

# MARCH 2018

# furniture

## JOURNAL

### ON THE COVER:

Klaus Henning Wulf introduces  
the Ninka you don't know

The return of ZOW

A new five-axis CMS for Ercol

Silentnight chooses Dynestic

More investment at Lambson



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## On the Cover

Klaus Henning Wulf, MD of Ninka, introduces a side of Ninka you probably don't know.

Story: pages 26-28.

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# Due Diligence for Upholstery Manufacturers

**A new compliance scheme from FIRA bridges the gap between testing and control of materials during manufacturing to ensure fire safety and consistent compliance with the FFFSR.**

Compliance  
Scheme

**FIRA**

Furniture Industry Research Association

In January the Furniture Industry Research Association (FIRA) launched their new 'Compliance Scheme for the Fire Performance of Upholstered Furniture'. The scheme aims to offer reassurance that a manufacturer, retailer, upholsterer or supplier of upholstered furniture has suitable processes and procedures in place to demonstrate due diligence compliance with the UK's Furniture & Furnishings (Fire) (Safety) Regulations (FFFSR).

We asked Phil Reynolds, Director of the Furniture Industry Research Association, to tell us more about why upholstery manufacturers should consider being part of the scheme.

"Whilst the Furniture & Furnishings (Fire) (Safety) Regulations (FFFSR) determine how

materials used in the construction of upholstered furniture must be tested, they don't determine the due diligence systems that should be used to effectively control materials throughout the manufacturing process to ensure ongoing compliance. Although a number of guidance documents are available, there is still widespread misunderstanding about the application of and means of compliance with the Regulations. Our new Compliance Scheme has been created to bridge this gap.

"We've also entered into a Primary Authority Co-ordinated Partnership with Hertfordshire Trading Standards, so eligible participants of the scheme will be part of a regulated group and benefit from Assured



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Pictured L to R: Vicki Burch, Senior Trading Standards Officer, Hertfordshire County Council; David Knight, CEO, ScS; Phil Reynolds, Director, Furniture Industry Research Association.

Advice. This means that advice provided by Hertfordshire Trading Standards may be relied upon as 'Assured Advice' and will be respected by other regulatory enforcement bodies, which will prevent inconsistent interpretation of the FFFSR. This offers a high benefit to manufacturers.

"Further scheme benefits for manufacturers include an increase in retailer and consumer confidence that as a Certified Company within the scheme, they have the necessary due diligence systems in place to sufficiently address the requirements of the Regulations. It also offers you credibility as your organisation has chosen to become a Certified Company of an approved scheme, demonstrating your commitment to compliance. Furthermore, retailers may well take the Compliance Scheme into account when considering manufacturer or factory selection, helping them determine who to select based on their ability to meet the Regulations."

There's no special requirements/criteria to join the scheme, however there is a required audit, and you don't need to be a member of

the Furniture Industry Research Association to be part of the Compliance Scheme.

Upon the launch of the scheme, nationwide furniture and flooring retailer ScS was confirmed as its first Certified Company of the Compliance Scheme. Ian Allcock, Legal and Compliance Manager at ScS tells us why his organisation are part of the scheme, and how this will likely impact their manufacturers.

"Our position on fire safety is actually very simple: we are all consumers ourselves and our most basic expectation is product safety. The fire safety of upholstery is not selling point, or often a consideration of the average consumer. The safety of our customers remains our utmost priority and we want to demonstrate our long term commitment as a responsible retailer: so we not only act within the letter of the law, but the spirit of it too. Doing so supports the manufacturing of great quality upholstery renowned the world over for its leading design and quality.

"When discussing FFFSR with our manufacturers, it is clear, there is an abundance of expertise and commitment to ensure they are able to supply a product they

can be truly proud of and compliance with the FFFSR is the cornerstone of their offering.

"Knowing the right level of due diligence to apply to manufacturing systems, what compliance looks like and having consistent and professional advice that can be relied upon throughout the industry can seem like an insurmountable challenge, with wide ranging opinions and guidance, certainly no two manufacturers or retailers adopt the same approach. This scheme levels this out and for the first time there is now a consistent industry standard to assist our manufacturers in the route to compliance.

"We believe this scheme demonstrates our continued and unashamed support of British manufacturing and the quality that underpins the industry. We firmly believe this scheme, coupled with our manufacturers support, demonstrates that collectively we are all able to make the best even better when it comes to fire safety compliance by further raising the standards within the industry.

For further details on the new Compliance Scheme visit [www.fira.co.uk/compliance](http://www.fira.co.uk/compliance), email [info@fira.co.uk](mailto:info@fira.co.uk) or call +44 (0) 1438 777 700.

# Xylexpo in May

**The stars are lining up for Xylexpo 2018 and the XIA-Xylexpo Awards are back with presentations at a gala event.**

**A**ctivity is in full swing for the next edition of Xylexpo, the biennial international exhibition of woodworking technology and furniture industry supplies. It will be held at the Fiera Milano-Rho from Tuesday May 8th until Saturday May 12 2018.

It promises to be a good showing with major brands like Biesse, Cefla, Holz-Her and Weinig Group, Homag, IMA-Schelling and SCM submitting registrations, some with a significant expansion to the stand space they booked in 2016. In a bold and confident move, the organisers have added a further hall – hall 4 – to the 2018 edition of Xylexpo.

Halls 1 and 3 will host companies specialising in the production of panel processing machinery and tools, surface finishing and the related products, hardware, semi-finished materials and supplies; while halls 2 and 4 will be dedicated to panel and solid wood processing machinery and tools, primary operation equipment and tools, semi-finished materials and complementary accessories. This year, in line with the approach Xylexpo adopted several years ago, each hall will have a “focal point” represented by one or more of the industry’s giants. In hall 1 this role will be played by Biesse and Barberan; in hall 2 it will be SCM Group. Homag and Cefla will be the focus in hall 3, and Ima and Weinig will take the spotlight in hall 4. Several other companies are still considering their participation in what the organisers are referring to as “Milan May”.

Following the trend established with the 2014 and 2016 editions of Xylexpo, the XIA-Xylexpo Innovation Awards will also feature at

this year’s event. The success of previous awards convinced the organisers to repeat the initiative, which is awarded for technical innovation. The final deadline for submission of nominations is 15th March, the jury will select 10 nominations for each category and make their decisions during the first two days of the fair; then will follow the awards ceremony at the gala evening on Wednesday May 9th. There is still time to send submissions to Matteo Simonetta at [tecnici@acimall.com](mailto:tecnici@acimall.com)

Admission to Xylexpo 2018 is only free with pre-registration through the appropriate section of the event’s website, and will be on-line from the end of February 2018. Without pre-registration, admission tickets must be purchased at the fairground. For further information, download the free Furniture Journal app, turn to page 6 and touch [www.xylexpo.com/index.php/en/contatti/](http://www.xylexpo.com/index.php/en/contatti/) of the online edition.



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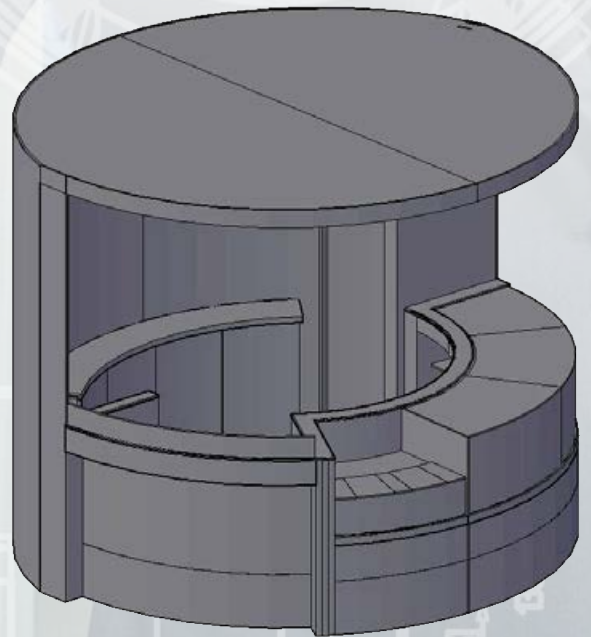
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# Help for Heroes

**H**elp for Heroes has again been announced as the official charity partner for the woodworking machinery and materials show, the W Exhibition, and the co-located furniture components show, Elements. Following the success of the 2016 show, which saw the charity forge strong relationships with exhibitors and visitors from the woodworking sector, Help for Heroes will once again take part in the four-day event held from the 30th September – 3rd October 2018 at the NEC, Birmingham.

“For us, taking part in shows like the W Exhibition and Elements is about raising awareness for a worthy cause,” explains Dean Williams, Central England Regional Manager for Help for Heroes. “Many people still don’t know the relationship we have with the woodworking sector and how their time, skills and funding could change the lives of many ex-servicemen and women that, as a result of serving their country, have suffered life-changing injuries and illnesses. Exhibitions like this offer us a great opportunity to educate visitors on our woodworking shops and recovery centres, whilst also helping us to engage with potential employers who could aid the future careers of

our beneficiaries. They also give us a platform to find willing volunteers and companies that can help us to inspire and support our cause.”

As well as promoting its #TheForceForGood campaign at the show, which asks you to offer your expertise and time to make a real difference to the cause, the charity will also be taking part in active fundraising throughout the exhibition (with the help of the Heroes Bear) and showcasing the skills and talents of its beneficiaries on a new, interactive stand.

Lisa Campagnola, Event Director for the W Exhibition and Elements adds, “2016 was the first time Help for Heroes took part in the W Exhibition and its sister show, Elements, and I’m really looking forward to welcoming them back in September.”

Keen to find out how you can help? For more about the charity, download the free Furniture Journal app, turn to page nine of the online March edition and touch [www.helpforheroes.org.uk](http://www.helpforheroes.org.uk) or, for the latest exhibition news visit [www.wexhibition.co.uk](http://www.wexhibition.co.uk) or follow @W\_Exhibition and @Elements\_Expo on Twitter and like The W Exhibition on Facebook.

**Help for Heroes has been confirmed as the W exhibition and Elements charity partner for 2018.**



Background: EL194.  
Below: Door before.  
Left: Doors and space after refurbishment.



# Ancient but

**Interior Film helped modernise an old warehouse and enabled its owner to stay faithful to the ethos of regeneration.**



The Pixel Café decorated with Interior Film.

**H**ow do you retain the character in an old warehouse, stay faithful to an ethos of regeneration, yet create a light and contemporary feel to the interior? It's a challenge, be certain of that, especially when the brief is to ensure 90% of the project involves recycled materials. But that's the task Ed Simpson, owner of the Pixel Building in Essex, set the interior specialist T6 for the modern, rentable office spaces he wanted to create – and just to make the challenge more interesting, he also set a budget of £50k.

Was that laughter I heard? It gets better: the project included the creation of 20 office spaces, a café bar, washrooms, toilet cubicles, bespoke signage, a package comprising consultation and interior design, then full installation of everything from the doors to the wallpaper.

Interior specialists, T6, rose to the challenge. At least in part, the reason for their success lay in Ed's choice of materials: architectural film was used to repair and refresh "worn, tired and outdated" surfaces, and T6's material of choice was LG's Interior Film from David Clouting Ltd.

Interior Film is an easy-to-apply, self-adhesive PVC product with a decorative surface, transforming tired – or in this case, recycled – substrates into wood-look, metal, abstract, gloss, unicolour, or any number of different surface finishes.

"Using the realistic natural look of the LG film allowed the design to flow from stone, concrete and wood," explains Ed. "The Pixel Café was one of the greater challenges, as this is the first sight to catch the eye when you enter the building." Reclaimed plywood was used for the carcass of the bar area. Once the



ML57 on the walls and  
NW017 on the door.

ML57

NW017

# Modern

refurbished units and walls had been built, Interior Film was applied. "The decoration of the whole Pixel Cafe with Interior Film was completed in one day with four installers - an instant transformation," says Ed.

The project also included the repair and re-covering of more than 50 unusual doors, each containing a metal and glass porthole. T6 removed the viewing ports, cleaned and then re-fitted them once the Interior Film had been applied – and in double-quick time, the old, damaged doors were transformed into new, modern colours.

First impressions count, so Ed wanted something rather special for the lobby. The glazing areas on the first floor were the key, as the lobby area creates a lantern from the ground floor, and for this, T6 chose digitally-printed, optically clear film. Ed also wanted the washrooms to be a bit of a statement.

The toilet panels were heat wrapped with LG Interior Film to create a seamless corner finish. The results are stunning and a real achievement for Pixel and the T6 team.

The finished result at the Pixel Building is a testament to the flexibility provided by LG's Interior Film. By reusing old materials as a base over which to apply Interior Film throughout the whole project, Ed Simpson not only saved thousands on new materials, he also salvaged materials that might otherwise have been thrown away.

For more information on LG's Interior Film, contact David Clouting Ltd on 01282 686861, or download the free, interactive Furniture Journal app and touch [marketing@davidclouting.co.uk](mailto:marketing@davidclouting.co.uk) to send an email. Alternatively, for a demonstration on how easy it is to work with Interior Film, touch the linked picture and watch the video.



ML57 on wall. EL194  
on near and far door.  
NW056 on middle door.



# Choose your Gloss

**Ostermann offers ABS edgings with over 17 different surface finishes and a range of gloss levels from supermatt to excellent gloss.**

Since the rise of simple high gloss surfaces over a decade ago, the breadth of gloss levels has burgeoned. At one end of the scale are the new breeds of super matt; at the other are the ultra-shiny high glosses with almost glass-like finish. More often than not, while there are measurements that define gloss levels, manufacturers of décor products still tend to use their own designations. It can't have been an easy task ensuring a match for the boards of all major manufacturers, but Ostermann remains confident: you choose the board, they have a matching edgebanding – and that match includes the surface as well as the

colour or décor type. In the UK, Ostermann holds stocks that include reflective, excellent gloss, high gloss or gloss.

Super matt surfaces are very much in vogue, often combined with special anti-fingerprint finishes. Ostermann has in its range almost 100 different supermatt edgings for an optically harmonious finish. For surfaces with a higher gloss level, matt or smooth edgings are a good match. In addition, there are numerous ABS edgings with mini pearl, satin or velvet finishes that match matt surfaces with a subtle structure. All ABS edgings are available in lengths from one

metre upwards and in any width up to 100mm. All stocked items that are ordered before 4 pm are dispatched the same day.

To check out the match for yourself, Ostermann carries samples that are available on request. For an idea of the vast range of colours and the availability of each edging, download the free interactive Furniture Journal app, turn to page 12 and touch [www.ostermann.eu](http://www.ostermann.eu). Type in the board number, or the name of the boards, and find the matching edging. Alternatively, send an email by touching [sales.uk@ostermann.eu](mailto:sales.uk@ostermann.eu) or call Ostermann on 01905 793550.

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# REVIEW



**It wasn't a mini Interzum with burgeoning aisles but ZOW 2018 achieved its objective for many of the exhibitors.**



ZOW 2018 didn't give the impression of being a busy show but the right people were there and the daily presentations were well attended.

It would be easy to look back at the halcyon days when ZOW had its own décors hall and contrast it with the single hall of ZOW 2018, but simply comparing size, even stand or visitor numbers, is to miss the point of this exhibition. I confess, I fell into the trap. Now under the ownership of the Kölnmesse, I'd expected something grander than a single hall with aisles that never really filled until half way through the day. A mini Interzum it certainly wasn't. But ZOW isn't an Interzum and it never will be. It has an entirely different purpose – a purpose, which, on the whole, it seems to have fulfilled modestly well.

Nestling cosily amid Germany's largest furniture producers in a small industrial area of Bad Salzuflen, ZOW is a local fair, and it's a local fair that has the specific aim of providing a convenient meeting point for local furniture producers and their suppliers at a timepoint that works in the German calendar. Most German buyers and designers start hunting out the products and accessories for their new furniture ranges in the autumn, often beginning at Sicam. Ideas are gradually crystallised and

flesh is pressed on deals through the early winter months and by the time of ZOW they're out in force, consolidating ideas with their chosen suppliers and finalising any plans that haven't already been cast in stone. By April, the deals have all been done and the goods are on the way so production can be started by June – well ahead of the summer shutdown, and in time for MOW in mid September where the new furniture designs will be presented. And so it was this year: a single hall of 12,000 square metres, 188 exhibitors from 17 countries (52% from Germany) and just 4,000 visitors - but 4,000 of the right visitors, and that's what really counts.

So, who took stand space at ZOW 2018? From the décors sector, the two big names were Interprint and Benecke-Hornschuch Surface Group, who showed several of Interprint's designs from both this year's Six Pack and the Six Pack 2017 under their new Continental brand. Surteco Group members Gislaved Folie and Kröning took smaller spaces. Gislaved Folie showcased its latest PVC foils for 3d pressing with matt surfaces, embossed and



The Tiny Spaces area was a particular highlight where radically condensed furnishing and design concepts for small spaces by four students from Detmold's OWL university were shown.

different structures, printed designs and woodgrains, while Kröning presented its very latest vandal-proof gold décors, printed from the rear, alongside an impressive selection of metallics. Noted mostly for its absence on any of the stands was high gloss, and several exhibitors were minded to comment the market for high gloss products is now in decline.

Among the smaller décor stands, a product called Piton, marketed under the slogan "a new dimension in velvet" caught my attention. Edmund Ostrowski, the MD of WVS GmbH who produce it, was being brutal with a key on the surface but to no avail. This all-but-indestructible product is available in eight colours and supplied laminated to 4mm, 15mm, 18mm and honeycomb boards – but it's not yet made it to the UK. Neither have the highly textured acrylic décors made by the Italian company VoiceTec, but so fabulous are these when painted and treated with brushes on a sanding machine that someone is sure to snap them up. There's a more detailed introduction to VoiceTec products on page 20 of this edition.

Anyone who has tried applying "rustic" veneers will know how difficult it is to stop them falling to bits. Coco Vera has found a way and showed three different, fully finished real oak veneers that are completely stable and need no treatment or finishing beyond pressing to a substrate. 1.5mm thick, they are supplied rolled and boxed in sheets of 2,860mm x 1,230mm (or 8' x 4' on request) direct from HWB in Bad Salzflun. And very fine they looked on the furniture at the closed exhibition next door, too...

Aside from Salice Deutschland, who showed all the products the parent company launched at Sicam, and Titus, who showed their Interzum products, most of the big names in hardware were not at ZOW 2018. For them, the deals were probably closed long ago, ahead of the official Interzum launches. There were a few handles suppliers, notably Furnipart and the UK company, Crofts and Assinder. Across the board, I'd expected to see more handle designs in copper – and to be fair there were a few – but it seems black and graphite have taken

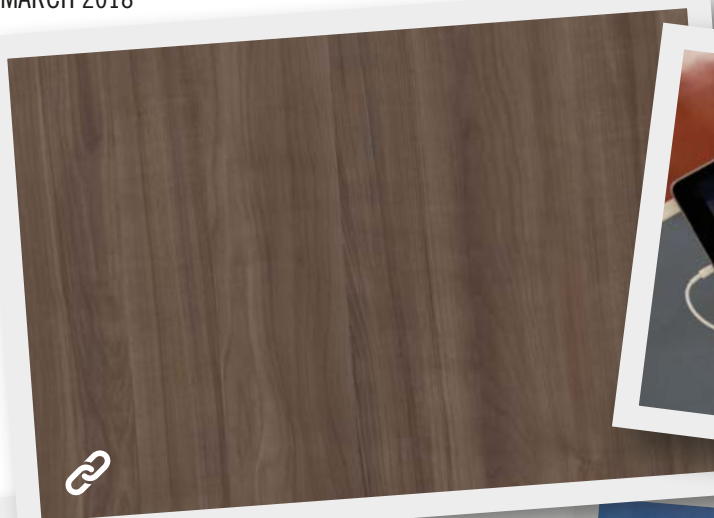
over, with yet more designs in polished chrome for bathrooms and stainless steel for kitchens. I confess, I'm a bit sparkled out with chrome. It's lost its appeal for me. There was a suggestion gold might be the new copper but I didn't see much evidence of it at ZOW.

So, what did the exhibitors make of the newly relaunched ZOW? In general, the impression was good. They'd seen what they expected to see and achieved what they'd expected to achieve. It was a new beginning under new management and no doubt the Kölnmesse will have high expectations for growth in the future. They have everything at their disposal to make that happen – the contacts and the expertise – so it will only get broader in what it offers to the local furniture industry. Can I recommend it as an exhibition British manufacturers should attend? Not yet, no. But watch this space. The next edition of ZOW will open its doors on 4th February 2020.

Tap any of the pictures displaying a link sign using Furniture Journal's online app edition for more details of featured products.



**Right:** Each of the designs in Interprint's Six Pack 2018 was presented in an unusual and intriguing way. More information: +49 2932 950 0 or [info@interprint.de](mailto:info@interprint.de)



**Left:** Supermatts in new, eco-friendly formulations of PVC were the hot topic on the Gislaved Folie stand. More information: 01282 686850 or visit [www.surteco.co.uk](http://www.surteco.co.uk)

**Right:** Kröning showed anti-vandal foil – two options in gold - which have the printing on the back so it can't be scratched off. Made from PET, it's perfect for easily damaged areas like plinths and elements that are in touch with high humidity. More décors are expected. For information visit [www.kroening-gmbh.com](http://www.kroening-gmbh.com)



**Left:** A rustic wood laminate, Coco Vera is available in three colours, all oaks. The top is brushed, eroded and oiled. Use where you want a veneer product with no finishing necessary other than edgebanding. Supplied rolled in sheets of 2.86m x 1.23m. Information, call HWB: +49 5221 76303-0 or [info@hwb-furniere.de](mailto:info@hwb-furniere.de) or tap the picture on the online edition for direct contact details and more information about the product.

**Right:** Perfect for work surfaces and office desking, write on it and wipe it off. It won't mark. That's Piton from WVS GmbH. Eight colours, supplied laminated on 4mm, 15mm, 18mm and honeycomb boards. Ostermann has matching edgebands. For information call +49 7561 985 25-11 or email [gf@wvs-ostrowski.de](mailto:gf@wvs-ostrowski.de)





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# Road to Success

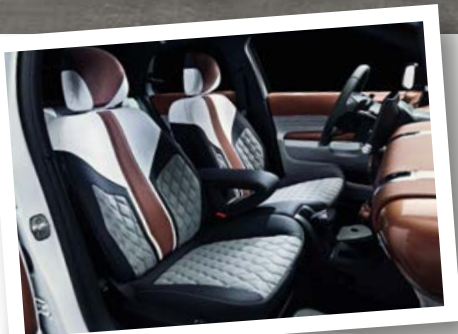
Showing for the first time under the umbrella of the Continental brand, Hornschuch presented its latest products on two stands at ZOW.

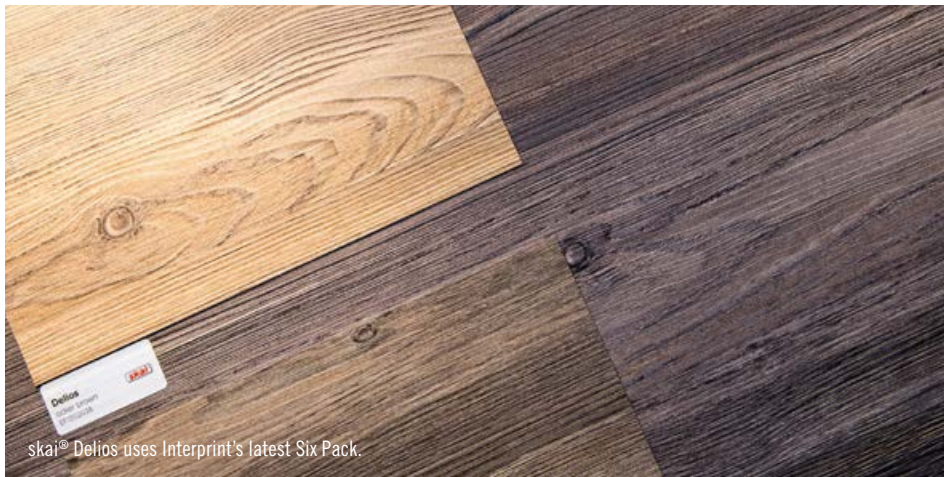
For the Benecke-Hornschuch Surface Group, ZOW 2018 provided the perfect opportunity to show the breadth of surfaces it produces and, for the first time, present them under the umbrella of the Continental brand. While the main stand showed the very latest furniture films and artificial leathers, a second stand directly opposite was dedicated to The Pioneer, a unique concept car, designed by a team of creative minds lead by Design Director Ralf Imbery, to demonstrate the vast number of different surfaces on offer from the Weissbach-based company.

"We are showing several new prints together with Interprint, Schattdecor, and Surteco," commented Patrick Holz, the Product Manager for 2d and 3d foils, leading a tour of the main stand. "Woodgrains are becoming less rustic. With Ventura Chestnut, we're introducing a softer rustic with very

natural colours. We've had very strong interest from furniture manufacturers already. We also have some great designs, like the rustic softwood, Delios, from the new Six Pack. We're offering this in three colours at the moment. It combines really well with designs like skai® Textstone, which is a cross between texture and stone, and skai® Oxid, a concrete-metal-quartz-like design from last year." Industrial-influence products were shown in conjunction with the Benecke-Hornschuch Surface Group's new TrendCode design tool.

Brand new for ZOW was the UV lacquered PET, skai PureLux 2D soft, a coated product that offers a high degree of surface stability. Ideal for use as furniture surfaces and elements, skai PureLux 2D soft has an ultra-matt soft touch feel and the innovative finish gives the film excellent scratch and abrasion-resistance. The current

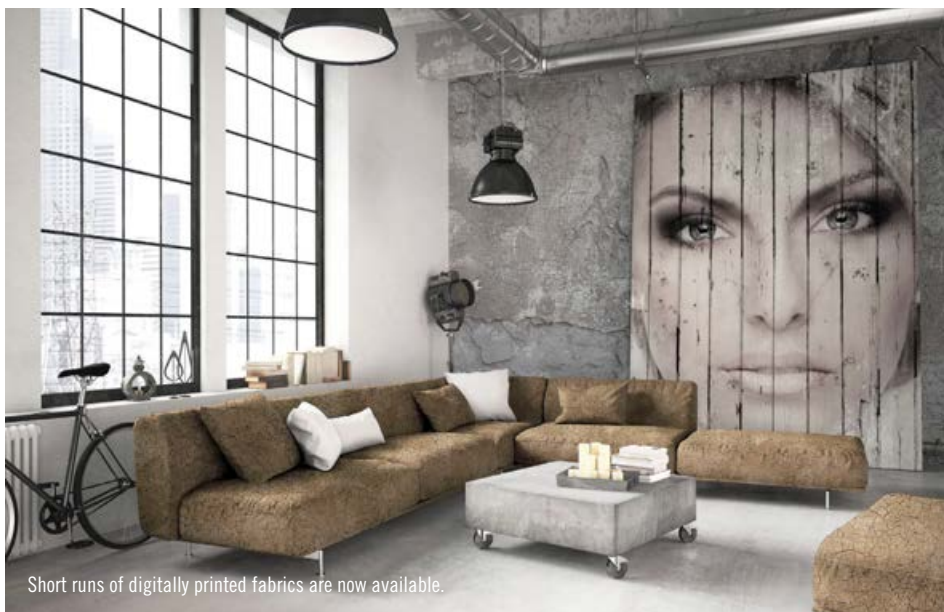




skai® Delios uses Interprint's latest Six Pack.



skai® Oxid



Short runs of digitally printed fabrics are now available.



Air was pumped up through soapy liquid on the laif VyP upholstery material to show how breathable it is.

collection includes seven fine matt, high-end, coordinated colours.

Hornschuch was always as well known for its upholstery materials and faux leathers as for its furniture foils and with its new laifVyP product range, the next generation of breathable upholstery materials has truly arrived. The innovative hybrid vinyl and polyurethane material allows air and water-vapour to permeate, making sitting particularly comfortable. To prove the point, the seat surfaces and lower side sections of the seat backs in The Pioneer concept car had been upholstered with it and there was a live demonstration on the stand with soapy liquid and air that demonstrated admirably just how breathable laifVyP really is. With its classic leather grain and broad range of 14 colours, laifVyP opens new possibilities for the furniture market.

Customers of the Benecke-Hornschuch Surface Group can now order short runs of digitally printed fabrics from the high-quality skai digital print collection. Shown at ZOW were 17 different variants – a representative sample of what's possible with digital printing.

The minimum run for digitally printed upholstery materials is 100 meters, three different embossings and two levels of flame-retardancy are available.

On its second stand, Continental showed the full gamut of its surface expertise on The Pioneer concept car. It was a Citroën C4 Cactus like no other. The bodywork was decorated with a digitally printed mirror film with a diamond structure that increases in size from the front to the back. The air bumpers on the flanks, front and rear had been finished with skai Diamond in copper rose, and the accent colour on the outside was highly polished copper. Inside, the instrument binacelle was covered with a new TPO artificial leather material with seams of copper rose. The door panels echo the theme, while an expressive grey wood décor has been applied beneath the instrument panel. The floor was skai Porto from the TransPORter Collection – even the mats were TPO material, edged with a noble black New Border edging strip and a copper-coloured decorative seam. Air vents and door handles were copper rose.

“The seats are a fashion concept,” explained Patrick. “They are styled like a suit with a shirt and a tie that runs over the headrest.” The tie was made from a specially developed material called skai Tex-Tie, while the shirt – the white part of the head rest and back – was made from super-soft, vegan PU material in snow-white. The over-sized tie motif on the rear seat was made from skai Check-Brush, while the back seat itself runs from snow-white into grey. The suit, which had been stretched over the backs of the front and rear seats and the sides of the seat surface, was made from PU material with a fine textile pattern in Night Black. It is an incredible piece of design work; a real show stopper that perfectly reflects the breadth of surface technology available from Continental.

To find more out about the products shown at ZOW call 01327 877646 or download the free Furniture Journal app, turn to page 19 of the digital edition and either touch [www.hornschuch.com/interior/](http://www.hornschuch.com/interior/) to link with the website, or [m.f.s@m-f-s.co.uk](mailto:m.f.s@m-f-s.co.uk) to send an email.



# Laminates with Depth

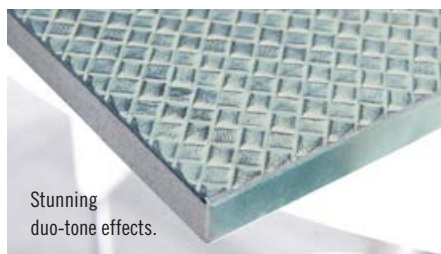
Roche Bobois has discovered the benefits of custom laminates from VoiceTec. Now you can, too.

VoiceTec offers a small range of 20 different textures, plus exclusives for customers. Its real strength lies in thermoforming exactly the surface texture you need and supplying it either unpainted, or painted with a RAL colour that can be overpainted with a second colour, then brushed to create stunning duo-tone effects. This is where VoiceTec products really start to come into their own: paint them using an acrylic paint, a water-based paint or PU paint, and then lightly brush through the top colour with a wide belt sander equipped with a brushing system to reveal the under colour. Some of the results shown on the stand were stunning, resembling aged, beaten copper with a patinated verdigris effect, or fine woven textiles shot with golds.

Make no mistake, VoiceTec is not a 'me too' product, though clients have gone to

them for 'in vogue' ideas and textures ranging from timber surfaces to stone effects, even textiles with company logos embedded in the design for corporate clients. The material is around 1.4mm thick, allowing the texturing to be deeper than most laminates, though it's believed to be no more challenging than any other similar material to flat laminate, bend or curve. Typically, it's supplied in 3050mm x 1300mm sheets ready for lamination, though other sizes can be produced to help optimise use of material. Stock designs are available in quantities of just three sheets.

For more information download the Furniture Journal app, turn to page 20 and tap the picture for an immediate link to the website, call +39 393 8928 928, email Deborah da Ros on [ddaros@voicetec.it](mailto:ddaros@voicetec.it) or touch [www.voicetec.it/en/collection.html](http://www.voicetec.it/en/collection.html) to view the collection.



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REVIEW



# Clever Corners

As pressure on inner city living areas grows and rooms in up-market new developments become smaller and smaller, clever solutions like the space-saving Casetur mechanism can help you add value to furniture that fulfils more than one task.

The Casetur mechanism, designed and marketed by Ben Halde and shown at ZOW 2018, is a space-saving product for table and furniture applications. It allows you to rotate desk tops or other parts of the furniture from within the footprint of a base cabinet to create additional functionality. The great benefit of the Casetur mechanism is you can even rotate square or rectangular surfaces in a corner space - and that problem isn't one that's been solved before. Obvious uses for Casetur's unique mechanism are for creating desk areas that swing back into the cabinet when not required, but it's not difficult to envisage all manner of uses in boats, student accommodation, or even static caravans and motorhomes.

Fitting the Casetur mechanism is easy. "To implement the mechanism you need to be able to mill the static part of the furniture," explained Ben from the ZOW stand. "We have a file that can be transported through CAD into your CNC. The rest is a simple matter of screwing the mechanism into the furniture." Although only the standard size version was on show at ZOW, Casetur can supply a bigger version or a smaller version if required. It can even be motorised, though a motorised option isn't currently available from stock. Samples of the standard version are readily available and delivery of most orders is normally accomplished with a seven day turnaround.

For more information, download the free Furniture Journal app, turn to page 23 and tap the picture for a video demonstration of Casetur's mechanism. Alternatively, call 0049 172 726 9953, or tap here to send an email: [ben@casetur.com](mailto:ben@casetur.com)

**Extend cabinets into desks and make the most of small spaces and awkward corners with Casetur.**



# Bespoke Bonding

The adhesive specialist, Kleiberit, demonstrated a firm focus on the processes of tomorrow at ZOW 2018.

**W**hat do you expect of your adhesive supplier? Products that meet your needs? Definitely.

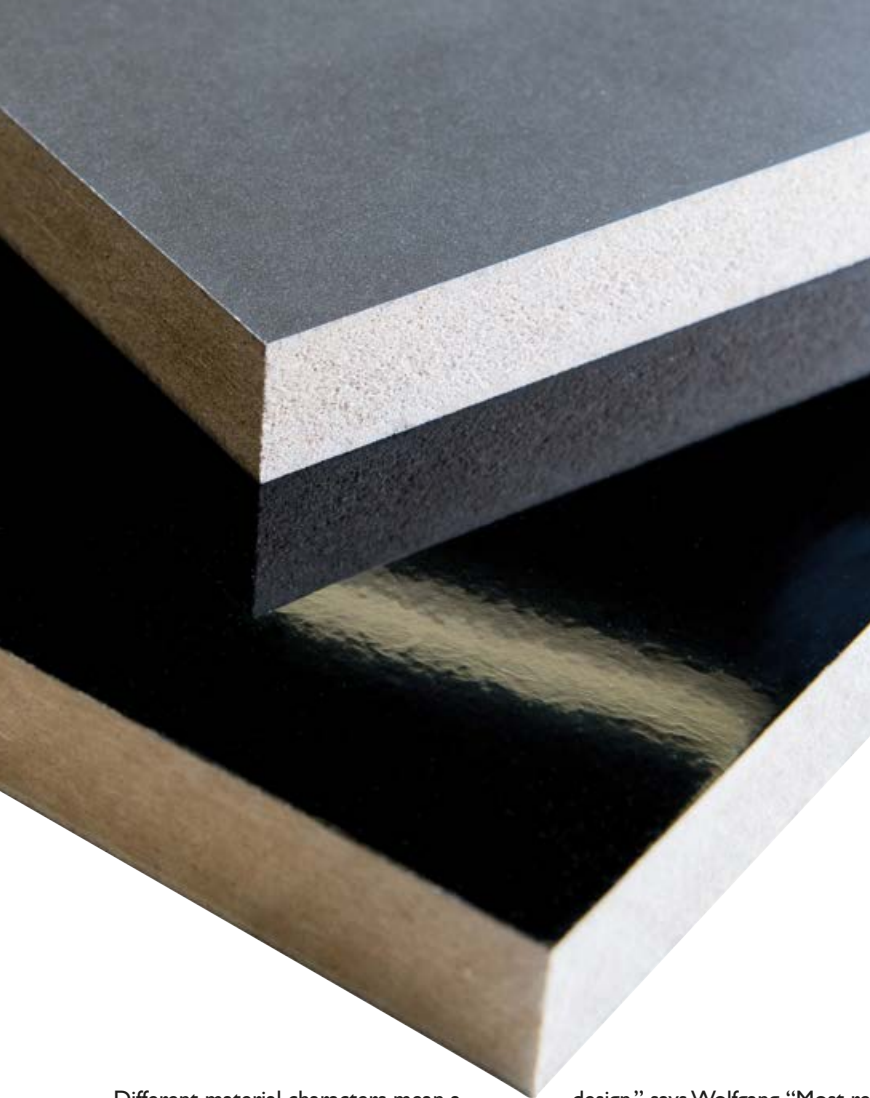
Prompt delivery when you need it? Certainly. Advice on the most appropriate products for your processes? Possibly. Technical back-up to help you improve your products? Maybe. So, how about specially formulated products that have been modified to suit the more specific needs and processes used in your factory? Now that's more of a difficult one. For Kleiberit customers, however, it's all part of the service.

"As an adhesive specialist, our focus is on the processes of tomorrow," explained Wolfgang Hormuth, Industrial Adhesive Business Manager for Kleiberit, from the company's ZOW stand. "We use exhibitions like ZOW to talk to our customers about their specific needs and processes. We believe this to be our biggest strength. We don't pigeonhole our customers. Instead, we focus our attention on the optimum process for their manufacturing line. We want to know about their products, the machinery used, where the company is situated and the procedures that are already in place. Important in their own right, each answer offers us an insight into their business and allows us to find

a solution that fits. And, if this means modifying a glue or adjusting the formula in any way, then this is what we do."

Kleiberit's ZOW stand reflected this approach, with much evidence of extended product lines and customised solutions. It also highlighted market trends and key influences in furniture manufacturing, like the growing demand for flat lamination and the use of gloss foils and sheets. Drawing attention to Kleiberit 709.3 (for high gloss application), and 711.9 (for HPL or materials with uneven surfaces requiring very high initial strength), Wolfgang explains, "We have a series of modifications to fit the different processes, substrates and machines our customers are using when working with high gloss foils and sheets. Another area of interest in this field has been the bonding of LVT, which is the gluing of PVC vinyl flooring onto various substrates like WPC, PVC or mineraloid materials. You need to be able to guarantee a very good tack and offer an extreme resistance to plasticizers. Found in most PVC materials, a glue that is not optimised to cope with plasticizers can affect the durability and longevity of your product." It's this understanding of their products and the range of materials being used in the market that set Kleiberit apart.

Wolfgang Hormuth



Kleiberit developed a new grade within the 707 family which helped SCM go on to win a coveted innovation prize at Xylexpo.

Different material characters mean a greater need for different bonding solutions. ZOW presented an opportunity to showcase Kleiberit's comprehensive range of interior and exterior wrapping solutions. The latest developments within the Kleiberit 702 family of PUR Hotmelts have been designed to fit individual processes and a full range of variations in production. Whilst interior wrapping focuses heavily on the easy and economic processing and aesthetics at the top of every manufacturer's wish list, the exterior range emphasizes the rigorous testing that's gone into ensure bonding durability and longevity in the most hostile of weather conditions. Tested in accordance with German RAL standards, samples are subjected to 70°C temperatures and 98% humidity for six weeks. Wolfgang explains, "These conditions accelerate the aging process and test the formula's strength. Six weeks under these conditions equates to over 10 years of stress on the adhesive in a middle-European climate which gives us every confidence in our products."

Kleiberit has also extended its PUR edging grades thanks to the company's joint activities with leading machinery producer, like SCM. "We regularly work with the leading machinery producers in the industry and exchange ideas to create new machines and glues that push the boundaries of furniture

design," says Wolfgang. "Most recently, we worked with SCM to create a glue that could bond edging material very quickly, whilst keeping its unique J-shape. By working together, we developed a new grade within the PUR Hotmelt Kleiberit 707.9 family which helped SCM go on to win a coveted innovation prize at last Xylexpo." These latest developments in edgebanding consequently follow the zero glue line requirements of the existing Kleiberit PUR range at very high temperature and moisture resistance.

Forward thinking and an innovative approach to the role of adhesives in the manufacturing sector lay behind the development of Kleiberit's Micro Emission (ME) products, also on show at ZOW. Available throughout its edging, wrapping and flat laminate ranges, the company's advancements in Micro Emission technology has been seen as a huge step forward in the development of glues which are free of hazardous substances. "The industry has been keen to reduce the level of hazardous materials being used on its production lines for a number of years, but further reduction has proven difficult," says Wolfgang. Continual investment and research into this area, resulted in the development of the ME range, which provides a severe reduction in the Isocyanate Monomers that are found in normal PUR glues, lessening the risk of

chemical exposure without reducing performance. Wolfgang adds, "We have found a solution that has the same level of durability and performance as standard PUR glues but with the added advantage of improving health and safety in the workplace. The industry's response to this innovation has been strong and we're continuing to see it grow in popularity."

To find out more about Kleiberit's cutting edge solutions visit [www.kleiberit.com](http://www.kleiberit.com), or to discuss an issue that's affecting your production, call Kleiberit UK on 01530 836699. You will also find Kleiberit in Nuremberg at Holz-Handwerk in March 2018, hall 10.I stand 114.





# Ninka - Your Way

**If yours is a small to medium-sized manufacturing company, you could stand to benefit most from including customised products inside your furniture.**

Ask any British furniture manufacturer about Ninka and I'm willing to bet the majority won't mention the bespoke products, or the customisation for which the Bad Salzflen-based injection moulding specialist is well known in Germany. Most probably wouldn't even know. Surprisingly, although Ninka is responsible for creating some of the most stylish and practical cabinet interior solutions for top end German brands - and they've very successfully put the wow factor into products like waste bins, corner solutions, cutlery inserts and drawers for some very well-known British brands as well - very few small to medium-sized manufacturers know Ninka for anything more than the products marketed through Häfele. If yours is a small to medium-sized manufacturing company, you could stand to benefit most, so, assuming you haven't come across this aspect of Ninka's

offer, let me fill in a few gaps. First, a little history to put things in context:

Ninka's expertise in the field of plastics can be traced back to the late 1920s, first with combs and hair-styling accessories, later with sunglasses. By the 1950s, it had already started to make inroads into the local kitchen market with containers and scoops. Then came a raft of other products ranging from domestic appliances to cases for televisions. The demands of TV producers drove Ninka's development department to come up with flawless finishes and develop new processes for painting, printing, hot stamping and ultrasonic welding - all of which contributed towards the expertise now at your disposal. It wasn't until the mid '90s, however, that Ninka really broke into the kitchen market in a big way.

"We were approached by a big German kitchen manufacturer," Klaus Henning Wulf, Ninka's Managing Director, told Furniture



Klaus Henning Wulf

Qanto illustrates perfectly the attention to detail that Ninka lavishes on its products.



Cuisio is seamlessly and very simply integrated into the drawer to present a really high quality look and feel when the drawer is opened.



Journal. "He realised 80-90% of the cabinets he sold were empty, without waste bins. He wanted to supply these as original equipment that could be delivered as an integrated drawer system. The first solution we made was very simple. After came a more ergonomic system to bring the bins higher, then we switched to hanging systems that could be integrated. We'd found a new area that helped manufacturers create better products. Before long, another manufacturer came to us wanting a cutlery insert. He'd realised customers were going to IKEA to buy coloured plastic inserts. We developed a special, more sophisticated product for him with a nice soft touch that really appealed to the end user. Since 1996, it's become a big success story."

While developing brand new products from scratch might seem like the preserve of the larger manufacturer, and to a large extent it is, much of the customised work Ninka gets involved with is for smaller producers who simply want something that fits properly, matches, and looks and feels as if it belongs inside their products. Most of the time, it's a

matter of understanding your product and adapting an existing product from the Ninka range so it can be integrated seamlessly and perfectly into your cabinet or drawer system, adding to the aesthetic and enhancing the appeal and desire to buy. That's where industrial designer, Mark Batchelor, Ninka's specialist in the UK, comes in: "People now expect the same attention to detail inside when they open a drawer or a cabinet as they see and feel when they touch the worksurface, or the fascia," he says. "They expect the accessories to be of the same quality, the cutlery trays to fit nicely, the bins to be integrated and work properly, and the internal drawers to look as good as the fascias. That trend has happened in pull-out units, too. Consumers no longer accept a clunky industrial-feeling unit, they want something that looks good and feels good. We can help smaller manufacturers achieve that better, often by making small changes to existing products so they fit perfectly as a seamless part of their designs."

"For the UK, tailoring our products to suit individual manufacturers is important because

many UK manufacturers don't have the volumes to justify development of entirely new ones. Tailoring doesn't mean redesigning completely - that's a gap in the knowledge we're trying to bridge in the UK. Tailoring could mean anything from adjusting the sizing or the side strips to make a perfect fit and a slicker product, to something that helps a manufacturer with production. Most SMEs are likely to have enough volume for us to tailor in this way."

In Britain, a bin used to be just a bin. We're still a little behind the rest of Europe, but if you go to the trouble of fitting good quality pull-out units and larders, and your drawers and doors have that all-important quality feel, the bin needs to be aesthetically good as well as being functional and robustly made. It's becoming more of a focus. Comments Mark, "What is fantastic is to open a cupboard or a drawer and have a fully integrated recycling bin that feels like it's part of the kitchen. Look at the best kitchens in the world and they have that feeling about them. We provide products that enable that kind of emotion to come



Connect is a perfect example of a product that's already been designed for adaptation by the manufacturer or the end user.



**Above:** Mark Batchelor: "Our bins start with high quality polymer. We inject a thicker wall so the bin system doesn't arrive at the factory or the customer split. Some of the bins have a gas filled ring around the edge for added stability. We even inject glass fibre into the handle so they don't break. We also have little touches like a dustpan and brush that sit inside the bin top. They look tidy, they are integrated into the frame but also the handles are designed so if you use a bin bag, the handles lock over it. It won't change the world but it's a nice touch."

across and we manufacture them to really high standards so they won't break, crack or feel as if they don't belong in a quality installation. Now, those kind of products can also be used by other smaller manufacturers and customised to fit into their kitchens. Products that are integrated demand a bit of dialogue to make sure sizing is right, but customising products is half of Ninka's business today. It's all about adding value and that connection with SMEs is where we can add some real value."

One product from the Ninka range that's been designed for easy customisation – and there are several – is the Facia Internal drawer front range. With this range, clips are integrated into the back of the drawer front for easy installation and an attractive look and the back is fully sealed. "It's a big advantage in production," says Mark. "You could use a drawer from Blum, Grass, Hettich – we supply different clips to suit the products you want to use. Similarly, with our bin system, we have some beautiful bin systems that are very integrated into the drawer systems. People want the drawers in their kitchens to close right and feel right. If you want that same level

of quality in your pull-out bins, it makes sense to use the same drawer system. Our product fits exactly with those of major manufacturers like Grass, Blum and Hettich because we worked closely with them to make sure it does. It feels made-to-measure. Consumers like that. It helps sell furniture."

So where do you start if you want to discuss customisation of a Ninka product to give that wow factor inside your drawers and cabinets? You could talk to your local Häfele rep if it's a Ninka product that's been designed to offer a customised look – or you could contact Mark Batchelor directly for advice and ideas. He's been with Ninka many years, knows the products, the processes and the people, and his holistic approach to industrial design could benefit you at various levels. Download the free Furniture Journal app, turn to page 28 of the online March 2018 edition and touch any of the following for an instant link: Häfele UK - 01788 542020

or [www.hafele.co.uk](http://www.hafele.co.uk)

Ninka in Germany - 0049 5222 949126

or [www.ninka.com](http://www.ninka.com)

Mark Batchelor in the UK – 0203 371 9537

or [mbatchelor@atriumprojects.co.uk](mailto:mbatchelor@atriumprojects.co.uk)



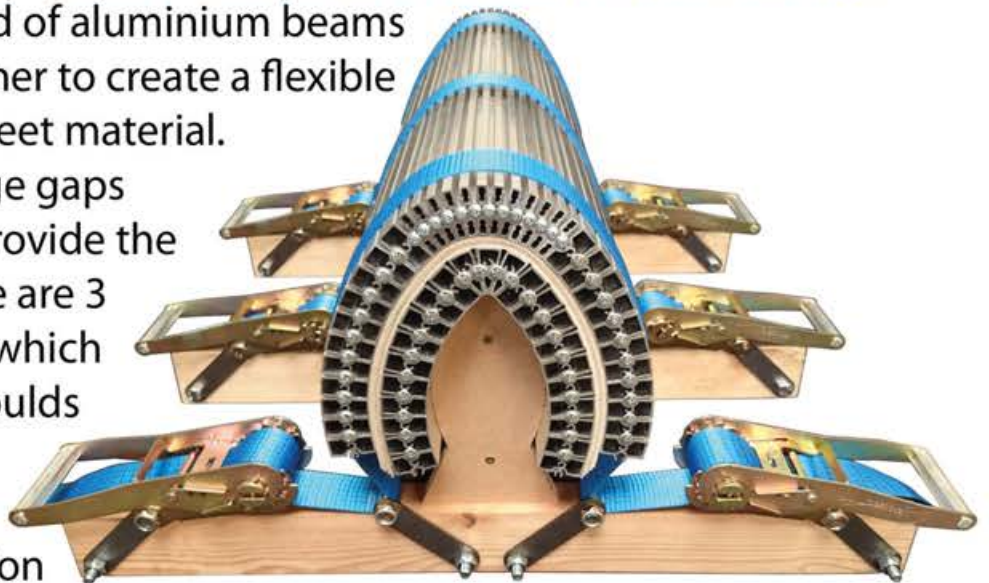
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# Save Time & Cut Costs

**George Morgan from Downton-based Resin Design & Create tells Furniture Journal how Lamello's products have revolutionised his manufacturing techniques and provided massive time-savings.**

**G**eorge Morgan is a true craftsman. He takes great pride in his work, chooses the best materials from local sources, prepares them with care and machines them with precision. His furniture and interior joinery work is bespoke and of exceptional quality. On the one hand, George is a true traditionalist – he loves working with fine, local timbers that he kiln-dries himself and is well-versed in the art of furniture-making; but unlike many traditionalists, he's very open to new technology, especially if it enables him to produce a better result and it provides a tangible commercial advantage. With Lamello he's found both.

"Lamello has always helped my business," says George. "From the start, we've had the classic biscuit joiner. It's great, 100% efficient, reliable – there's nothing to beat biscuits for joining panels and solid woods. Everyone uses biscuits for standard panel location, but Lamello has brought out new products that go a lot further. One of the cleverest is the Clamex, and it's really pushed our business to another level and given us a massive productivity benefit, especially in terms of speed of assembly."

"If we're making fitted furniture and going to site, we can build everything up on a dry Clamex fixing in the workshop, knock it down, take it to site, put glue on and it's perfect. Before, we used sash clamps, which were fine in the workshop, but you can't guarantee you'll always be able to apply the necessary pressure or have the space on site. The ease of location and the efficiency that Clamex has given us on site is brilliant. It's increased our profit because we're on site less time, it's given us guaranteed accuracy and it's made things a lot more efficient. It's changed the way we look at things."

"The stairs we're making have been fixed with Clamex. We would have had to glue up the panels square, then make the cut-outs to glue the treads, then glue them together. Now, with the Clamex we can cut everything out, blind fix it from underneath and be sure of a perfect joint because the pressure the fixing exerts across the joint is fantastic. It knocks days off a job like this and on some jobs we've saved a week or more."

In an age when everybody wants to cut costs, it's very easy to look at the cost of a fixing and justify not using it because it adds to the cost of the finished product. George is



George Morgan



Powerfully closed but very neat joints.



Above: Profila air tools and Interlocking Lamello cases.

adamant, this isn't the way to look at it: "If you use 20 fixings on a job that save you three or four days work, you don't have to be a genius to work out it's a good product and it's going to save you money. The jointing machines are quite expensive but they've paid for themselves ten times over now. If you get a diamond blade it will cost more but it will last longer and you only need one blade for all the Clamex fittings. That's great because it means you only need to take one hand tool with you on site. It makes things really quick and easy. You have to be bonkers if you're a small workshop and you're not using this system. It has changed the dynamic of our business completely."

In addition to a Lamello Zeta P2 hand tool for cutting the T-slots needed for the Clamex, Tenso and Divario fittings George uses most, he's also invested in three Profila air tools and equipped one with a 3mm radius tool, another with a 1mm radius and the third with a chamfer: "Lamello's Profila air tool is like a little router that runs on compressed air," he says. "It spins 3mm radiuses to little rebates and chamfers and it's really light and easy to use and very quick. If you're doing a finish on the outside of a board, you just pick one up and whiz it along. You can use them for trimming edge veneers, for flush trimming,

etc. We leave them set up with the cutter and they're a lot quicker than a normal hand router to use."

George has also invested in several plastic Lamello cases to carry the hand tools and the various Lamello fittings he uses. "They're great, especially on site," he says. "They interlock with a T-lock so you can carry three or four at once. The ease of just taking them with you is great." Back at the workshop, he unclips them and slides each one into a library close to the work benches.

"I really like the Lamello ethos," concludes George. "They're very nice people, they're very concerned and they think things through and really do care about the product. If you believe in them, it rubs off on your business. They're a nice company to be involved with. They look after their workforce and they really look after their clients."

For more information on Lamello, download the free Furniture Journal app from your app store. Open the app and touch any picture in the digital magazine displaying a link sign. This will take you straight to a video or more content. Alternatively, please visit [www.lamello.com](http://www.lamello.com) call Lamello on 0789 1025 646, or email [s.chatfield@lamello.com](mailto:s.chatfield@lamello.com)

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# Traditional values, Cutting Edge Production

**A new, first-of-its-kind CMS ProEvolution will enable Ercol to take out seven or eight other machines, reduce costs by 50% and make time-savings in the order of 30-40%.**



Ercol's furniture is steeped in traditional values. Part of its appeal lies in the hand-crafted look, the defining lines of its designs and the solid oak, ash, beech and walnut from which it is made. At the same time, in a world where fashions change at dizzying speed, there's a real feeling that by creating designs with a timeless quality, Ercol is defining the heirlooms of the future.

Look around the showroom and it's easy to imagine an army of craftsmen working away with band saws and chisels in the factory, steam-bending the hooped backs of Windsor chairs and turning spindles by hand. Even the elegant, modern designs in the Ercol range give the impression of being hand made. Yet, in manufacturing terms, Ercol is as progressive and open to new ideas as it's possible to imagine of a 21st century manufacturer. In the factory is some of the most up-to-the-minute, cutting

edge machinery currently available – both from the furniture and the window manufacturing sectors. And Ercol's most recent acquisition, a fully automatic, five-axis CMS ProEvolution, is every bit as impressive as the furniture it's producing. It is, in fact, the first of its kind in the country. Roy Graves, Ercol's Operations Support Manager, takes up the story:

"The new machine we've bought is a five-axis CMS ProEvolution that's been designed on a pod and rail system for fully processing components. You load up an infeed table and the machine will automatically measure each blank to make sure it is the correct size, rejecting any that aren't suitable. It will then take them into the machining area where it will machine all the faces. We have two twin five-axis heads, each supplied with a 56-piece magazine for tooling. After the parts are processed, they are transferred automatically



Kieran Gunn loads blanks on the infeed conveyor.



Beams at the infeed and outfeed keep a watchful eye on arriving components.



The clamps take each workpiece behind interlocked doors and into the machining area.

onto an outfeed table. The entire process from start to finish is fully automated." While I was at the factory, the ProEvolution was producing rails with a tenon on each end that had been machined on all four sides, though Roy confirms this is only one of a range of tasks it performs encompassing table and plinth rails to door frames.

Deserving of particular mention is the automatic infeed system, because this represents a massive time saving, enabling both batch and one-off production to be juxtaposed at will in a day's production: "We can load the table, set an order list with, say, 50 parts early in the morning, build the components up on the machine and it will know what it's going to produce next. It will measure each blank and ensure it's the correct size – it's almost nesting with a pod and rail; the Point One process where you go

from one component to another. It means we can produce the side rails, the front rail and the back rail and supply Assembly with all the components for an entire seat. With this machine, we can now process in sets. Effectively, we can make chairs, one at a time. There is no setup time other than loading the table up or pulling the list down that you've already created. The operator gets to see what he's doing in that day and in which order. You can mix components easily and that makes it a really responsive machine to work with." The automatic infeed system enables up to 84 blank components to be fed into the machine, if loaded in pairs, or 42 individual components. During the infeed process, each blank is checked by laser to ensure it is dimensionally correct and any that do not meet the required dimensions are rejected without operator intervention.

Roy Graves



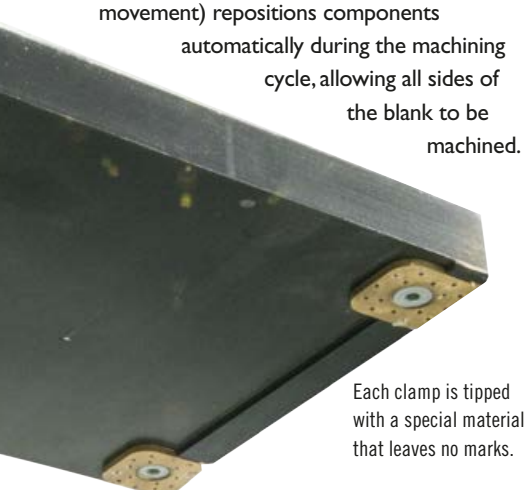


Above and top right:  
Twin 5-axis spindles facilitate one off, or multiple repeat components to be machined with zero set-up times.



Each spindle has its own  
56-position tool-change station.

Immediately after the infeed conveyor there are six clamps – two sets of three – each with independent movement that allows them to be positioned to suit the workpiece. Each clamp has adjustable pneumatic clamping force to match the material being held and it's tipped with a special material that has been specially designed to grip the timber firmly without leaving marks. The automatic component turnover system (with X and Z movement) repositions components automatically during the machining cycle, allowing all sides of the blank to be machined.

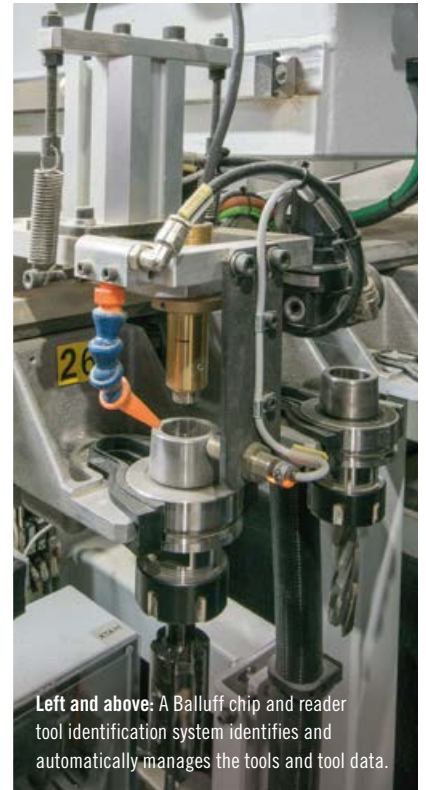


Each clamp is tipped with a special material that leaves no marks.

Talking to Roy, the infeed and clamping systems were the key features that impressed him most and they were instrumental in the decision to buy the CMS ProEvolution. "Typically this type of machine is used for window production, not furniture production" he says. "We looked at two or three other types of rail machine but we went for this one because it has the ability to fully programme the clamps. They can be positioned precisely where they are needed and that even enables us to cut the parts into multiples, each being held by one clamp. We have profile cutters that will do anything from a rail with a tenon on both ends to a fully shaped, curved component – anything from 50mm up to three metres. We looked at other machines and we put a lot of effort into studying the cycle times, head configurations and tool pockets, but the flexibility of the clamps was the major selling point for us. None of the other machines could give us that."

The clamps take each workpiece behind interlocked doors and into the machining

area. Here, twin 5-axis spindles facilitate one off, or multiple repeat components to be machined with zero set-up times under the watchful eye of remotely-viewable cameras. The powerful 15kW liquid cooled spindles – designed and built by CMS – offer full power from 12,000 rpm and provide a high level of torque, ideal when using larger tools that require slower speeds. The two heads work independently, each choosing the tools it needs. One works while the other collects the next tool. With one side machined, the piece is flipped for further machining, or transferred to the outfeed conveyor, as necessary. "It has three aggregate heads, a four-way axis, a saw aggregate and an under-cut aggregate that allows you to cut under the component without moving it when it's on the bed," explains Roy. "We can access all the way around a component. The quality coming off his machine is really excellent. We have reduced a lot of the sanding because of it. We want to come right down to denibbing."



Left and above: A Balluff chip and reader tool identification system identifies and automatically manages the tools and tool data.



Clamps transfer the finished workpieces to twin outfeed conveyors.



The twin outfeed conveyors are beam controlled.



Twin onboard cameras can be checked from the control, or monitored remotely.

The tool-changer breaches the wall separating the sound-damping machining area and the area inside the gated perimeter safety fence. Each spindle has its own 56-position tool-change station, enabling a huge variety of different components to be machined on demand. A Balluff chip and reader tool identification system identifies and automatically manages the tools and tool data, including tool number, length and diameter and tool location. It also monitors tool life. "When you make a new tool you assign it a new chip," explains Roy. "Readers on each magazine read the tools and know which tool is in which pocket so the machine will never pick up the wrong tool." The system offers the option to set the life of each tool. When the target is reached, the machine alerts the operator so the tool can be replaced.

Kieran Gunn is responsible for programming the ProEvolution. There are differences between this and the other CMS machines in the factory but nothing he would describe as major. "We use Alphacam," he says.

"I normally import a Solid Works model into Alphacam and align it, then I'll make a blank material piece with a stock of 2mm around the sides. That will determine which piece is loaded. After that I'll extract geometry, like tenons or mortices. I'll make tool paths then assign different tools to that part. Once I'm happy with it I can assign the clamps, then I'll simulate the entire machine so it shows any possible collisions, differences in tool heights, or any problems with placements. I can manually move the clamps if I need to. It's all pretty straightforward."

Making way for the ProEvolution meant massive upheaval, as Roy wanted to use the opportunity to reorganise the production process to create a better flow of parts through the machine shop. "It's been well worth the effort," he says. "We're looking to take out seven or eight machines that the ProEvolution will allow us to remove. The time saving the ProEvolution gives us is 30-40%. Because of the way the machine works – it's less 'hands on' than the other machines – the operator can do

other things and because the component is finished when it comes off, we get a cost reduction of about 50% from the operation.

"Throughout the process, CMS has been great," affirms Roy. "We started with a basic machine and they helped us modify the specification so it suited the operations we wanted to perform. Aside from aggregates, cameras, chips and a few external small things that we changed, we brought the two outside clamps in because some of the components we make are quite small. CMS worked with us to make it all happen. They are good to work with and they are good machines. Obviously things wear, but the first one we bought in 1990 is still going strong and still as accurate as ever. That says a lot. The ProEvolution is our tenth CMS."

For more information, download the free Furniture Journal app, then touch any picture displaying a link symbol on the online edition and it will take you straight to additional content. Alternatively, touch [g.cartwright@cmsukltd.co.uk](mailto:g.cartwright@cmsukltd.co.uk) to send an email, or call 07970 740265.

 Trovex bought their Striebig Control 4216 vertical panel saw from TM Machinery.

# Get Lean with Striebig

Easier material handling, better accuracy of cut, speed and reliability were just some of the reasons Trovex chose the Striebig Control 4216 vertical panel saw.

David Davis

“Lean manufacturing is a fundamental part of our business,” begins David Davis, Operations Director at Trovex. “This means putting the right processes in place to maintain quality, accuracy and speed of fabrication.” To assist in this manufacturing process, the hygienic interiors manufacturer has invested in its first Striebig Control 4216 vertical panel saw, which was supplied and installed by machinery distributor, TM Machinery.

As well as hygienic wall cladding, wash stations and cubicle systems, the Welham

Green-based manufacturer also produces PVC encapsulated doors for the commercial sector. With production of its high-end door sets almost doubling in the last 12 months, David and his team were keen to invest in a new machine that could maximise efficiency and offer unswerving precision, speed and reliability in the face of increasing orders. “We were previously cutting chipboard door blanks and birch ply or MDF internal door linings on a sliding table saw,” explains David. “Handling was difficult, with panel sizes measuring up to 3m x 1220mm and



The large blade and powerful motor make light work of intensive sizing operations.



A digital measuring system on both axes, programmable control system and automated cut cycle were just some of the reasons Trovex chose the Striebig Control 4216.



Until the Striebig arrived, handling was difficult, with panel sizes measuring up to 3m x 1220mm and door blanks measuring 900mm x 2.2m.

door blanks measuring 900mm x 2.2m. Without a digital control, we also had to rely on the precision of individual fabricators.

"Unlike a conventional door, that can be planned on-site to fit, our doors are fully encapsulated and are therefore manufactured to fine tolerance. This means every door that leaves our factory must fit the frame perfectly to avoid costly adjustments and delays. This made accuracy one of the most important factors to consider when specifying a new cutting machine."

With the addition of a grooving unit, the laser-assisted Striebig Control 4216 vertical panel saw, equipped with digital measuring system on both axes, programmable control system and automated cut cycle, ticked all the boxes for Trovex and has helped the company develop its lean manufacturing programme. "As soon as we saw the Striebig in action, there was no hesitation in my mind that this was the ideal vertical panel saw for us. The Swiss brand has a great reputation and, with TM Machinery's knowledge of the

machine, we had every confidence in them and the saw's abilities," says David. "We were not disappointed and we saw results immediately. The whole process has been simplified and cutting is always accurate thanks to the saw's automated functions. What was previously a two-man operation is now the responsibility of one fabricator, and the time it takes to cut materials to size both vertically and horizontally has been slashed."

The saw has already played a key role in several projects commissioned by the health authorities. "We had a very challenging installation at a London hospital at the end of last year that would have taken considerably more time without the Striebig," says David. "We needed to replace the existing door frames on a live hospital ward but they were made from steel and filled with concrete. To remove them would have involved a lot of time, dust and noise, so we came up with a system that essentially allowed us to fit a door within a door,

cladding the existing door frames in the process. The concept needed complete accuracy to limit disruption on the hospital ward. The Striebig was invaluable in this installation and allowed us to complete the project with minimal fuss and within a shorter timeframe."

David adds, "The Striebig has already brought a lot of benefits to the business and we're now in a position to work on a wider range of projects. Research and development is high on our agenda and we're always looking at ways to improve what we do. The introduction of the 'Control' has given us the opportunity to innovate and maximise our potential, whilst maintain our core manufacturing processes."

For more information on the complete woodworking machinery range offered by TM Machinery Sales Ltd and its servicing division, TM Services & Spares Ltd., visit [www.tmmachinery.co.uk](http://www.tmmachinery.co.uk) or call 0116 271 7155. For the latest news, follow TM Machinery on Twitter: @TM\_Machinery.



The Holz-Her Dynestic 7532 "Lift Edition", with scissor lift at Silentnight.

# Savings for

**A new Holz-Her Dynestic will give Silentnight a 50% increase in headboard production capability, save three operators and cut waste by 32%.**



Geltex by Silentnight

With around 2,500 units to produce every week at peak time, every minute lost and every square centimetre of raw material wasted means profit flowing out of the door. Nigel Buck, Site Engineering Manager at the Barnoldswick-based bed, mattress and headboard manufacturer, Silentnight, knows this all too well. Even though Silentnight is a business that depends on traditional skills and prides itself on the quality of handwork that goes into its products, Nigel is convinced it's possible to improve efficiency and reduce residual waste from the manufacturing process – and with the first of several new processes he'd like to introduce already in place, he's demonstrated this admirably. When headboard production fully shifts over to the company's new Holz-Her Dynestic, commissioned in December 2017, the company will see its production capability increased by 50%, labour reduced from four operators to one, and waste will drop from

44% to around 12%. Just through better nesting of materials alone, that will put £40,000 back in the company's bank account and further underline its commitment to environmental and sustainable initiatives.

The machine Silentnight bought is a Holz-Her Dynestic 7532 "Lift Edition", three-axis machining centre. It's a relatively basic specification because, as Nigel says, its sole task is to nest, cut out, machine and drill 12mm thick chipboard blanks that are subsequently upholstered by hand and turned into headboards. "We bought this machine to make 2d blanks and what we needed was a robust machine that would improve our board utilisation but didn't have too many extras," Nigel told Furniture Journal. "We currently take a chipboard sheet, we wall saw it down to size, put it on a router and machine single boards from a cut-down sheet. There's labour associated with taking it off the pack and cutting it down to size. We then put the rough shape on a router that then

**Below:** Boards are loaded in packs onto the gravity conveyor.  
**Bottom:** The welded moving gantry bridge ensures high rigidity.  
**Cut-out:** The Dynestic has a manual operating unit equipped with a 13 metre umbilical.



Transport to the processing table is automatic, via a pull-in device with side positioning, and suction cups remove the panels.

# Silentnight

machines the profile and drills various holes and slots. We run that 16 hours a day and struggle because it's on the cusp of its capacity. There's a lot of labour with the old machine. We also have a very high waste percentage – around 44%.

"We made the decision to go for a Holz-Her because it gives far better yield – better than either of the other two machines we looked at. When we are fully up and running and we've phased the old machine out, we'll go from 44% waste to around 12%, then there's a further saving in terms of labour."

The Dynestic 7532 at Silentnight has a solid, continuous matrix table with a working length of 3,700mm (X) by 2,200mm (Y). It has an integrated 4,200mm x 2,200mm scissor lift infeed with fenders for alignment of panel stacks (ahead of which is a gravity conveyor that Nigel had installed) and an automated outfeed. Transport to the processing table is automatic, via a pull-in

device with side positioning, and suction cups remove the panels. "You put a pack of chipboard onto it with a forklift and the gravity conveyor feeds directly to a scissor lift that manages the level," he explained. "The machine picks the first piece of chipboard and puts it on the table, machines the various headboards and then pushes it onto the outfeed. It's all automated. There's no material handling apart from putting the full pack on in the first place. It represents a substantial reduction in labour."

Although Nigel freely admits headboard production only requires four tools – a router tool to cut out the shape, a slotting tool for the positioning slots and two different drills – the 1.5kW 7876 drill aggregate on his Dynestic 7532 is capable of carrying more. In total, it will hold 15 spindles, including nine vertical spindles of 35mm maximum drill diameter, and six horizontal spindles – two double drill spindles in the X direction and one double



Nigel Buck



The 1.5kW 7876 aggregate can be equipped with up to nine vertical spindles and six horizontal spindles, though Silentnight's requirement is for far fewer.



**Above:** Silentnight's Dynestic has an 18-position tool-changer and Holz-Her's "Touch Tool" tool length detection system.

#### Opposite Page

**Main image and centre left:** The discharge table stops automatically when a panel breaks the light barrier.

**Centre right:** Campus V7 also includes the extremely efficient Better Nest "True Shape Nest" nesting software.

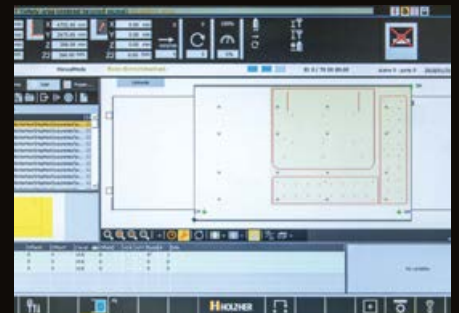
**Bottom right:** Touch a product on the 19" touch screen in the unload area to generate a label.

drill spindle in the Y direction. There's also a 12kW, air-cooled cutter unit for cutting or sanding tools of up to 160mm diameter. The tool-changer is a disc-type unit with 18 positions, and fitted to this particular machine is Holz-Her's "Touch Tool" tool length detection system, a handy addition that will pick up any breakages as well as adjusting for tool length automatically every time a tool is changed.

At the very heart of the Dynestic 7532 is Campus V7 software, including Cabinet Select that allows shopping basket-style selection of the various headboard designs offered by Silentnight - and parametric size adjustment of them. Campus V7 also includes the extremely efficient Better Nest "True Shape Nest" nesting software that so impressed Nigel. "When we move production over completely, the software will enable us to send the machine a full day's schedule of all the boards we want to make," he explained. "There's a lot of variety in our range - 150

different shapes and sizes. The machine takes that data, then finds the most economical way of managing it on as few boards as it can. Where once we were getting one headboard out of a sheet, we're now getting up to five or six because it nests a whole day's production in one go. Information comes from our MRP system and takes the order to the machine. There's a bit of manual manipulation to process the file through Better Nest but then the machine will run whatever number of boards is required and each will be optimised."

Quite apart from the reduction in waste resulting from efficient nesting, the Dynestic has enabled Nigel to move up to jumbo boards. "Currently we have to buy a small board for manual handling on the saw and that doesn't give as good a yield because we can't nest it," he confirmed. "We're going up to jumbo boards because the Holz-Her does all the handling and that is going to give us another saving."



Not only can the software nest a whole day's production in one go to provide the best possible board yield, it will provide configurable reports of nesting results and generate labels for each part as it comes off the outfeed. "When we print, it shows what size the headboard is, what shape it is, what the order number is, what slot it's for, which vehicle it is for – a big list of data from which manufacturing can decide what they need to do next."

With two strong competitors offering very capable machines, what was it that finally decided Nigel in favour of the Holz-Her Dynestic? "Price was one factor," he admits candidly, "But we gave each of them the same day's-worth of work to optimise and tell us what the yield would be and Holz-Her's yield was better. We also had a history with Weinig – we have other Weinig equipment on site and we have a good relationship with them. That was a big tick for us. I also think the other machines were perhaps a bit over-

complex for what we needed. The Holz-Her we bought is robust but it doesn't have so many of the bells and whistles we don't need. We did a fairly comprehensive comparison of the machines and the Holz-Her definitely came out best for the job we need to do.

"The savings we've declared are we currently have two operators on two shifts – a wall saw operator and a router operator. This machine will cover our current demand on one shift with one man. I've gone from four operators to one and halved the production time as well, so it's given us 50% more production capacity. Not counting material savings, that will give us payback in 1.65 years."

To find out more about the Holz-Her Dynestic, download the free Furniture Journal app from your app store, open the app and touch any picture in the digital magazine displaying a link sign. This will take you straight to a video or more content. Alternatively, call Weinig Group UK on 01235 557600, or touch [sales@weinig.co.uk](mailto:sales@weinig.co.uk) to send an email.





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# Take Flight

If you want a dedicated drilling machine with a small footprint that's sensibly priced, what are the options? There are plenty of through-feed machines around and several smaller vertical drilling machines that might fit the bill, but with a through-feed you have to have off-loading space at the outfeed end and that takes space. Although there are advantages to vertical drilling machines, if you're concerned about potential damage to the edge when the panel is transported into the machine, a vertical drilling machine probably isn't for you either. So, what's left?

About three years ago, Alberti launched a very efficient, compact drilling machine called the T-Flight. Some of you may remember it at Ligna 2015. It can be used as a true through-feed where space permits, and the infeed table has been cleverly designed with an extension section that can be detached to minimise the space requirement if you don't need to process lengthy panels – but where space is very limited, or for single operator use, the Alberti T-Flight will also send the panel back to

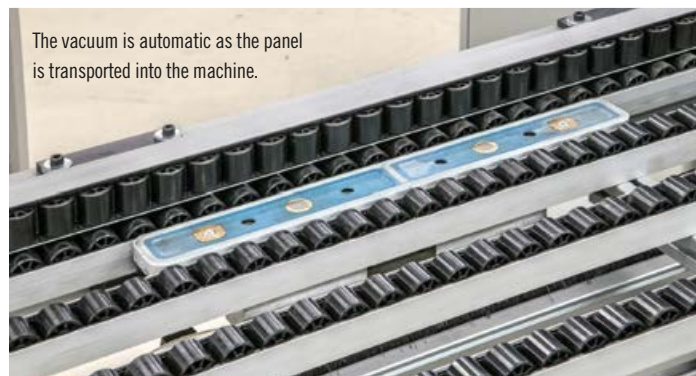
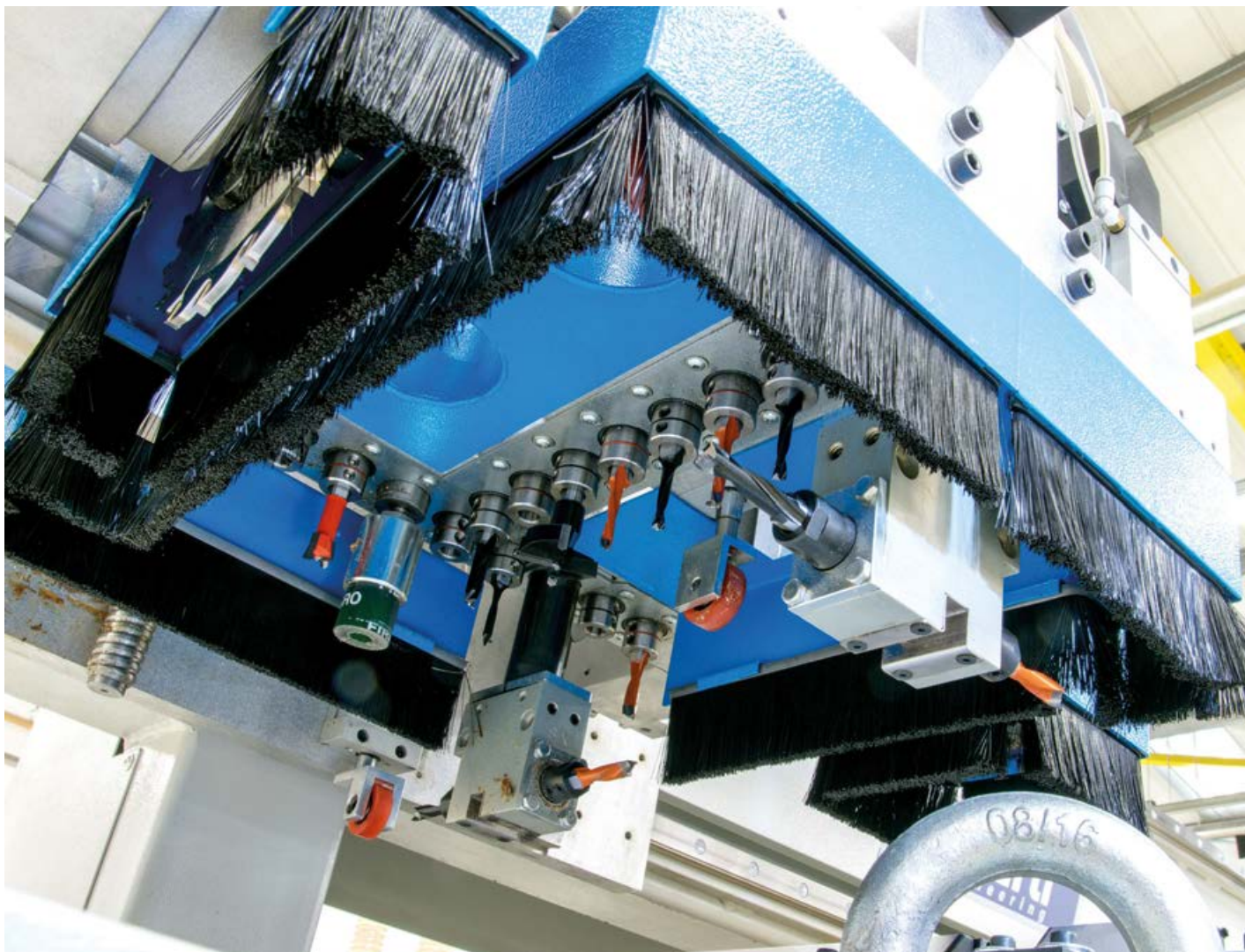
the operator when it's been processed. And that makes it a one-man machine as well as a machine with a compact footprint.

Since its launch, Alberti has been busily developing the T-Flight, adding goodies to improve speed, productivity and flexibility. When its nearest competitor takes between a minute and a minute-and-a-half to process a full gable (plus loading time and vacuum), it's claimed the T-Flight will do it in just 35 seconds.

The Alberti T-Flight has a top-fed bed with a roller table. The pressure is automatic, so whatever programme you're pulling from the library, the side fence comes in automatically to the component. The panel is fed in automatically, drilled, and either sent out of the back of the machine or returned to the operator. Laser recognition of the panel picks up the leading edge as it enters the machine and starts the drilling sequence 9mm from the edge. Because the laser checks for the back of the panel and drills the construction drilling from the laser reading not from the panel size, if a panel is

**Fast drilling from the single operator Alberti T-Flight.**





The vacuum is automatic as the panel is transported into the machine.



The side fence comes in automatically to the component.

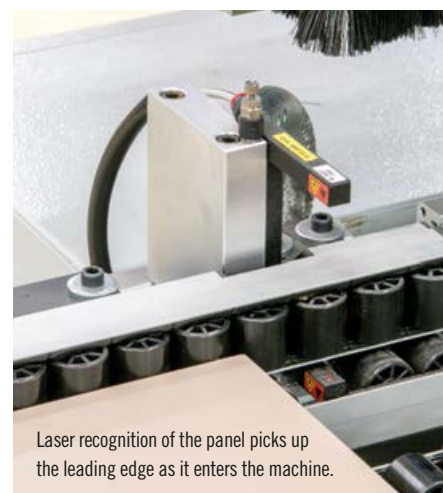
a millimetre over or undersize, the construction drilling remains accurate. Any error is always thrown to the middle of the panel, so steps between rails and gables, either up or down, simply can't happen.

The parametric programming is very easy to use: change the panel size and everything changes with it, or programme a left-hand gable, then mirror image it to create a right-hand gable. It's easy to create a library of individual parts for batch production, or clusters of different parts for complete base units that can then be machined in batches of four, six, or however many cabinets you need for a particular job.

While one is being machined, the next can be assembled, making the T-Flight a very handy addition to a small operation.

The Alberti T-Flight comes with 12 vertical drills, horizontal drilling on all sides of the panel, a router head for grooving and a saw blade on the longitudinal access. Butt and scribe joints, locking slots, sink cut-outs, cable tidy cut-outs – it'll do the lot, even if you're machining a 40mm worktop.

For more information on the Alberti T-Flight, call Ney Ltd on 024 7630 8100, or download the free, interactive Furniture Journal app from your app store and touch [www.ney.co.uk](http://www.ney.co.uk) on the interactive page.



Laser recognition of the panel picks up the leading edge as it enters the machine.

# Machines - Materials - Components - Doors - Panels - Finance



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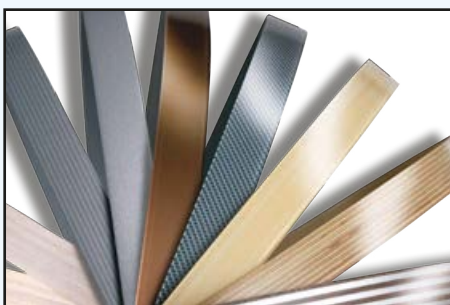
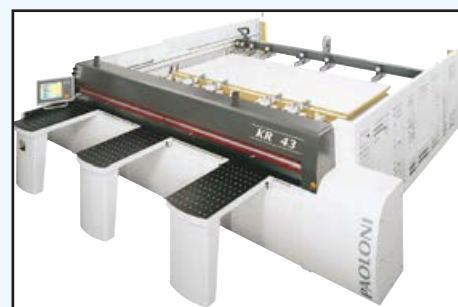
The Alberti T-Flight - a dedicated throughfeed drilling machine, which is extremely accurate and fast, with a small footprint and is very competitively priced. Machine a typical kitchen gable in 35 seconds and process butt and scribe joints on worktops, locking slots, sink cut-outs, cable tidy cut-outs – it will process everything.



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**Below - from top to bottom:**

Cross Cut Frame with angle setting.

Telescopic Fence with length stops.

Small work Mitre Fence with material clamp.

Cast iron motor frame with integral dust port.



# Sizing Up

**Axminster's Industrial Series sliding table panel saw is modestly priced but packed with useful features.**

If you are in the market for an industrial panel saw, Axminster's P305/2600 OHCG is a great mid-sized panel saw, designed for ease of use and the high accuracy cutting of board materials of all types.

Offering a full 2,500mm before the blade, the 2,600mm x 360mm sliding table is robust and smooth running. A panel frame supports the larger boards and the saw has a mitre fence with extension and two length stops. The saw is available with a choice of main blade size, either 305mm or 355mm giving a maximum depth of cut at 110mm at 90°. The 120mm scoring blade is powered by a separate motor, giving the finest of scoring cuts on faced materials and preventing chipping of the edge of the cut. For safety with blades of up to 355mm in diameter, the overhead crown guard provided with the Axminster P305/2600 OHCG saw is a must. Also included is a riving knife for 355mm

blades. A 96T fine crosscut blade main saw blade from the Axcaliber Premium blade selection is supplied.

The main table is a rigid, precision ground, cast iron surface of 548mm x 896mm supported by a welded steel chassis, powder coated for long-term protection. A cast iron rip fence body with fine width adjustment is complemented by a long, alloy extrusion fence arm, all running on a solid 40mm diameter chromed steel rail. Rear outfeed and side extension tables are standard, along with a work clamp, handle and edge shoe for the sliding table.

Leasing is available for this machine and it comes with a three-year guarantee. For further details and information on pricing, call 01297 630032, visit [www.axminster.co.uk](http://www.axminster.co.uk), or download the free interactive Furniture Journal app, look for page 49 in the online edition and touch the main image for a direct link.

# A Vote for Lambson

When Lambson wanted a shredder that would handle high volumes with ease and produce material of specific size on demand, they chose a giant Voteecs from Schelling UK.

  
The Voteecs EZ15/2



Votecs built Lambson's a machine with a conveyor feed that's auto-sensing.



Votecs machines have customised rotor diameters, manufactured in one piece for torsion-resistance.



The size of the chips is determined by the screen perforations. David chose a 30mm screen.

With the cost of landfill at an all-time high, energy prices rising steadily and the options for heating factories with biomass growing, it makes sense to look at ways of utilising residual product from your manufacturing process rather than paying to have it taken away. That's exactly what Castleford-based Lambson has done. Over the last year or so, the company has invested in a new boiler system – and to feed it, they commissioned the building of one of the largest and most sophisticated shredders ever made by the German company, Votecs: a Votecs single shaft EZ series 15/2 machine.

"We wanted something that would handle the volume of shredding easily and produce the material size we wanted exactly when it was needed," Lambson's Operations Director, David Bean told Furniture Journal. "But we also wanted a machine that was very safe. We didn't want anyone getting near it while it was working, or putting material in it with forklift trucks, so Votecs built a machine with a much larger hopper to prevent anyone getting close and a conveyor feed that's auto-sensing, stops

when there's nothing to feed and restarts automatically when it's needed."

As with most of the new machinery in Lambson's factory, David's policy is to future-proof wherever possible and the Votecs was no exception. Working closely with Andy Hepworth from Schelling UK, from whom Lambson had already purchased two beam saws, and Thomas from Votecs in Germany, he intentionally over-specified the shredder "so it didn't have to work as hard". Then he set about producing a demanding brief that encompassed not only safety for those using the machine but also the most appropriate material size for the biomass system – and a fuel store that would see the factory right for two days of winter burning if they ever needed to take the Votecs off line. The result, installed and commissioned in November 2016, was a machine with a number of unique, innovative features.

"We pre-process the material going into the shredder to make it super-efficient, then it goes through a 30mm screen," explained David. "Rams in the bottom of the machine push the material against the teeth of the rotor; then



David Bean



shredded material drops onto a conveyor. Metal fragments are separated out by magnets, then it's fed vertically through a universal screw up the side of the fuel store and along a second, horizontal screw into the fuel store itself." Rather cleverly, as the material is conveyed by the overhead screw it is pushed out through various openings in a pipe that runs the length of the ceiling in the store to create pyramids along the floor. The first opening blocks as the pyramid reaches capacity, so material is conveyed to the second opening, then the third and so on. "It means we can fill the fuel store with several pyramids of material and utilise all the space instead of the store blocking when the first pyramid has been created," explained David. "We built the plinth for the machine to sit on and the fuel store. Voteecs designed and built the machine and the transport systems for us." The heating system is fed automatically by two screws in the floor of the fuel store.

The Voteecs EZ15/2 operates quietly for five or six hours every day – a prerequisite when you have neighbours – and it's been doing so for the last 12 months with little or no maintenance. David is delighted, both with the machine itself and with the service he's received from Voteecs and their UK representatives, Schelling UK: "We had a lot of discussion with

Thomas in Germany about the specification. He is so passionate about what he does. He wants the best and he made sure we got it. Schelling supported the deal and managed it with Voteecs. From point of order to installation, the machine came within six weeks. They'd already assembled and tested it in Germany and it arrived in three bits that bolted together. The whole installation took about three days. It's worked perfectly ever since and only requires occasional greasing and checking. We haven't even had to change the teeth."

Crucially, the Voteecs – one of more than 20 Voteecs shredders sold by Schelling UK – isn't just running well, it's helping Lambson's save money by making almost all the residual product from its manufacturing processes utilisable by the biomass system. "The amount of residual product that goes through the Voteecs heats the whole factory without reference to the gas," confirmed David. "That's just a standby now. The saving is substantial in the course of a year."

For more information on Voteecs, download the free Furniture Journal app, turn to this article in the online edition and touch any picture displaying a link sign. It will take you straight to a video or more content. Alternatively, call Schelling UK on 01937 586340 or email [info@schelling.co.uk](mailto:info@schelling.co.uk)



**Top left and top right:** 30mm screened material is fed vertically through a universal screw up the side of the fuel store to a second screw.

**Above:** Shredded material is conveyed by an overhead screw that pushes it out through chutes to create pyramids along the entire length of the store.

**Below:** Operation is simple and automatic.



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# Long Loads made Easy

Pick a long load easily, turn the wheels through 90 degrees and travel with a Combilift CB.

**When you're moving five-metre long loads and need to maximise warehouse space, there are definite advantages to a Combilift truck.**

If you've ever tried picking up a heavy, four or five-metre wide load of worktops with a standard counterbalance forklift truck, you'll know exactly the problem that faced Castleford-based contract laminator, Lambson. "It's virtually an impossible task for a counterbalance truck," says Lambson's Operations Director, David Bean. "The truck just de-rates." The last thing anybody wants is an up-ended forklift, so it's fortunate David knew of a company that could provide a solution.

For the last seven or eight years, Lambson has been using Aisle Master trucks from the Irish company, Combilift to move

the thousands of vinyl rolls it carries in stock around the factory. "When Combilift came in and planned the warehouse for us, they were able to reduce the aisle width to two metres and increase the available space by 50% using their Aisle Master trucks," explains David. "They looked at the product, the racking we wanted to use, the size of the facility, then they gave us various options on layout, which made justification for the project and the investment in the trucks a lot easier. It worked out well for us. But those are the only 4x4 pallets we use now. Everything else is 2m, 3m, 4m, or 5m wide, so it's a wide lift. As we got longer and

David Bean





A spreader bar makes easy work of moving five-metre lengths.



longer lengths of chipboard, worktops and plywood to work with, we still wanted to keep the warehousing to minimum width aisles, so we had to look for another solution. For wide lifts, we are using a Combi-CB with a spreader bar attachment."

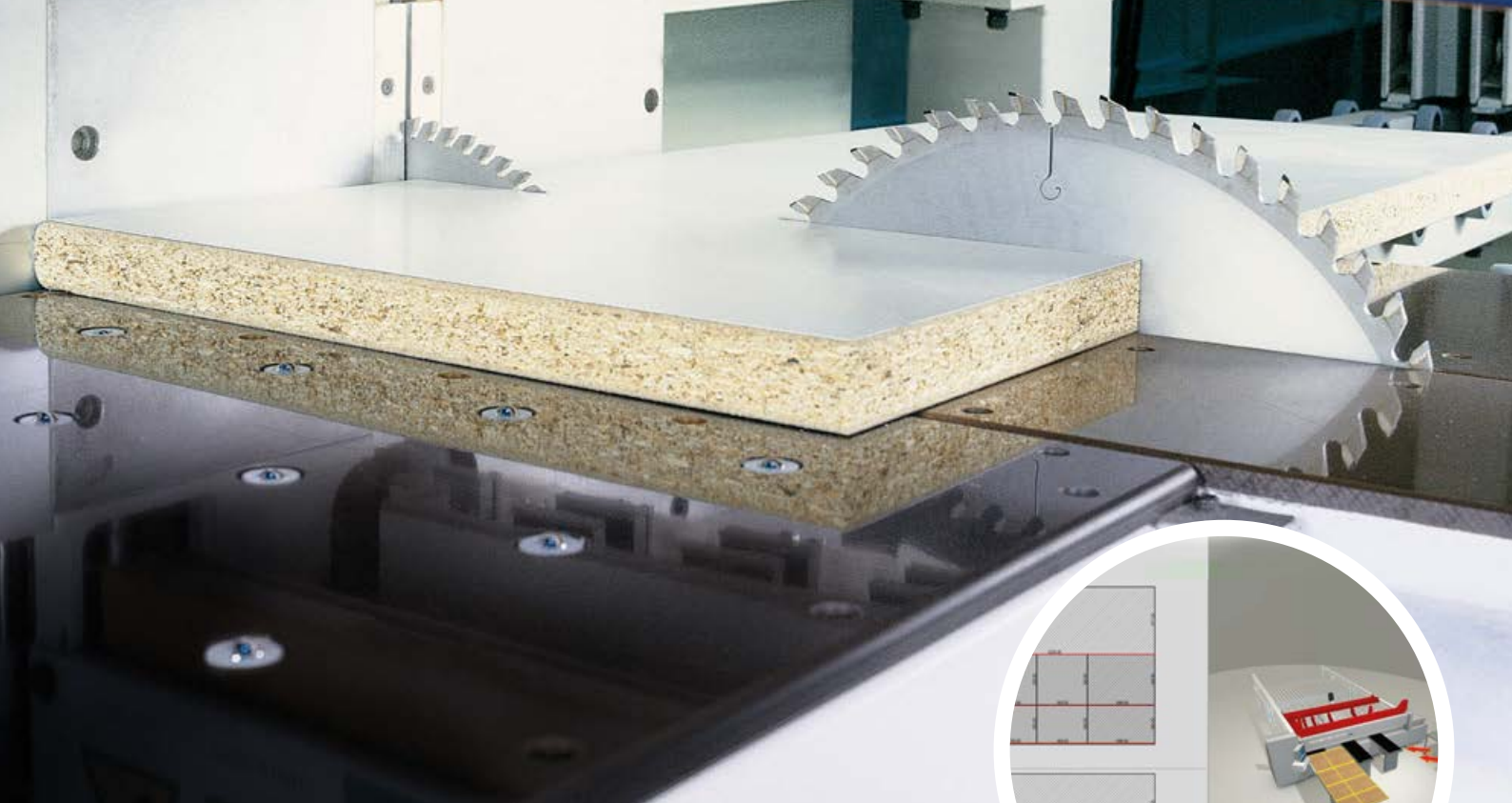
Through Combilift's local agent, Forktruck Solutions, David ordered three LPG-powered Combi-CBs - a four-tonne C4000CB with a 5.15 metre Triplex Freelif mast and integrated side-shift, and two of the smaller C2500CB models with 4.9 metre masts and a special fork positioner kit. Key to handling the wider loads are an extra wide fork attachment and the unique Combilift drive concept: "The concept of the CB truck is special," says David. "It's not the same philosophy as a sideloader. We can pick the longer lengths up easily, turn the wheels through 90 degrees and travel. You drive at 90 degrees to what you pick the product up at, so you're only 3.5m wide even though you're 5m long. Only the Combilift will give you that."

Much of Lambson's work involves converting panels into different sizes. For

handling and warehousing products, bringing things in from the docks, loading and unloading the wagons, putting the stock away and shunting between the sites, David says the Combilifts are ideal and don't give problems. "We don't get many problems with the Combilifts at all and Forktruck Solutions give us a four-hour response to any issues we might have," he confirms.

But how are the trucks to work with? Do the drivers like them? Mark Lewis has been with the company 25 years: "The Combilift is a lot better than the other trucks, a lot more powerful and much easier to get into small spaces," he says. "Comfort - I could fall asleep on it. It's very, very comfortable. The 4-tonner is my favourite because there's so much space in the cockpit."

If you'd like to get more out of your existing warehouse space, contact Combilift on + 353 478 0500 or email [info@combilift.com](mailto:info@combilift.com). To see the CB in action, download the free Furniture Journal app from your app store, turn to page 55 of the online edition and tap the picture. It will take you straight to a video.



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