion device. The five axis direct-drive spindle head is SCM's 20.5hp JQX (Just Quality eXtreme) unit, which has been designed to eliminate vibrations, even during heavy removal operations. It runs at up to 24,000rpm. You'll also find high performance drilling heads with RO.AX (Rotoaxial) spindles that run at speeds of up to 8,000rpm and are claimed to cut cycle times by at least

30%, slash costs and prolong maintenance intervals - along with a 0-90° 3hp blade unit and a 6hp auxiliary routing unit. There's a Fast I4 toolchanger that carries up to 60 tools, all available with tool-changing times below 15 seconds 'dust-to-dust'. Then there's the zero-downtime TV Flex table, an extremely rigid and very safe pod and rail solution that's also available as a fully automatic TV Flexmatic option. Each pod is locked to the rail with both a mechanical and a pneumatic system for extra safety during loading and unloading operations.

Speed is very much a core feature of the new generation Morbidellis with time savings during drilling cycles down by as much as 60%. "The Author gives incredible productivity on batch one and complex patterns with frequent tool changes," says Bruno. "It's ideal for smaller companies where space and investment budget are limited."

If that sounds like the machine for you, why not give SCM Group UK a call on 0115 977 0044?

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