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JANUARY 2019

JOURNAL

DESIGN & DÉCORS EDITION

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Steve Bulmer talks about **Biesse UK** as the company celebrates its 25th anniversary

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Interprint's HUB Festival

Pronouncing Pfleiderer

Trends for 2019 from the market leaders

Salice on Style

Cworkshop steps up **Production**

Stefani XD: a big hit at **Utopia**

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On the Cover

Steve Bulmer talks about Biesse UK as the company celebrates its 25th anniversary

Story: pages 2-5.

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WORLD LAND TRUST™ By using Carbon Balanced Paper through the World Land Trust on this publication we have offset 2422kg of Carbon & preserved 1623sqm of critically threatened tropical forests.
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Barnwell Print Reg. No. 2102

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ISSN 13653-8969

Readers should note that a charge may have been made by the publishers to cover the cost of reproducing some colour photographs in this publication.

Origination: CPC Ltd

Printing: Barnwell Print

Published by: Craftsman Publishing Company Ltd,

Landings House, Lound Road, Blundeston,

Suffolk, NR32 5AT, England.

www.craftsmanpublishing.co.uk

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A portrait of Steve Bulmer, a middle-aged man with a balding head, smiling. He is wearing a dark grey suit jacket, a white shirt, and a blue patterned tie. The background is a dark, neutral grey.

Behind Biesse UK

Steve Bulmer talks to Melvyn Earle about Biesse UK as the company celebrates 25 years in business.

I confess, I'm not much of an astrologist. That said, I've noticed distinct and quite unmistakable similarities between people born under certain star signs. Perhaps easiest to spot are the Scorpios. Generally perceptive, ridiculously hard-working, totally committed, motivated by achievement and being 'the best', Scorpios lead from the front and often rise to the top of their professions.

Bill Gates is one. So is Gordon Ramsay. Martin Luther, Christopher Columbus, Pablo Picasso, Hilary Clinton, Wayne Rooney... they're all Scorpios. Love them or loathe them, it's hard to deny their passion or ignore their determination.

Sitting opposite me in an office at Biesse UK in Daventry that's about to be part of an ambitious refurbishment plan for 2019 is

Steve Bulmer, Biesse UK's Managing Director. He's a Scorpio and the traits are clear to see: he's relaxed, confident but perhaps just a little reserved. When he answers my questions, he does so deliberately, directly and in a quiet voice that only occasionally hints at the passion he clearly feels for the industry and the company. He means every word he says and doesn't pull any punches. In his



Left: The Rover 321.

Below: The Techno throughfeed machine.

whistlestop appraisal of the 25 years since the UK subsidiary was founded, his almost ruthless honesty about its successes, its failings and the difficulties it has faced en route to the vision he has for Biesse UK is refreshingly objective and free from sparkle and spin. Its failings he takes on the chin. Credit for its successes he deflects: it's been a team effort, he tells me, more than a hint of pride in his voice. "People are the most important asset in any business. That's where the real value lies. Recruiting is never easy and we haven't always got it right, but we have a great team here now. It's one of the things I'm most proud of."

It was back in 1993 that Biesse UK Ltd first opened its doors. Steve remembers it well: "We started out in rented accommodation across

the road," he tells me. "There were just three of us, but the timing was perfect. Being a subsidiary rather than a distributor really helped our success. The market was ready for a direct approach. CNC was fresh and coming out of the recession, manufacturers needed flexibility. Adaptability and the CNC fitted the bill. In the first year of Biesse UK Ltd we did 2.7 million.

"The machine we were selling was the 321R - still one of my favourites. It was such a small powerhouse. The design was fantastic for routing. We sold those by the bucket load, along with the 346 gantry machine and the Techno throughfeed machine. Selco, who'd started a few years before with a blank sheet of paper, gave us another product that was streets ahead of the competition. I don't want to say it was easy, but the market was ready

for those products at that time. The biggest challenge was seeing everybody.

"The Techno machine made Biesse a firm favourite with the bigger companies. It offered a much better price point than its German competitor and companies like Moores, Decorative Panels, Bernstein, Richmond, Rixonway and BA Components - they were among the companies that were investing.

"When Biesse bought RBO, we were able to offer drilling lines with feeders and stackers. It was all the SMEs who wanted the Rovers. We had a good mix for panel processing. Comil was bought a year or so later and that took us into carcass presses and shrink wrapping. It was always a combination of the right products and the right people that made Biesse UK a success."



Biesse UK's current offices



Glass and stone Tech Centre

1995 saw Biesse with a new Managing Director but the over-cautious approach to investing he brought to the business didn't sit well with Steve. "The business wanted a low risk option to keep the books straight, but the market was pulling us along. Sales were growing at more than 20% year on year and we needed to grow the internal resources to meet that demand, but it did not happen." Steve wasn't comfortable with that, so he left in 2000. "I didn't want to," he admits. "I loved the product, liked working for Biesse, but couldn't be at the head of sales for a company that was, at the time, on the verge of letting customers down. It just didn't sit well with me, so I left and set up my own business." It wouldn't sit well with any Scorpio.

Steve admits, he learned more in that three years than ever before, but selling finished furniture components wasn't for him. "I'm not leather and lace, I'm nuts and bolts," he says candidly. "Wood dust runs in my veins." So, when the opportunity presented itself to return to Biesse in the autumn of 2003, he didn't hesitate. It would be June 2009 before he'd take the reins as Managing Director.

"Biesse had changed a lot in that time," he recalls. "The perception of Biesse needed improving. When I left in 2000, it was still quite good but I knew then that we were

under resourced and at risk of upsetting customers. 2004 was difficult. We were still trading OK but we'd lost some customers because we'd let them down. Customers had lost faith and it took a long time to get that confidence back."

Throughout the most difficult years of the recession, there was wage pressure and overtime stopped but, convinced there was a market to grow, Steve was determined to hang onto his technicians. "We introduced Total Care in 2011 and that marked the turning point for us. The market started to pull, people were queuing up to buy machines and we took a lot larger market share than we'd been able to get previously. We were taking people on but it was difficult to grow the service at the same level. We were still desperate for more technicians."

This industry-wide problem is one Steve is endeavouring to address by recruiting a regular stream of junior technicians and providing them with ongoing in-house training. But it's an inescapable fact that being a technician in this industry is significantly more demanding than in many others, and it's something Steve is all too well aware of: "Our industry is so niche that even if you take a qualified engineer from the metalworking industry, it's a steep learning curve. So much is about the application and the materials we

use. Our market is very complicated. It doesn't look it but it is."

The opportunity to work with a major kitchen producer in 2011-12 marked another turning point for Biesse UK. "It was a big company. They were very well organised, had a big team and lots of resources. We were a business operating in different market sectors with different expectations from customers. We had to raise our game and they made that very clear. I can remember sitting down with one of the directors before they placed the order. He said they were going to be the most unreasonable company we had ever worked with. I nearly choked on my steak." The unreasonable demand was for top commitment, top performance, 100% attention to get things right, and they expected every detail to be demonstrated and every claim to be proved – standards most manufacturers, especially larger manufacturers, now expect. "They were professional project managers and engineers and they did the job properly. That was my first experience where somebody had done it so well and it really helped shape us and lead us where we needed to be."

Steve's expectation today is that the standards demanded of Biesse UK back then should be business as usual with every single



customer. "Too many people buy a machine because they've seen it and they like it but many don't really know what they're buying," he says. "We always make sure that we are 100% clear on what's included and what's not in the scope of supply."

He is also pushing for simplified machine offers: "I just think we humans like to make things complex," he says. "I don't want to stop progress but the wider the variation of machines we supply, the more complicated we're making things. If we can train technicians on fewer variations, they will be more efficient and do a better job. That's not limiting customers. They can still have whatever they need. But, for example, those manufacturing kitchens are making them in almost the same way in terms of the operations, instead of trying to create USPs for the sake of it - which is my fear at the moment in the market - I want Biesse UK to offer a reduced number of machine variations that's focussed on what's actually needed to do the job. If you can hone a

customer into what he actually needs rather than what he desires, the result is better all round." Steve is determined to develop other areas of the business besides the product - value, support and service being key. "I believe the whole industry can improve on this," he says.

Steve's Scorpio perceptiveness and ability to see things more clearly than others hasn't provided his crystal ball with an infallible window on Brexit. He's proceeding cautiously but, at the same time, remains quietly confident and optimistic about the future. Rather than press ahead and expand into the new greenfield site he was contemplating, he's undertaken to refurbish the present offices, showroom, training and demonstration facility in 2019 and leased a second building for service and spares that also includes a glass and stone machinery tech centre and allows for further business growth. But this prudent strategy is tempered with confidence drawn from the industry itself: "I was nervous of the W

exhibition," he admits. "With the Brexit deadline just around the corner, I was expecting people would sit on the fence a bit with capital investment. It just didn't happen. It shows how buoyant the furniture and woodworking sectors are. I see customers genuinely busy, which is also a challenge to the business because some are too busy to be looking at new kit. It's been the best year for forward orders we've had for five or six years. Profit is better than we budgeted and up on 2017, so the business is in good shape, and incoming orders in the second half of the year have been really good for us. We're expecting growth in 2019 and from what I can see, it's supported. Our three-year strategy is all about growth."

For more information on Biesse machines, the Biesse Total care programme, or technical support, call Biesse UK on 01327 300366 or, if you are reading the online App edition of Furniture Journal with your smartphone or tablet, tap [here](#) to be linked to Biesse UK's website.

HUB

INTERPRINT
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Festival at the HUB

Many readers of Furniture Journal will remember Interprint's Furniture Days fondly. They ran for a decade and never failed to leave an impression. In later years, they were often lavish, theatrical experiences that told the stories behind Interprint's newly-launched Six Pack décors - the predicted best sellers for the coming year - with stage sets, dramatic lighting and players from the design department. They were spectacular events. Unforgettable. But times are changing. In a bold move, Interprint has replaced its Furniture Days with the HUB Festival. The venue has moved from Arnsberg to the SANAA building in Essen. It's become a true festival with the stands of partner

companies in a mini exhibition alongside a speaker programme and an expanded presentation of décors occupying an entire floor. The six pack has become a set of eight décors and in it you'll find old friends as well as new ones. And Interprint has transformed itself into a facilitator, providing a platform for various disciplines as well as a source of inspiration. But was it a success and what lies behind this change?

On the first day alone, 400 guests from around the world arrived, including visitors from Europe, Russia, Turkey and South America. Every presentation in the auditorium was packed out. "We are really happy about this because it is a risk to change from a successful



“Interprint’s HUB Festival provided a platform for various disciplines and a source of inspiration. The new format delighted more than 600 national and international visitors and more than 250 companies were in attendance.”



Salvatore Figliuzzi,
Director of Marketing & Design



event such as our Furniture Days to a completely new concept,” commented Salvatore Figliuzzi, Director of Marketing and Design at Interprint. “Our new approach is unique in the industry – that is confirmed by the feedback we have received.”

Taken in the historical context of the Furniture Days, the change is a logical development. The HUB Festival is every bit as much about design and inspiration as the Furniture Days, but by inviting eminent speakers to present their ideas and partner companies like Technocell, Hornschuch, Rehau, Hueck, Sesa and MKT to show their products, the whole event has become much more of an exchange of ideas, in keeping with the motto

for the event, *everyone gives, everyone receives, everyone benefits*. Trend and future experts, Barbara Busse (Future+You) and Raphael Gielgen from Vitra, designer Massimo Iosa Ghini and architect Sabine Keggenhoff, bloggers Antonia Schmitz and Elisabetta Rizzato all presented in a packed auditorium. And Germany’s only professor for colour theory, Timo Rieke from Hildesheim University of Applied Sciences and Arts, spoke about the “Power of Colours”. So popular were these presentations that every seat was taken, visitors were standing at the back and filling the aisles, and many had to listen to the speakers on headphones from beyond the seating area.

Across the décor industry, there’s a growing feeling that brakes need to be applied to the reckless pace of change, and the relevance of an endless cycle of one new trend followed by the next in quick succession is being questioned, re-evaluated, recoloured in more relevant shades. With its HUB Festival, Interprint has taken something of a lead here and, for the first time, the focus was no longer on a Six Pack of entirely new ideas.

It is a simple fact that the furniture manufacturing industry at large doesn’t change its décors with anything like the speed the décor industry has been creating new ones. The Indigo blue we saw two years ago, for example, has only recently made its way



into furniture designs and it's likely to be on sale for anything between three and six years, maybe more. This is a story that's repeated across the entire spectrum of décor trends. There are times when some designs have been ahead of the market and, as a result, they've not made it into mainstream manufacturing. Only now, two or three years after their unveiling, are they being seen as a good fit with mainstream manufacturing.

"What we are trying to do is slow down the trends, take a look back at the best sellers out of the Six Pack, recolour them for new contemporary trends going forward and reintroduce a few of the designs that were ahead of their time but are now fitting

to the market rather than creating an entirely new Six Pack," Peter Garlington, Design Director of Interprint USA, told Furniture Journal. "There are now eight stations of former Six Packs. There is no new Six Pack this year, but we are showing a décor section with brand new designs and new collections for the future.

"The idea of trends is changing because of the over population of social media, instagram, twitter accounts and bloggers. Expert bloggers are one thing. But when you have bloggers with zero knowledge of real trends but a lot of opinion, it's impossible to distinguish between them and those who are writing authoritatively about trends. The market is becoming clouded

and that's making it much more difficult to develop a worthwhile trend. It's another reason we decided to slow down the pace."

The results could be seen on the second floor where TSFKASP ("The Selection Formerly Known As Six Pack") had been distributed through various campaign areas. Old friends were to be found in each area: Artisan, Aurora, Ambassador, Grid, Katthult, Nairo, Nomad and Veneto were all presented in newly vitalised forms, recoloured, tweaked, and shown with the products of partner companies. Classics like Artisan, which meets demand for natural materials with its warm oak colour, is an Interprint bestseller that has taken the leap from trend to mainstream and



Titan One



Fedara



Peter Garlington,
Design Director of Interprint USA

"We always work in conjunction with the customers to make sure they get what they need. It's no use being a lone wolf and making decisions without customers. It's better to collaborate on projects and come up with the most usable product, or the most comprehensive solution. That's what the HUB Festival is all about."



become a mainstay in the company's portfolio. It's a perfect example of how good design can mature if allowed the time.

"There are eight stations with a mix of woodgrains and stones - all recoloured - showing both the melamine and the finish foil surface as well as partner products like PVC and edgbanding," commented Peter. "You'll find two versions of each design coloured for current market trends on each station. Some are from greatest hits that have been colour tweaked; others, like the teak design, Nelson, that was ahead of itself, have been brought back and are perfect for the market today."

Titan One is proof that a focus on genuine trends (in this case, the metallic

trend) can hold huge potential for the future. "Titan is being driven by the commercial kitchen, the professional chef look for the homeowner," commented Peter. "It's a brand-new décor that ties in well with the classic, brushed metal used in appliances. We thought it was time to refresh, so the design team did a deep dive into Titan. We're showing the progress through the nine variations in style, contrast and pattern we developed before settling on the Titan One pattern. We decided to colour Titan One in a warm tone grey that fits well with many woodgrain décors."

The theme of the event was perfectly summed up by Interprint's designers in a

presentation they aptly named *Soup of the Day*. In a successful soup, many different ingredients combine to create the perfect result. Design, production, suppliers and those who maintain contact with the customers all have to work together in harmony if that perfect result is to be achieved. And the HUB Festival certainly provided the perfect melting pot.

Take a look at Interprint's video of the HUB Festival by downloading the free Furniture Journal App and touching the interactive picture marked with a link sign, contact Interprint for more information on +49 2932 9500, visit interprint.com or tap [here](#) for a link to the HUB décors.



Looks good,



H1176 ST37 White Halifax Oak

Egger's Feelwood is available in six structures and 27 décors, and co-ordinates with MFCs, MFMDFs and other decorative products in the Egger range.

Are you looking for a premium solid wood look without the price tag? Feelwood is the answer, providing a woodgrain finish almost indistinguishable from the original.

Looking good has never felt so good with Feelwood, Egger's collection of durable, lightfast and synchronised woodgrain décors. Well suited to both residential and commercial interiors, Feelwood creates new design possibilities.

The innovative Feelwood collection comprises six structures across 27 different woodgrain décors. The realistic surface is a durable alternative to solid wood and veneer,

it's easy to maintain and it can be used across a number of applications. It provides a cost effective solution with a premium finish and it's easy to work with.

Elliott Fairlie, Egger's UK and Ireland Head of Décor Management, explains: "Our Feelwood collection is opening doors to new ideas in interior design. A combination of our specialist technology and trend-led structures and décors has resulted in a product that is affordable and versatile. The diversity of the Feelwood collection allows you to match or co-ordinate with other Egger products across multiple application areas."



Photo © 2018 Nicola Venturuzzo



H3305 ST28 White Gladstone Oak



H3342 ST28 Sepia Gladstone Oak

All the structures have unique characteristics. Based on a solid wood effect that shows off knots, cracks and grains, the texture is realistic to the touch. Synchronised technology brings Feelwood to life by matching the woodgrain features with the structure plate. This gives the surface a realistic look as well as a genuine veneer feel, making it ideal for high-value, stylish furniture.

Curated by Egger's design experts, Feelwood décors follow a natural colour palette, combine easily with a wide range of colours and work well across different application areas. Highlights from the collection

include H1176 ST37 White Halifax Oak, H3760 ST29 Dark Brown Cape Elm and H3406 ST38 Anthracite Mountain Larch.

The décors are part of the trend-orientated Egger Decorative Collection 2017-2019, which features woodgrain, material and uni-colour finishes that provide a cost effective option without compromising on finish or performance. The collection is available internationally so if a Feelwood décor is specified overseas it will be available for use.

A coordinated finish can be achieved by using Feelwood alongside Egger's other

decorative products. This includes Melamine Faced Chipboard (MFC), Melamine Faced Medium Density Fibreboard (MFMDf), Eurolight, worktops and laminate. ABS, Accent and End Grain edging are available to create high-end design with natural elements. This wide range of Egger products means projects can be value engineered without compromising on the finish.

For more information call Egger UK on 01434 602191 or visit www.egger.com/shop/en_GB Readers who have downloaded the free Furniture Journal App can touch [here](#) for a link to sample ordering.



Voices of Music:
Denver Oak and HG Papavera

Acoustic Inspirations

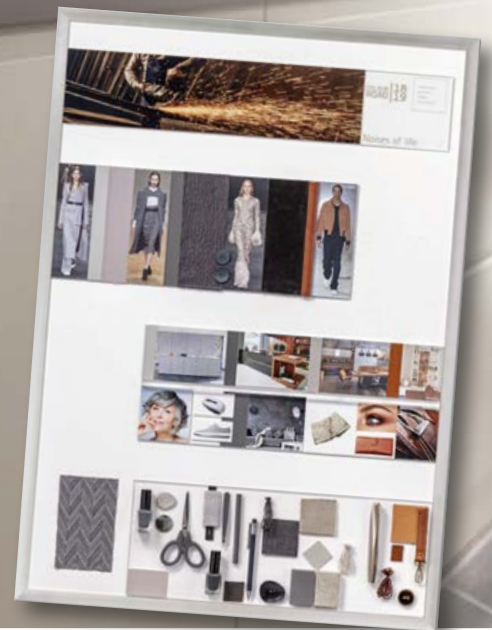
Renolit's latest Colour Road introductions make a connection between audio and visual senses.

We experience the world around us with all of our senses, often we see and hear simultaneously. And this year Renolit's colour trending department has used this connection between audio and visual to present its new Colour Road colours that you can perceive or hear even with your eyes closed. These acoustically inspired colours that connect with the emotions are represented in three distinctive collections. Here a selection from Renolit's wide décor range illustrates the interplay of these trend topic colours with current woodgrain designs, matt, high-gloss, and textured finishes.

In the first trend topic, "Noises of Life", Renolit introduces a world of colours synonymous with everyday life: the sound of machinery working steel, technology, engineering and craftsmanship - sounds we often associate with precision. It brings to life a world of colours with subtle shades of grey and brown, such as pearl grey, deep cement grey, simmering tin plate and grained brown leather. For interiors, mid brown woods become relevant as well as a hint of concrete.

With "Voices of Music", Renolit's designers turned their attention to sounds that are intentionally created and provide an

Noises of Life: Pearl Grey

Echoes of Nature:
Natural Kendal Oak
and Conifer Green

emotional balance to our often hectic lives. For many people, music forms a connection with our inner selves, providing a gateway to experiencing ourselves in our entirety. Even the first note of a recognised tune transports us to another place, conjuring images from our memory, making emotional connections between sight and sound. Colours full of spirit set the tone in this second trend topic: a powerful orange, an emotional dark red, a vibrating violet and a metallic bronze shade.

The third topic, "Echoes of Nature", combines trending colours that originate from nature and enrich our lives; bright

shades of sunny yellow, the matt green of conifers, a deep ocean blue and the brilliant shades of the Northern Lights. These fresh, natural colours offer designers a wealth of inspiration to draw from.

To keep up with this rapidly changing style world, the visuals from Renolit's Colour Road design and trend service show directions of trends for the future. Working in close cooperation with colour designers and trend institutes all around the world, the trend experts at Renolit monitor global developments and define the most important future colour codes for an

assortment of different application areas. As a reliable navigational instrument, Colour Road shows you the way into the future and helps to stay a step ahead by accurately identifying trends.

For further information and to request a Colour Road 18/19 brochure, contact Renolit Cramlington Ltd on 01670 718222, email renolit.cramlington@renolit.com or via the web at www.renolit.com/design. Users of the free Furniture Journal App need only touch the interactive blue text for an immediate link through their smartphone or tablet.



Serica: setting new standards

Looking for a thermo-healing, anti-fingerprint, anti-scratch surface in trend-setting supermatt? Serica from Alfatherm is setting new standards.



Made in Italy, Alfatherm's Serica is setting new standards in the supermatt surfaces arena for both 2D and 3D applications. Incorporating extremely robust anti-scratch and anti-fingerprint technology with the added benefit of thermal healing of micro scratches, Serica has a warm and luxurious silky paint-like finish.

In the home, micro scratches can be healed by simply heating the worksurface through a protective cloth with an iron – and that, says Alfatherm, sets new standards.

The Serica finish is the result of substantial investment by Alfatherm in a new lacquering line as well as working to develop

the special lacquer that, according to Alfatherm's Marketing Manager, Barry Berman, "Encourages customers to feel and touch the surface," and gives them "a premium product at a realistic and commercial price."

Available in 30 fashionable stock colours for 3D membrane pressing, from a range of whites, creams, browns and greys as well as the more adventurous shades of Kobe, Indigo, Marine Blue and Fjord, the Serica range has a colour for all tastes.

For 2D applications, like flat lamination for cut and edged doors, or five-piece profiled wrapped doors, the Serica finish can be ordered in any colour (subject to minimum

order production) making it extremely versatile from a manufacturing perspective and covering a multitude of end products.

Serica is no less versatile from a design perspective either, in any part of the home, or anyone looking for a product that can be used in the office, or shopfitting or exhibition purposes, will find Serica's versatility as alluring as its aesthetic appeal.

For more information, contact Alfa Foils Ltd on 01948 668000, visit www.alfafoils.co.uk or, if you are reading this edition using the free Furniture Journal App, touch the picture marked with a link sign for immediate connection to Alfatherm's Serica information page.

Yes, it's Senosan!

Senosan is no stranger to embossing, or to metallics, but with its latest introductions the company has taken both to new levels.

No one would blame you for thinking the title of this article doesn't exactly fit with the products you're looking at on the page. After all, the Austrian company, Senosan, has become a leader in the market with its UV-stable, scratch, abrasion and chemical resistant AMI800TopX high gloss and silky smooth AMI800TopMatt décor products. Think Senosan and the first thing that comes to mind will be mirror-like gloss with surface perfection as standard. Fact. But times, they are a-changing. The market is demanding new

and different products that expand on the desirable tactile qualities of the matt and supermatt trends. And Senosan's boffins have been working on something new – new and very exciting – that will blow you away.

Take another look at the picture and you'll see what I mean.

Metallic décor products have become much sought after in recent years. Rust, copper, used steel – they've all found favour with imaginative designers. Combine metallics with Senosan's high scratch resistance supermatt and you have a décor



product that not only fits perfectly with the trends and looks the part, it performs every bit as well as you'd expect. Senosan has introduced three new metallic finishes in supermatt – granite, anthracite and Champagne. All three have a velvety feel like nothing else on the market. The special matt lacquer ensures problem-free cleaning with no risk of creating surface blemishes, and that guarantee stands for the lifetime of the product. The two featured colours, Anthracite and Champagne, are already available and ready for delivery.

But what's in the background? Is it just for effect? Actually, no. It might look like a tile from the roof of a cottage in the heart of a Welsh mining region but, in truth, it's another brand new and very different departure for Senosan.

Concrete, stone and other natural products have provided the inspiration for countless new textures and their tactile qualities have found favour with imaginative designers who have exploited the opportunity to mix, match and contrast the feel and the look in furniture. With this very latest product from Senosan, the company

has introduced a slate surface in a reliable sheet or roll format that's barely distinguishable from the natural material. It's perfect for kitchen or living room furniture – but wouldn't it look great in the bathroom, too?

To find out more about Senosan's new departures, or for more information on other embossing patterns available from Senosan, call 01952 243999, or tap [here](#) if you are using the free Furniture Journal App on your smartphone or tablet. Tap the main picture to watch the Senosan video.



On course for Growth



The merger of BauschLinnemann, Döllken and Surteco Decor into Surteco GmbH shows a clear commitment to growth.

The founding of Surteco GmbH as a full-service provider for furniture surfaces combines the experience and the know-how of three former companies, BauschLinnemann GmbH, Döllken-Kunststoffverarbeitung GmbH and Surteco Decor GmbH. Surteco GmbH brings together every aspect of décors - design, colour, gloss and feel - making more products and materials available to you and making it possible to utilise synergies even more efficiently. The big benefit for you is everything can now be

sourced from one supplier in a way that is tailored to your needs. Surteco GmbH has set itself the task of bringing trends to life, crossing industry borders and country borders to do so – and international selection committees have heaped it with awards in the past couple of years as a result:

Surteco's digital technology won it the German Design Award 2019 when the company combined Compact-Style, which simulates a dyed laminate with an inlaid panel, and Core Design that makes it possible to print



two different décors onto an edge simultaneously in high quality. It also received the German Design Award 2018 – and the Red Dot Design Award – for its innovative layering technique, Co-Equal. Co-equal edition combines different patterns with new surface designs on décor papers. Using digital and analogue printing techniques in parallel resulted in a particularly different and expressive result.

Also in 2018, Surteco was awarded the Pro-K Award for its Digital-Edge and Space-Wave. The combination of a premium high gloss

worktop edges and Digital-Edge technology makes it possible to print individual motifs (logos, photographs, letterings, graphic design) on thermoplastic edge bands – and that was a first that impressed the judges. The innovative 3D Space-Wave edgeband, combining exceptional depth effect with easy processing, is the result of co-extruding acrylic and integrating a wave design with clear and coloured areas. Very effective.

The award for the most innovative medium-sized enterprises in Germany is the Top 100 seal

from Compamedia. It will come as no surprise to learn Surteco GmbH was honoured as one of Germany's 100 leading innovators in 2017 and 2018.

With so many accolades to its credit, doesn't it make sense to find out what Surteco could do for your business? Call Surteco UK on 01282 686850, or visit www.surteco.co.uk. If you are using the free Furniture Journal App, touch the image marked with a link sign to see all the products available from Surteco UK, or click [here](#) for Surteco's edgeband finder.

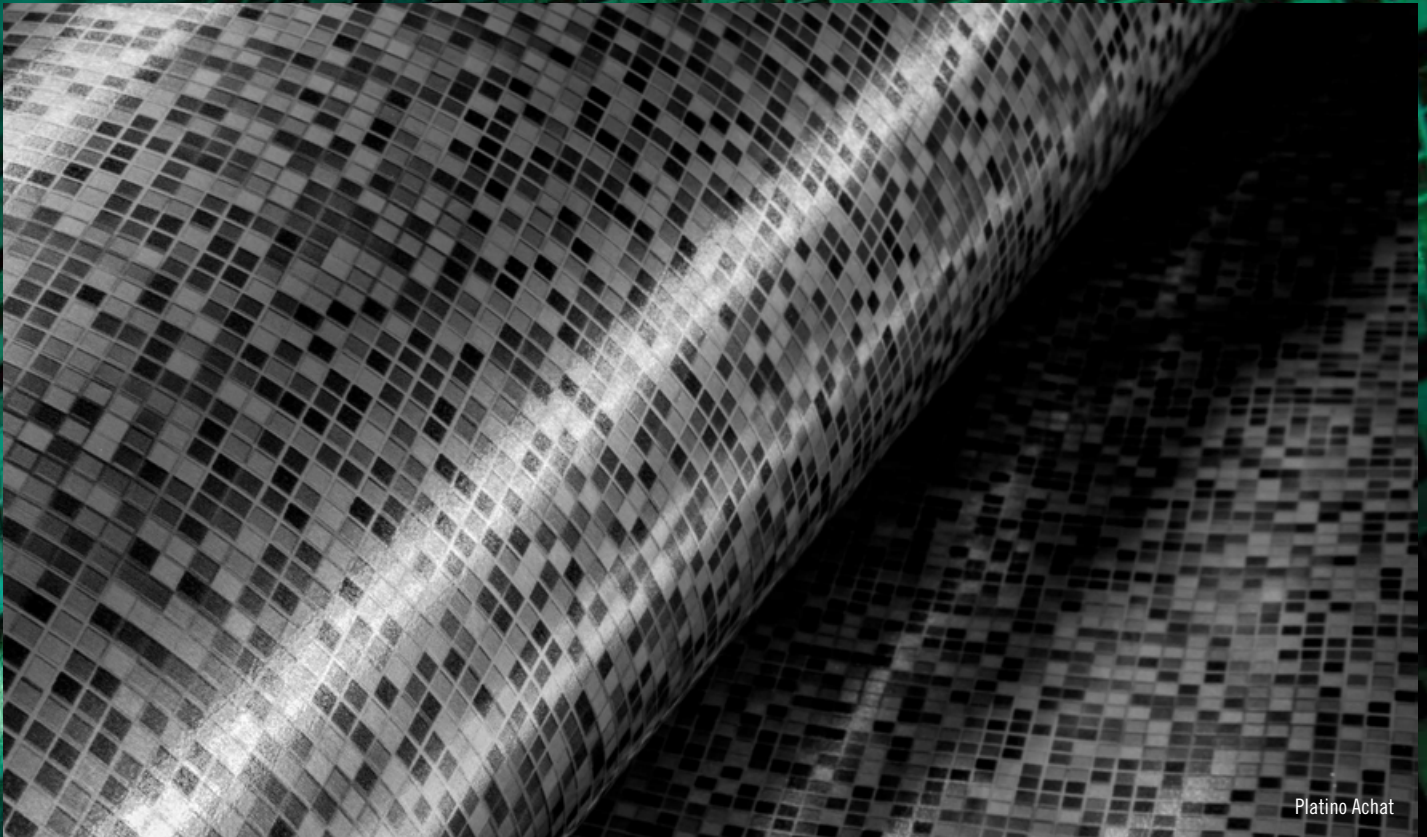
In the Circuit

Circuit boards provided the inspiration for Kröning's latest hybrid wrapping foil collection.

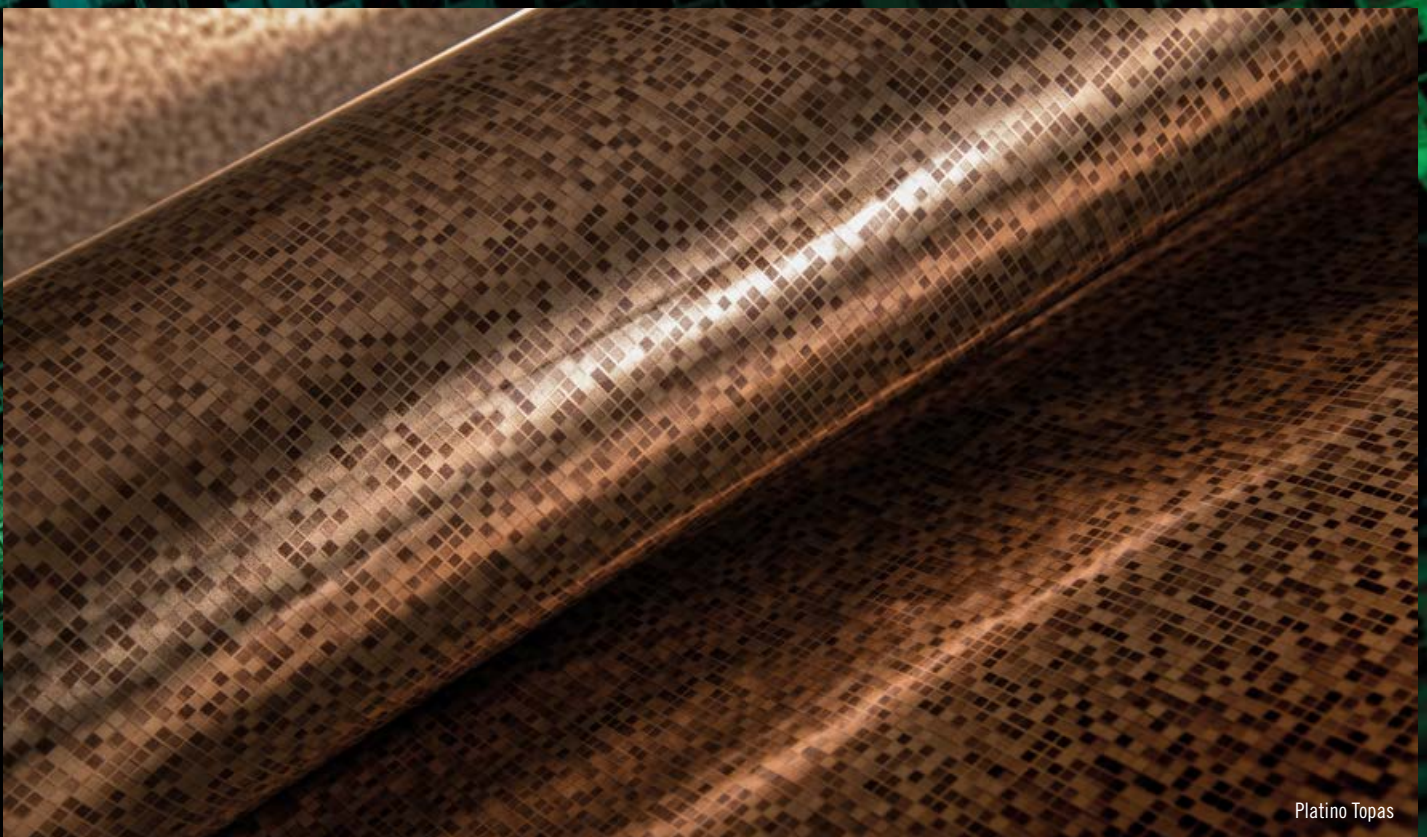
Looking for an accent décor to enliven contemporary furniture? Look no further than Platino, one of the latest hybrid designs from the German company, Kröning.

This remarkable and totally unique, geometric fantasy design – for which the product developers at Kröning took inspiration from circuit boards – is available

in three colourways: Platino Smaragd (Emerald green); Platino Achat (Agate grey); and Platino Topas (Topaz brown). The collection, an 'inside out' décor set that's described by Kröning's design team as a décor in which "Technical accents are turned outwards and become a design-determining component", was inspired by the designs of



Platino Achat



Platino Topas

Mario Minale of the Studio Minale-Maeda in Rotterdam and took its name from the green colourway.

The Platino collection is a hybrid wrapping foil. Specially printed on an aluminium surface, the décor is finished with a resistant ultra-violet coating system that gives it a high-tech gloss look – and doesn't

this décor make an unusual accent? Platino Smaragd, the Emerald green, stands for young living, Kröning suggests, while the Agate grey variant, Platino Achat, is an ideal companion to light, even white Scandinavian woodgrains and concrete or stone décors.

The Platino Collection of wrapping foils is available from Kröning in rolls of 500

square metres, 650mm wide. For more information call 01282 686850, email sales@uk.surteco.com or visit www.kroening-gmbh.de. If you are reading this article with the free Furniture Journal App, tap the blue text for an immediate link to Surteco UK's website, or to send an email.



Rising Stars



Natural tensions in the furniture décor skai Kitami.



Three furniture décors from Continental that meet today's demands perfectly.

For the surface specialists of Continental, 2019 promises to be an interesting year. The trend towards décor continues and wood continues to play the main role. The desire for naturalness has been given new dimensions with Continental's Embossing In Register (EIR) technology and the company has become a master of the art. But Continental also sees metallics, in particular the oxidised look, and ceramic effects on the rise as well as 3d structures, textiles, stone and digital effects that result in patterns without a natural influence.

skai Artisan Oak is very much in touch with nature. Genuine timber framing wood was the inspiration for skai Artisan Oak nature, a new,

particularly authentic-looking oak décor. Traces of the process have been left visible and bear witness to the finishing technique of the craftsman, preserving the old wood character of this oak. Its naturalness has been enhanced by an expressive structure. This is even more the case with the two more colours to come: skai Artisan Oak light and tobacco are using the EIR technology. They provide a warm contrast with the cool industrial look. The décor was developed in collaboration with Interprint.

The furniture décor skai Kitami is a play on the natural tensions inherent in material with slight discolouration and fine fibre structures. If the décor and structure are synchronised, the exciting contrasts between streaky and



Concrete, quartz, metallic - skai Oxid has it all.

flowery parts that are typical of the wood species Elm become particularly impressive. Consuming, durable and versatile, this furniture décor brings a genuine naturalness, even when used in small spaces. The décor was developed in collaboration with Schattdecor.

skai Oxid is a truly beautiful décor that's both versatile and realistic. Combining stone, concrete and quartz looks, or in a metallic appearance with colours like copper and brass, it works perfectly with the smart home era, embodying both the digital age and materiality. In an age when many things are no longer tangible, the character of Oxid provides an anchor in reality. Here, the trends of stone and metal are combined – and Oxid

combines easily with wood-look décors to give a homely appearance. The décor was developed in collaboration with Interprint, though some of the metallic colours are proprietary developments of Continental's surface specialists.

All the new décors have a pleasant feel and work well in combination with solid colours, or with each other. In the mix they look new and modern and radiate freshness.

For more information on the full range of skai products, touch [here](#) if you are using the free Furniture Journal App, or to request information by email, touch [here](#). Alternatively, to talk to the Furniture Films customer service team, call +49 7947 81 8718.

skai Artisan Oak nature. Traces of the process have been left visible and bear witness to the finishing technique of the craftsman.





One Step

David Clouting Ltd has turned anticipation of the next generation of colours and finishes manufacturers will want into an art form.

Mike Clouting and the team at David Clouting Ltd have a knack of bringing out new décor products that anticipate market demand. And working with LG Hausys, whatever the product, you can be sure the on-trend décors you want come with the quality you need and the service you expect.

Back in 2017, David Clouting Ltd introduced a range of flat lamination grade metallic décor foils for use with wood-based substrates that, for the first time, represented

a perfect match with finishes used by appliance manufacturers. LG was already supplying most of the major appliance manufacturers, so, for them, it was a relatively easy step to bring out two perfectly matching brushed effects in stainless steel. To these, David Clouting will be adding gold metal in the New Year – a colour that's risen to the top of the metallic trend in recent months.

The authenticity in LG Hausy's embosses is almost as legendary as the quality of finish in its gloss products. Through 2018, enthusiasm



Ahead

among manufacturers for K9 (a concrete emboss) and B9 (a deep woodgrain emboss with a painted feel) grew and in May 2018 we brought you news of two new colourways – a soft Denim blue and a deep Indigo blue – that had just been added to the White, Ivory, Porcelain, Mussel, Stone Grey, Light Grey and Graphite Grey in the original B9 stock range. Indigo, though only announced as a trend colour in 2017, already features in the ranges of leading KBB furniture manufacturers. Stunning it looks, too!

By early autumn, David Clouting Ltd was again leading the way with four new greys added to its B9 painted wood structure. White Grey, Pebble Grey, Onyx Grey and Cosmos Grey take the options available in B9 to 16 colours and for each there's a matching edging.

With demand for high gloss still strong, the four new colours in B9 were also introduced to the David Clouting Hard Coat Gloss collection, providing a new take on a trending colourway for manufacturers who want something different but not too

different. The four new colourways fit neatly between the existing light, medium and dark grey offers and can be pressed or flat laminated. All are in stock.

For matches to the products of leading board producers, or a unique twist to set your designs apart, there's plenty in the David Clouting range. For more information call 01376 518037, or download the free Furniture Journal App and touch www.davidclouting.co.uk for an immediate link to the company website.

The New Industrial Revolution



Uranus: its distinctive character was inspired by a machined steel surface.



Valmiera Oak:
an oak décor rich in
industrial heritage.



“Opposites attract. On the one hand, modern, functional and increasingly digital and, on the other hand, the desire for a contemporary, historical and proven look: combining both skilfully is what is giving the industrial design an incredible revival today.”

Décor specialist impress has taken a fresh look at the industrial trend and comes up with a refined and sensitive interpretation.

What is so captivating about old factories and warehouses? At first it was primarily the lack of affordable space in which to live and work that made empty industrial buildings and abandoned factories desirable. It wasn't long before yuppies started to embrace the concept, prices started to rise and it became hip and trendy to live and work in old factory buildings. And thus was born a new industrial revolution.

Today, the industrial look is no longer revolutionary – and yet it is still a trend. It is primarily an attitude towards life and an expression in the quest for something authentic in times of rapid change; a means of

bringing stability to an ever-increasing pace of life; a rejection of the bland and anonymous. The industrial style replicates the past and brings abandoned structures back to life. Dark, cool colours and metallic tones dominate and the contrast between opposites is important: hard and soft, cool and warm, old and contemporary.

Aided by a global network of designers and trend scouts, the international décor specialist, impress, has redefined the industrial trend in a new collection of refined and sensitive décors inspired by materials as diverse as old pitch pine, whitewashed oak floorboards, aged steel plates and graffiti.

im
PITCH PINE



Pitch Pine: full of character and expressive.



Graffiti: unique and a real team player.

im
GRAFFITI



Pitch Pine is a décor as individual as the floorboards that originally inspired the impress designers. Layers of paint, worn down to the wood over years of use, cracks, scratches, water stains and remnants of filler and putty combine in the Pitch Pine décor to create a characterful and expressive look. It fits perfectly into the newly interpreted industrial style, complementing simple structures and furniture made of metal.

With its industrial interpretation of oak, the Impress designers have given Valmiera Oak a very special vintage appeal by skilfully combining colour and rustic appearance. Natural areas alternate with whitewashed, three-dimensional areas. The traditional method of whitewashing in particular, gives the wood surface an exceptional appearance. Inspired by oak floorboards like those used for

decades in old industrial buildings, Valmiera Oak has a distinctive character: modern and trendy, yet at the same time embodying the very essence of the industrial spirit.

As mills and factories close, vandals and graffiti artists move in. The impress designers have taken their inspiration for the décor Graffiti from panels once used as a worksurface by an artist. Covered in paint and paper residue, then delicately worked with geometrical drawings and lettering, this characterful décor conveys the impression the artist has just finished work and drawn scribbles in geometrical shapes directly onto the panels. Graffiti is fresh and vivid. Unique, yet a real team player, this décor, with its various shades of grey, works particularly well with oak as well as metal and concrete structures.

A real steel plate was the inspiration behind the powerfully different Uranus décor.

Embodying the very essence of old factory buildings, Uranus exudes power and strength with its dark colour and machining marks. Uranus brings out the urban accents in every interior with its very special industrial flair and, confirm the impress designers, it was “inspired by the pulsating streets in major cities with their old industrial buildings converted into lofts.”

With its new take on the industrial theme, impress is providing inspiration from the past for the interior projects of tomorrow. To find out more, or to discuss customer-specific designs, call impress on +49 6021 4060, or visit www.impress.biz. Readers using the free Furniture Journal App on their smartphone or tablet, touch [here](#) to email for further information, or any of the images marked with a link sign for more details.



The Silent P

**You know the brand, but
do you know the company?
According to its Managing
Director, Jason Taylor, 80%
of the market doesn't.**

There's no doubt, you'll have heard the name Duropal, you probably even use the product. It's an iconic brand that's consistently occupied a position at the top of the surfaces market since the German company that produces it first put roots down in the UK about 40 years ago. But if I asked you to name the company that produces Duropal, would you know the answer? Would you be able to pronounce it?

To the majority of native English speakers, a "P" before an "f" is a very strange combination. Attempts at pronouncing it generally elicit the sound of a tyre being punctured. But if you silence the "P", and pronounce it *Flyder-er*, the name *Pfleiderer* rolls off the tongue with ease.

When Jason Taylor joined the business in August 1997, Pfleiderer was already successful



in the UK with a strong presence. 95% of its sales, he says, was Duropal worktops. The rest was MFC, laminate and specialist products. Since then, however, Pfleiderer's sales in the UK – like its product range – have increased sevenfold. "Progress has been a combination of an attractive product and having an experienced and long-serving, UK specific sales team serving the whole of the UK and Ireland," says Jason, who himself rose through the ranks to become Managing Director last year. He attributes much of Pfleiderer's success in the UK to the experience of his team: "We have people rich in the product history - experienced, forward-thinking people - and a very strong structure. As a company, we believe in training people, giving them access to the factory, placing our trust in them, and we have a very open relationship with our sales team, our business in Germany and our customers. We're here for the long run and they all know that." He's also very proud of the level of service delivered by his team: "We're consistent, we have Germanic quality products, service and delivery standards," he says. "We have a superb service level and a nationwide

distribution service. It doesn't matter whether you are a one-man band, or you are making hundreds of kitchens a week, we can get product to you next day from our distributors and direct from factory backup."

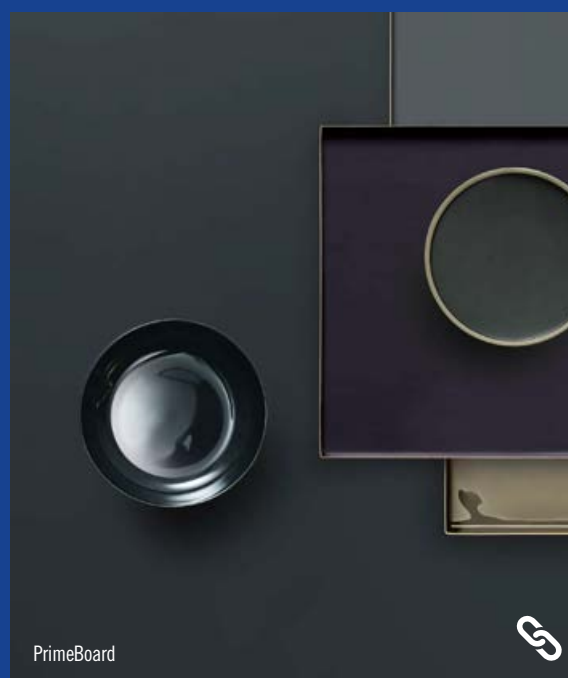
So, what is it about the Pfleiderer product range that's made it such a best-seller in the UK?

"It's a quality, German-made product – a consistent product," explains Jason. "We buy the papers but we also design our own. We make our own resin, we mix our own glues, we make our own chipboard, we impregnate all our own papers. Our quality control is first rate. By controlling every aspect, we've been able to introduce some quite innovative product lines that are ahead of the market: 20 years ago, we launched Quadra, a 3mm Duropal worktop profile; last year we launched the revolutionary Cubix, a 2mm radius worktop profile. Nobody else can produce a 2mm radius. The reason we can is because we're making our own chipboard and resin so we can mix them to produce the right machine-ability for such a tight profile. Duropal post formed worktops offer a big advantage compared with square edge PP tops, especially

when supported by a unique seal designed to protect against moisture ingress.

"Specification is a new focus for us. One of our strengths is we have a full colour match offer. Every décor in HPL is also available in MFC. We offer a wide range of thicknesses from 8mm-38mm in chipboard and MDF and a huge variety of core types from standard P2, P3 up to fire retardant, light weight boards and anti-static boards. We offer more than 19 core types and we manufacture MFC, MDF and laminated panels."

In recent years, the demand for thinner worktops has grown, especially in the studio and upper market segments. Quartz and stone products satisfy the demand well but the flip side is they have to be templated, bonded and processed. With Duropal's new Compact Worktops, standard woodworking tools are sufficient - and there's no templating to be done. While many worktop manufacturers are only able to offer three-metre lengths, Duropal's top seller in the premium worktop sector is 4.1-metres in HPL, and the same length is available in Duropal Compact Worktops. "I've never



known such an exciting response to worktops as we've had with this," Jason told Furniture Journal. "It's all to do with the size, the profiling of the edges, and the individual packing in a branded box. We launched in October and we've seen unprecedented demand in the UK and Ireland."

Another product we'll be bringing you more information on in 2019 is Pfleiderer's PrimeBoard. "PrimeBoard follows the demand for more lacquered products," says Jason. "Our aim is to have a market leading solution in each area of texture development. In gloss for instance, we have a semi-gloss product called EG, we have the original Thermopal high gloss MFC, and most recently we have introduced PrimeBoard, a unique, patented lacquered product that represents an investment of 15 million Euros just in the line. It's the longest line of its type in the world and we have a

seven-year patent on the production processes. It's a PUR-based product and, unlike many other lacquered products, because of its unique construction, there are no chipping or machining issues with PrimeBoard. It also comes in a jumbo size, 2800 x 2100mm board. We've a stocked collection of nine select PrimeBoard décors, available in supermatt and high gloss, all with a new anti-fingerprint technology. It will add a lot to our business over the next couple of years."

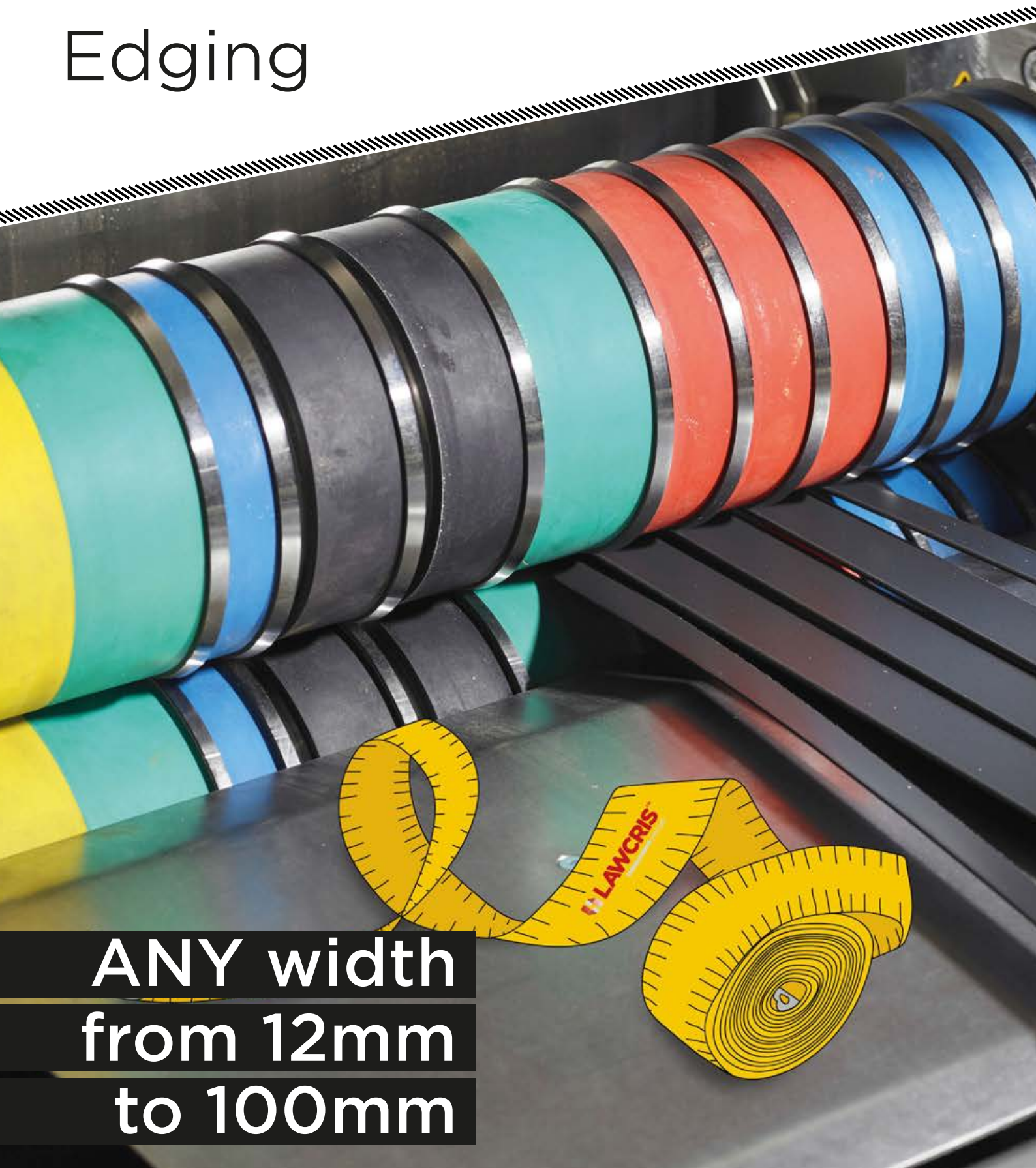
Pfleiderer's UK's landed stock facility comprises a complete panel offer including 130 different items, all available for next day delivery, and all backed up with matching HPL via distribution. Pfleiderer is a strong supplier into the PVC membrane pressed door market, even developing special colours that carry through to carcass materials. A door and foil matching brochure has just been

launched that lists 3,500 matches from industry-wide sources. That's just the beginning. In the first half of 2019, Pfleiderer UK will move into new offices with enhanced showroom facilities and a warehouse for bulk sampling that should see it right for the next 10-15 years. New products will be announced. And the company that Jason admits 80% of the market doesn't know by name is poised to raise its head above the parapet and break silence. The Silent P plans to remain silent no longer – except when its name is mentioned.

For more information on Pfleiderer's product range call 01625 660410, visit www.pfleiderer.co.uk or, if you are reading this edition with the free Furniture Journal App, tap any picture marked with a link sign. Alternatively, tap [here](#) to find your nearest Pfleiderer distributor.

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High gloss through to supermatt, premium to price-sensitive, you'll find them all in the dp-specialist collection.

Constant product development, ongoing work on design and careful attention to surface performance ensure only the most fashionable and hard-wearing products are included in the dp-specialist product collection. The dp-specialist collection from Elland-based Decorative Panels Lamination includes a broad range of acrylic, PP and PVC décors and encompasses high gloss, supermatt, woodgrain, unicolour and fantasy designs from top producers like Senoplast, Hornschuch, Renolit, Alfa, LG Hausys and many more. Choose the décor, specify the substrate and Decorative Panels will laminate it for you.

Senoplast acrylic high gloss is recognised as a premium product within the sector, providing perfection without a prohibitive price tag. Decorative Panels offers a range of Senoplast products in its dp-specialist collection from supremely scratch resistant TopX high gloss (ideal for heavy use horizontal surfaces) in black, white and cream to Senoplast matt. Perfect for contemporary environments, and easily combined with Senoplast gloss, the tactile, high quality matt surface has the added bonus of the renowned TopX high abrasion resistant lacquer finish. Complementing the Senoplast offer is a huge selection of high gloss PVC unicolour, woodgrain and fantasy designs, high gloss and matt PP unicolours, acrylic



Perfect Touch
Background:
White Geometric Wave



Noce Marino gloss
and Dark Grey Matt



Serica

lacquered high scratch resistant papers and also matt paint-effect PVC designs.

Robust, anti-scratch and anti-fingerprint, Serica supermatt surfaces from Alfatherm can also be found in the dp-specialist collection – and with Serica, micro-scratches can be repaired easily with a domestic iron. It's a specialist product indeed!

Finger marking is a thing of the past with Perfect Touch, 3.5mm PVC from Hornschuch. It's the supermatt finish that gives Perfect Touch its name. The collection includes clean, modern tones that are bang on trend and, like many products in the dp-specialist collection, Perfect Touch is supplied with a protective film to help protect the product during the

processing stages. You'll find some very attractive PP stipple surface foils in the dp-specialist collection that work well as balancers as well as fascias.

Premium gloss PVC unicolours, woodgrains and artgloss designs from LG Hausys stand out for their special qualities and are central to the dp-specialist offer. In the collection, you'll find an array of different shades, woodgrains and patterns that combine colour, emboss and gloss level to create real consumer appeal. Marry gloss with the highly durable, realistic matt paint finish of LG Matt Innoface and add a new dimension to your designs.

Polypropylene foils are the ideal product for anyone requiring a fully recyclable solution.

A cost-effective way to fulfil the need for high gloss finishes, those in the dp-specialist collection have a smooth, high quality laminated finish. If it's an entry level product you need, you'll also find DTS Gloss paper foil in the collection – and even at this pricepoint, DTS décors offer a quality and gloss level that might surprise you.

For more information or to view the dp-specialist collection in the company's Marketing Suite, call 01481 658341 or visit www.decorativepanels.co.uk.

Alternatively, if you are reading this edition using the free Furniture Journal App, tap [here](#) to view swatches and available substrates, or order samples.

Knurled by Ney

Ney's colour co-ordinated post-coating process brings huge benefits to hot air edgebander users.



Seamless edges made easy

Creating a seamless edge – the much sought after zero glueline – has just become a lot easier to achieve thanks to a special process available from Coventry based Ney Ltd.

Edging chipboard can be a risky business. If you are using PUR adhesive, it's generally considered to be less so because the adhesive is pressed deep into the chipboard to form a watertight bond. Using laser or hot air systems might well form an invisible glueline, but few smaller manufacturers have the stringent quality control checks in place to guarantee total sealing 100% of the time with post-coated edging tapes. That's where Ney's Airtronic edging tape really comes into its own.

Ney's Airtronic edging is a collection of tapes available in any width you need and various colours, and it's been purpose designed for application using hot air systems. What's special about it, however, isn't the face you see when it's been applied, it's the back. Using a

pioneering process, Ney Ltd post-coats the back with colour co-ordinated adhesive in a knurled pattern. When coated in this way, as the adhesive melts during the edgebanding process, it presses deeply into the porous chipboard, anchoring the tape in much the same way as PUR. At the same time, applied with a hot air system, the edge of the tape bonds with the edge of the face décor to create a laser-like zero glueline finish, giving you the best of both worlds: a smooth and seamless panel with a bond that stays firm. And what may surprise you is that, according to Ney Ltd, this unique coating process, which is suitable for all common panel products, has by far the lowest price of any comparable product on the market.

Demonstrations of the entire process on machines equipped with hot air systems are available at Ney Ltd in Coventry. For more information call 024 7630 8100, or visit www.ney.co.uk

Serica, the new standard in luxury super-matt



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HIGH SCRATCH RESISTANCE



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EASY REPAIR

Serica is the ultimate premium finish and the latest addition to the dp-specialist range.

This robust PVC is silky smooth to touch and adds a luxurious supermatt statement when laminated double sided to MDF or dp-lite Hollowcore board. With anti-scratch and anti-fingerprint technology, Serica is designed to cover all types of furnishings in homes, offices and stores.

In case micro-scratches occur, the surface can be easily repaired using a simple iron. The PVC's resilient nature means it does not require a protective film, easing the manufacturing process. Available 1220mm wide and stocked in 11 unicolour designs as well as a further 19 colours deliverable on short lead times.

“The best performing super matt finish, setting a new standard on the market”

According to a leading European manufacturer of furniture frontals.

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Ostermann on Trends

The edgebanding specialist, Ostermann, has sent its trend scouts far and wide to ensure the availability of a perfect match between your décor choice and its edging offer. If you are working at the cutting edge of design, you'll be relieved to know that, in addition to existing products, matches will also be available for five key 2019 trends.

The rise of supermatt is relentless. Black, dark grey, burgundy will feature alongside other darker plains in 2019 and Ostermann has the stocks ready. Choose from 1mm or 2mm edgeband and any standard width up to 100mm.

The diversity in woodgrain décors is also increasing and catering for the latest shades and the newest timbers, Ostermann is able to offer more than 650 real wood edgings as well as ABS, melamine and 3d acrylic woodgrain options.

With more and more worktops, back panels and fronts appearing with natural stone surfaces, it's no wonder that Ostermann has collated an entire collection of real stone, slate, marble, granite, lard stone and clay edge décors in ABS. Such specialist

products are often required in small quantities, which is why Ostermann's offer starts with just one metre minimum order.

Fronts and worktops are getting thinner. Surfaces are getting bigger. Handleless fronts have small joints. With large doors and nearly invisible transitions from the worktop to the rear panel and from the rear panel to the cabinets, many cutting edge kitchens look as if they have been seamlessly cast. Supplying the same edging in different widths for the plinth, the worktop and the front means cutting a 100mm edging roll into just the right width. It's a service that's available on request.

Open cupboards, like aluminium glass frames, are seeing a revival. Black or silver-coloured framed doors filled with metal mesh or ribbed glass are emerging. For slim forms and straight lines, Ostermann offers a large assortment of 1 mm thick ABS edgings and melamine edgings.

To find out more, or to order one of the many brochures produced by Ostermann, call 01905 793550 or, if you are using the free Furniture Journal App, tap the picture for a link to Ostermann's complete edging offer.

From on-trend plains to superb stones, Ostermann has a matching edgebanding.





Unbeatable Oak

Three cubic metres of European Oak from James Latham went into the construction of this spectacular double-curved staircase.



Often copied, frequently a best seller in the décors sector, there's little to beat the look, the feel and the smell of real oak. Creating a magnificent entry and focal point to the 6.5m wide hallway of a luxury new build residential property in East Yorkshire, this bespoke staircase was designed, manufactured and installed by Westcliffe Staircases of West Yorkshire.

Danny Jones, Timber Manager at James Latham's Leeds depot, which supplied the wood explains, "The end result on this project is stunning, achieving a perfect balance of the traditional and modern that is truly elegant. Every element has been hand-crafted, from the bullnose steps and highly decorative newels to the extra wide treads and the exquisite, sweeping curved handrails. It certainly makes the most of this beautiful timber."

European Oak was specifically chosen for its beautiful, distinctive grain and warm colour tones as well as its superior strength and durability. The design of the newel posts was meticulously copied from the original staircase to the property after they were found in an old outhouse. After being manufactured in

three sections, the enormous staircase was transported and installed by a team of twelve specialist craftsmen.

Chris Tingle and Oliver Addison, Directors of Westcliffe Staircases confirmed, "This was a wonderful installation to work on and both ourselves and our client are delighted with end result. We needed a supplier that we could rely on to provide high quality timber and adhere to our timescales. We have worked with James Latham for many years now, and for us they were the natural choice. As well as providing the material on time they were also on hand to offer technical support and knowledge as and when required."

With eight nationwide timber depots, James Latham offers one of the largest and most varied ranges of joinery quality hardwoods and softwoods available in the UK, all available directly from stock. For more information visit www.lathamtimber.co.uk or tap the picture marked with a link sign to select a branch or send an email enquiry if you are using the free Furniture Journal App. Tap [here](#) for a link to Westcliffe Staircases.

Machines - Materials - Components - Doors - Panels - Finance



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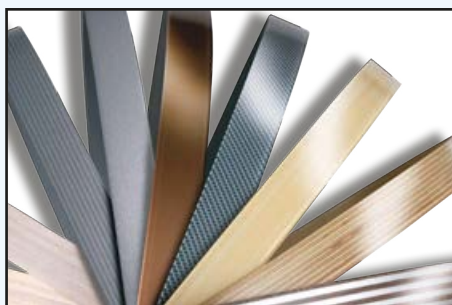
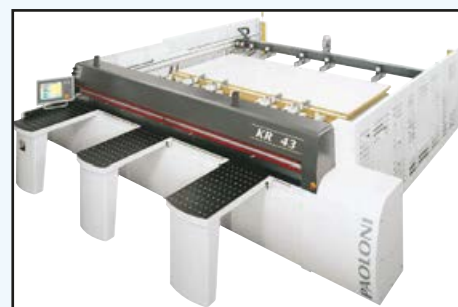
The Alberti T-Flight - a dedicated throughfeed drilling machine, which is extremely accurate and fast, with a small footprint and is very competitively priced. Machine a typical kitchen gable in 35 seconds and process butt and scribe joints on worktops, locking slots, sink cut-outs, cable tidy cut-outs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



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Rover A



Focus on Digital Print

Individualisation is today's buzzword and Interzum 2019 is set to show the potential in one important aspect, digital printing.

Technical innovations are absolutely central to the subject of individuality, and digital printing will play an increasingly important role. As a source of inspiration for the design of tomorrow's living spaces, Interzum is the ideal launch pad from which to present new, promising innovations such as digital printing to the industry – and there will be plenty in store for visitors this year.

In Hall 3.2's *edutainment* area, the potential for digital printing will be shown in a highly practical demonstration ranging from the design concept to the finished piece of furniture, including all the important process steps required for the integration of digital printing into furniture production and interior design. Each aspect will be covered from the choice of decoration and its transfer through computer programs to the printing and finishing. Visitors will be able to see first hand how digital printing technology can be integrated into their processes.

"Digital printing gives furniture manufacturers, architects and interior designers the ability to respond quickly and flexibly to customers' needs," explains Dr Anke

Pankoke from Hymmen GmbH Maschinen- und Anlagenbau. The mechanical and plant engineering business from Bielefeld will be one of the companies exhibiting at interzum 2019 and providing content for the *edutainment* area as supporting partners. "Kölnmesse's decision to explain the individual steps that are necessary to successfully integrate digital printing into furniture production and interior design is extremely helpful for companies – and it's allowing us to reach out to new customer groups," continues Dr Pankoke.

"The recent rapid development in the operational readiness and stability of digital printing has convinced us to give this topic more space at interzum, because the desire to use this technology is growing among our visitors," says Maik Fischer, Director of Interzum, confirming the emphasis placed on this theme.

Interzum 2019 will take place at the Kölnmesse from 21st-24th May 2019. If you are reading this edition with the free Furniture Journal App, touch the main picture for a link to more information. To find and book a hotel in Cologne for your visit, touch [here](#).





Green Solutions

Ostermann's Redocol Teclinux One for All is a dermatologically tested, alcohol-based adhesive cleaner with green credentials.



Environmentally friendly and suitable for a wide number of applications, Ostermann's Redocol Teclinux One for All is a greenline product based on alcohol for the intensive cleaning and removal of EVA, PUR and contact adhesives. Ideal for use with all edging material types - ABS, Acrylic, PVC, PP, aluminium, melamine and real wood – and combining ideal gliding and separating properties, Redocol Teclinux One for All ensures a perfect edge finish and milling result at the machine, even when edging delicate film-protected décor products.

Redocol Teclinux One for All is suitable for manual application as well as machine application, or cleaning after final assembly, and is available in practical one-litre spray bottles for manual use. It's ideal for the removal of stubborn dirt such as remnants of adhesive tape, pencil markings or fingerprints from all conventional plastic surfaces.

Made almost entirely from plant-based raw materials, Redocol Teclinux One for All is

genuinely sustainable. As the name suggests, using Redocol Teclinux One for All will help reduce the number of cleaners you need in your workshop - and the number of dangerous substances you need to stock. To confirm it was safe for use in the workplace, Teclinux One For All was tested by the Dermatest GmbH research institute in Germany where it received a skin tolerance certification of "very good".

Also included in Ostermann's greenline collection is Redocol Kantol edging glue. Water-based, Redocol Kantol greenline requires no chemical solvents, improving air quality and providing a realistic alternative to solvent-based substances.

All product advantages, as well as information on the numerous applications of Teclinux One For All, can be found in a short application video at the Ostermann video channel, OstermannTV. Readers using the free Furniture Journal App need only to touch the picture to be linked directly to the video. Alternatively, call 01905 793550

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Accuride 5321EC

Designer Drawers

The desire for space-saving storage is by no means new, but consumer demand for innovative solutions that make more intelligent use of space has certainly increased in recent years. One of the most critical influences is the fact that living spaces are getting smaller. With space at a premium, making the most of every inch has become a key objective for homeowners.

The rise of open-plan and broken-plan living, itself a consequence of smaller house sizes, has also created its own particular storage challenges. Such schemes give the illusion of more space, especially when combined with sleek lines and a clutter-free finish. As a result, concealed storage solutions, including drawers, are becoming increasingly sought-after by consumers.

The fittings and hardware specialist, Häfele, offers a particularly wide range of innovative drawer systems to cater to this growing demand. "Reliable storage solutions that combine great looks with flawless function are becoming a priority for consumers, and, in turn, for kitchen fitters and designers," Häfele UK's Justin Crofts told Furniture Journal. "At

Häfele, we aim to help our trade customers by providing a range of drawer products to help them turn their customers' storage dreams into reality.

"Our range of drawer systems has long been popular with the trade due to its exceptional quality and durability. Forward thinking innovations in our portfolio include the Accuride 5321EC Drawer Runners, with smooth movement and soft close that provides ultimate functionality when used in under stair storage drawers. The product has proved particularly popular for our customers who are able to maximise under stair space that is usually wasted. The Accuride 0116RC is another great application for moving kitchen worktops in order to create even more usable space underneath and to allow seating when extended. Both are perfect options for when space is at a premium."

Häfele stocks a variety of products from the Accuride range, including two way runners, soft-close drawer runners, push-to-open drawer runners, runners for heavy and large drawers and stainless steel runners.

Demand for innovative storage solutions is on the rise, as Häfele UK's Justin Crofts explains.



Justin Crofts



Accuride 0116RC



Grass Dynapro



Grass Novo Pro Scala

Justin continues: "Another of our most popular drawer products is the latest version of the Grass Dynapro soft close runner; an evolution of the market-leading Dynapro undermount drawer slide for wooden drawers. Perfect for when drawer slides need to be concealed in-situ, this innovative solution now includes 4D adjustment as standard, providing effortless sideways, back/forth, tilt and up/down movement. Further features, including optional touch-to-open functionality and integrated liquid dampener, make the Dynapro a stand-out solution for the market."

Grass has remained a world-leading manufacturer of furniture fittings and process machines for over 60 years. As a UK distributor, Häfele offers a wide range of products from the company's extensive range.

"Another fantastic Grass product we supply is the Nova Pro Scala Drawer System. It sets new standards of excellence in drawer design," explains Justin. "The Grass Nova Pro brand has become synonymous with exceptional quality, stability and smooth-glide double-wall drawers. Nova Pro Scala builds on this reputation for excellence, bringing customers even more quality and versatility. A number of innovations sit alongside the standard 90mm drawer side. The system includes an exclusive solid one piece 186mm drawer side with the possibility to add customisable extra sides, or a one piece 186mm Crystal Plus side with optional 8mm thick panels or inserts. The Nova Pro Scala's straight inside surface and minimum construction width maximises the use of space on offer like never before; the drawers

also use a specially developed liquid damper, with optional touch to open, enabling the closing movement to feel lighter than previous drawer systems and giving it added potential to become handle-less.

"The system's flexibility continues with a range of exterior finishes; glass, wood or metal finishes can be combined with four standard drawer heights, resulting in a truly modular system."

He concludes: "As spaces are getting smaller, storage is getting smarter. With innovative drawer technology, even the smallest space can be transformed to suit every individual."

For further information call Häfele UK on 01788 542020 or visit www.hafele.co.uk. Touch the pictures marked with link signs if you're using the free interactive Furniture Journal App for a direct link to video presentations.



NOVA PRO SCALA DRAWER SYSTEM

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More glass. More height. More space.
Alongside the familiar Crystal and railing options, the Nova Pro Scala range also includes a high glass version and a drawer side in height 250 mm.

Nova Pro Scala incorporates the best of Nova Pro. And much more besides!

Elegant edge definition is a striking feature of Nova Pro Scala. The broad spectrum covered by the product range enables segmentation from the entry-level version through to the premium segment and provides the individual styling option of designer panels which fit snugly on the drawer sides.



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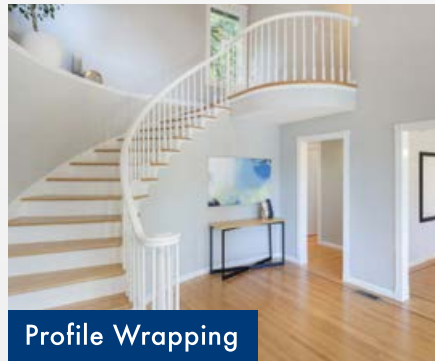
Edgebanding



Flat Lamination



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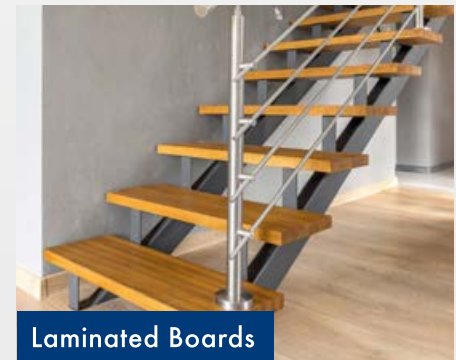
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Salice: the Designer's Choice

The Italian furniture component manufacturer Salice is renowned for creating furniture fittings with a difference. Aside from elite craftsmanship, premium quality materials and bespoke finishes, sharp, modern silhouettes are the secret to the brand's stunning designs. The company aims to invent products that become a sensation, emerging from the status quo as an icon. The range of products has greatly expanded over recent years with the company supplying more 'system solutions' to its clients than ever before. The design-led range exudes desirability and style, with cutting edge innovation and performance as standard.

Beautifully designed hinges are, of course, the domain of Salice. The Titanium story is one of ongoing success: introduced by Salice in 2011, Titanium has matured to establish itself

as the de facto standard; a distinctive and refined hinge, favoured by many architects and designers for its aesthetic appeal and functionality. Used for furniture hinges and now extended to numerous other products in the Salice range, Titanium integrates perfectly with most applications and is in total harmony with the latest trends; high-tech materials that reproduce the natural effect of stones, metals and marbles and polished textures

Vertical sliding systems that hide away everyday items such as televisions, book collections and media systems are increasing in popularity as they deliver a sleek and modern finish to a variety of environments including living rooms, kitchens, offices, and bedrooms. Mover by Salice is a compact, vertical sliding system for wall cabinet doors, providing the simplicity and elegance of a downward sliding

Salice's products achieve functionality effortlessly through great design with more than a hint of style.

Top left: The Titanium hinge

Top Right: Mover

Above: Mover Flat



Excessories – Night Collection



Pin Knife



Pin Shelf

door together with the functional performances of an innovative and versatile system. The action of the system is synchronised and controlled, enabling the door to be held in any position. In addition, Mover does not require double side panels or counterweights and so maximises the available space in the cabinet.

Where space is restricted and conventionally-opening doors would be unworkable, Mover Flat is the perfect solution, enabling the creation of concealable spaces on kitchen cabinets - and anywhere you want the convenience of a space that can be elegantly hidden behind a sliding panel.

Offering chic storage to the kitchen is Pin, a revolutionary display system from Salice that presents the most flexible and creative arrangement of bottles, knives and shelves. The elegant design and highly refined Pin has streamlined aesthetics and easy, quick and

intuitive assembly. It allows items to be showcased whilst reclaiming the work surface for a clean, minimalistic look. Available in steel and titanium finishes, a Pin Display Storage System will complement all kinds of room settings, furniture and applications.

There are many wardrobe interiors on the market, but Salice set out to design something more special. With desirability to the design conscious in mind, Salice launched its luxuriously finished Excessories – Night Collection at Sicam. The collection allows wardrobes of all styles to accommodate elegant hangers, scarves and tie hangers, bag hangers, cotton garment holder bags, trouser hangers, shoe racks and jewellery holders. All the elements offer singular refinement and efficiency in various dimensions and multiple finishes from fabrics to leather in a variety of beautiful colours.

Walter Gosling, UK Branch Director, summarises the company and its philosophy: "As a business, passion and creativity direct our work every day. We are constantly exploring new design styles that inspire and offer the exceptional, rather than the norm. We are, after all, an Italian company, and flair and luxury are synonymous with good Italian design that inspires us to seek out unique creativity. We recognise more and more attention is being paid to the finer parts of furniture. It's not just about the functionality anymore. Designers want something exceptional and exquisite, where refinement is as important as performance."

For further information on the Salice product range, call 01480 413831, visit www.saliceuk.co.uk or, if you are using the free Furniture Journal App, tap [here](#) to send an email.

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Stick with Rakoll®

Looking for PVAc? Kenyon Group now stocks a full range of H.B. Fuller products for next day delivery.

If there were a way to reduce your adhesive consumption by as much as 30% and cut pressing times when laminating HPL, paper, or veneer (or when edge gluing or finger jointing), it would make sense to look into it, wouldn't it? Well, according to Kenyon Group, there is.

H.B. Fuller Rakoll® Eco 3 PVAc is claimed to offer both these advantages in a one-component formulation that can be used both for cold and warm pressing. And it's one of a range of Rakoll® PVAc adhesives now being supplied on a just-in-time basis by the Oldham-based adhesive specialist, Kenyon Group.

Kenyon Group has been supplying the woodworking, furniture, caravan, insulation,

mattress, window and door manufacturing markets for just shy of 40 years. The company has a wealth of knowledge and a technical sales team that's well equipped to assist smaller users as well as multi-national companies with their adhesive requirements - and, as James Hamilton, Sales Manager for Kenyon, says, "We like a challenge! We don't just stock and sell glue, we provide adhesive answers and solve gluing problems."

The Rakoll® range of PVAc adhesives includes D2, D3 and D4 products for assembly, dowelling and lamination. Rakoll® Eco 3 is polymerised and manufactured in Dukinfield, Cheshire, just a few short miles from Kenyon's main adhesive warehouse, and for those looking to make the technology transfer from



ureaformaldehyde adhesives to vinylacetate-based adhesives without loss of bonding performance, it has a lot to offer. The performance of Rakoll® Eco 3 makes it ideal for a range of bonding tasks from furniture and door production to solid wood assembly and it can be used in cold, hot, high frequency and short cycle presses.

The Rakoll® adhesive range also includes Rakoll® GXL 3 and Rakoll® GXL 4 - brand names that have been associated with performance and quality for decades. Rakoll® GXL 3 is IMO certified for marine applications. Rakoll® GXL 4 is a certified D4 and, Kenyon Group confirms, it's been formulated to keep its characteristics and stability for the full nine-month shelf life.

Certification covering the release of volatiles in the manufactured wood panels industry has become stricter in the last few years - particularly in relation to the release of formaldehyde that's been reclassified recently as more hazardous. New to the market, is Rakoll® 4933 formaldehyde free D3 PVAc that allows users to be fully compliant with the new regulations while offering a particularly strong bond, typical of Rakoll PVAc adhesives.

The Rakoll® range stands in a lineup that includes well-known brands from H.B. Fuller, such as Rapidex®, Swift®lock, Swift®tak, Swift®bond, Icema™, Helmitin®, Swift®therm and Ipatherm™. Together, they cover applications from flat lamination (D3 certified

PVAc adhesives and HMMC), edgebanding (EVA and HMMC), profile wrapping (HMMC) and membrane pressing. The experience of Kenyon Group's technical sales team means top line technical support and just-in-time supply are all part of the package. Ian Kenyon, Kenyon Group's Managing Director, confirms, "Besides our technical support, we will not let you down on delivery. If you require the product next day, next day it will be. We pride ourselves on our UK stock holding and being competitively priced."

To find out more, contact Kenyon Group on 0161 633 6328 or, if you are reading this edition using the free Furniture Journal App, touch [here](#) for a direct link to H.B. Fuller products on the Kenyon Group website.

Components, great and small

**No cut-and-edge job is too big
or too small for Cworkshop.**

It doesn't matter how big your company is, at some point demand will outstrip production and you'll find yourself barely able to cope with the volume of orders you need to fulfil. There are peak times during the year when you might be able to anticipate that – in the run up to Christmas, for example – but what do you do when the unexpected happens? Operators can go sick, machines can break down, but your customers still expect their orders on time. If your furniture is panel-based, the solution could be a lot simpler than you might think.

Located in Borehamwood is a specialist component manufacturer that's well equipped, service orientated and ready to help out with a Fast Lane service if you need it. Over the last three years, Cworkshop has invested heavily in four brand-new Homag beam saws, two new edgebanders and three-axis drilling, routing and nesting machinery. It's increased its factory space fivefold and shortened its lead times – and its dedicated 22-man crew is helping companies large and small to fulfil orders they might otherwise have had to turn away.

"Smaller jobs, like 100 panels and 50m of edging, we can squeeze 20-22 jobs into a day with each team and we have two teams, each with two saws and an edgebander," Managing Director Felix Zajarnijus told Furniture Journal. "But we're also able to help customers who want much bigger runs. We can cut an entire pallet into strips and edgeband 1,000 metres in an hour quite easily. We've started to see some much bigger enquiries with quotes up to £100,000 in value. We are being perceived as a company of choice for larger companies and we have the machinery and the staff to be able to quote confidently, knowing we can deliver a top-quality product on time and on budget."

The range of boards Cworkshop is able to process has increased from 8mm in thickness to 60mm with the arrival of a new, all-singing, all-dancing Holz-Her edgebander. The new edgebander will run PUR and NiR, which means if you want a totally sealed edge for a product that needs to be guaranteed against water ingress and steam damage, or you want laser quality with a zero glue-line finish, both



Cut-to-size panels with Laser, PUR and Cworkshop's own Diamond Cut finish.



are available. And the range of edgebanding materials they can apply includes everything from co-extruded laser edging to PP,ABS, veneer and solid wood lippings.

Cutting, drilling and routing big boards is not a problem. The Homag beam saws will take panels of up to 3.2 metres, and for nesting, drilling and routing operations, the CNC can accommodate panels of up to 3.1 x 2.1 metres.

Cworkshop works with market-leading board manufacturers and edgebanding producers to ensure the best possible quality and can offer all the most popular surfaces and finishes currently on the market. They even have their own 'Diamond Cut' edge finish if you want something more unusual, and have the facility to offer mitre edges for special applications. High gloss, supermatt, metallics, heavily embossed, they have experience of working with the most delicate materials through to the most robust - and they'll work with your materials, if you prefer.

Cworkshop is very quality-driven. Not only is the factory immaculate and a model of

organisation, everyone who works there seems genuinely focussed on ensuring customers get the best finish and return for more. And they'd be very happy to welcome you if that's something you'd like to check out for yourself.

Of course, while it's useful to know there's a company that can provide insurance against catastrophe, you don't need to wait for a busy period or a production emergency to call Cworkshop. Their flexible approach is just as accessible to companies that would rather outsource part of their production than invest in the staff and machinery to increase capacity. In the last few months, as part of its quest to become a full service provider, Cworkshop has also added spray finishing to its offer, so if you need a cut-to-size product that also has a painted finish, it's now available.

To find out more, call Cworkshop on 020 8236 2313, visit www.cworkshop.co.uk or, if you are using the free Furniture Journal App, tap the picture marked with a link to send a message from your smartphone or tablet.



Felix Zajarnijus



The Choice of Perfectionists

So impressed are the staff at Cworkshop with their new Holz-Her Lumina 1594 edgebander that a second identical machine is already being talked about.

How do you sell a machine to a couple of perfectionists who know what they want to achieve, know exactly how they want their machine to perform, know how they want it to work, and expect everything about it to come up to the exceptionally high standards they set for their own work? Fortunately for Paul Nightingale, Sales Manager for Holz-Her in the UK, he didn't really need to sell Felix Zajarnijus and Anthony Didjurgis a Lumina 1594 edgebander. After just two hours with the engineer in Germany, the machine had sold itself. And so impressed are they with their new purchase that Felix and Anthony, directors of the Borehamwood-based cut and edge specialists, Cworkshop, are already discussing the purchase of a second identical machine.

The hunt began in February 2018 when, conscious they were in danger of having to

increase lead times, they took the decision to buy more machines. "We were thinking about various machines and spacing their arrival out," Anthony told Furniture Journal, "But we decided, if we were hitting our capacity in a quiet month, it would be better to get everything in then, because otherwise we would be in trouble by September when things start to get busier. We ordered two new beam saws and an edgebander.

"We knew the saws we wanted but we decided to look around for the edgebander. We really wanted a company that would offer us proper service. That's critical for us. We did thorough research and visited various manufacturers. The build quality of one machine we saw was great but it was made to produce thousands of metres of the same product. That's not our business. We change the tape 20, maybe 30 times a



Left: The Lumina 1594 Automatic.

Below Left: Guide unit for end edgebanding on narrow parts

Below: From the controller, the laser edging is selected from a database and set up of energy requirement is automatic.



day. We use different thicknesses, different widths, different boards and so on. We needed to have a versatile machine that would give us flexibility. Another machine we saw, we didn't like the gluing system. I was very particular about the gluing system and how it was changed from clear to white. When someone tells you to buy a fridge to keep PUR over the weekend, or invest in a nitrogen system, that's not a proper solution to me. We also didn't want messy stations. If a machine looks complicated, it's more difficult to keep clean, so we abandoned that one. Then we went to see Holz-Her.

"What a difference! We straight away liked the design and the gluing system. It was different and they demonstrated to us how versatile the machine was. We could see how easy it was to keep clean. But in the showroom in Abingdon, they only had a small Lumina. We needed to see a big one, so we decided to go to Germany."

The trip to Germany turned into something of an adventure as their EasyJet flight to Stuttgart from Gatwick on June 4th was cancelled when everyone was at the gate. But with the need to have another edgebander commissioned and working before September and an extraction system that needed to be

co-ordinated with the arrival of both the saws and the edgebander, the options were limited: find another date, which didn't seem to work for anyone, or drive. So, they drove. Through the night. To Stuttgart.

"We arrived at 8.50 in the morning for a 9am appointment and the engineer was there waiting for us," recalls Anthony. "It only took us a couple of hours to decide. The machine sold itself. We saw it, we loved it."

"We'd brought our own material, our own edging. In fact, everything we knew didn't work on our other machine we took with us! It all went through the Lumina perfectly. The engineer was really helpful, knowledgeable, easy to talk to and very sincere."

As Anthony confirms, everything about the Lumina 1594 is heavyweight and industrial. He wanted the accuracy that comes with a rigid frame and no-compromise machining units. In terms of specification, Cworkshop's Holz-Her Lumina 1594 has also been equipped to do far more than one might ordinarily expect of an edgebander: "We went for everything that was available on the machine," Anthony confirms. "Paul Nightingale was amazed. He kept saying, maybe you don't need that. But no, we wanted it. We got everything."



Anthony Didjurgis



Cworkshop's Lumina 1594 Automatic - Specification

- Ltronic laser edging activation unit (changing station).
- Glu Jet hybrid technology with GJ702 PUR 2K (change unit) and automatic glue fill level control.
- Ltronic LT702 electronically controlled Laser Edge Unit for the activation of the functional layer on laser edges.
- Diamond tipped cutting tools with integrated chip removal, patented Pro Lock quick-clamp chuck, and integrated multi-function tools.
- Air cushion table in entry area and electronically controlled spraying units.
- Industry package, including pre-milling unit 1804 MOT2, Glue application unit GJ702, heavy workpiece support and adaptive pressure and glue quantity control.
- LED lamps for the infeed and post-processing areas.
- Automatic lubrication and oil injection.
- Infrared heater to warm the workpiece edge before adhesive application.
- iTronic - Automatic package, including automatic glue quantity control, adaptive guillotine and adaptive pressure section.
- Nesting tracer shoes.
- Edge Control 19 with 18,5" colour touchscreen includes an extensive program store and is network ready.
- ECO MODE+ puts all drives out of operation as soon as no workpiece is entered into the machine.
- Guide unit for end edgebanding on narrow parts.
- Pre-milling unit with two plunge-in controlled trimming units for joining panel edges - Air Stream System with diamond cutters.
- MG701 SYNCHRO Edge feeder for automatic transport of roll and strip products.
- Pressure section 1914-1 MOT with four pressure rollers.
- End-trimming KA 701 pneumatic with noise reduced TC-sawblades.
- Multipurpose package: fully automatic multi-tool equipment with multi-purpose tools and tooling revolvers.
- FR701 Cutter unit with fully automatic multi-purpose tool.
- Form trimming unit FF701 Multi with automatic tool revolver and six fully digital NC servo-axes.
- Fully automatic, multi-function revolver Scraper unit ZK701 with eight NC servo axes and blast nozzles to blow away chips provides 100% repetition accuracy at the touch of a button - including high gloss package for exact adjustment of tool depth when using high gloss panels with protective foil.
- Surface glue scraper FK701 with pre and post tracing devices for a clean glue line.
- Two-wheel buffing unit 1944K for edge cleaning and polishing.
- Sprayer units at the infeed, for anti-static coolant and for edge spraying gloss products.



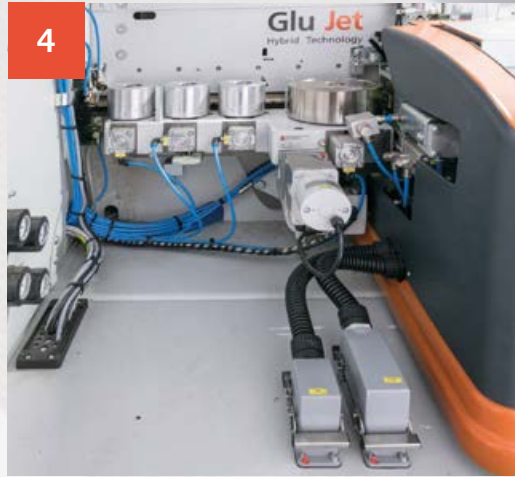
Whatever the highest specification is, that's what we have. It's even putting diamond edge finish on panels.

"It's a very heavy, solid machine – properly built. We went for that because we didn't want to compromise on quality or reliability. With this machine, we can work with all the panels that are available in small or large quantities, apply any type of edging up to 3mm in thickness, lippings up to 20mm (for such as fire doors) and the machine can take an edge of up to 60mm. We can service the one-man band, right the way up to a much larger company. And it meets all the requirements we wanted.

"For us, glue application was critical. We were tired of glue rollers. Everybody offers them and, for us, the problem is looking after a glue roller, making sure it's still working properly. We killed two glue rollers with our

other machine. The problem was how to remove the PUR from the roller – not just the surface but deep inside. Any trace left on it means it doesn't spread properly, so you end up with a glue line that thickens and that's no good. That's when you have to get another roller. That was one pain we wanted to get over and with the Lumina, we have.

"This gluing system is very versatile. You have full access to it. When you've finished working, you can pull the gluing system out and see it, clean it properly every day – not that it needs much: there's a plate to clean and that's all. You give it a quick polish and everything is done. That was a key selling point for us. Maintenance is so easy." The simple, efficient, touch-button purge system also means fast changeover from one colour to another, or from one glue type to another.



- 1: Ltronic unit for applying laser edging tapes.
- 2: Holz-Her's Ltronic Near Infra Red unit can be exchanged in seconds.
- 3: Holz-Her Glujet unit in place.
- 4: Clip in cables on Glujet unit.
- 5: End trim and fine trim.
- 6: Fine trim and corner rounding.
- 7: Corner rounding.
- 8: Fine trim and corner rounding
- 9: Profile scrapers and surface scrapers.
- 10: Buffers.

"Then there was the changeover of the gluing station between laser - NiR - and PUR. It's a clean job, a no brainer. Normally, you have hoses, connectors to disconnect, then you have to have a special stand – it's ugly. With the Holz-Her, you just slide it out. There's nothing dangling down, nothing ugly, it's all self-contained. And, unlike the hot air systems we saw on other machines, it works in silence and there's no heat up time. Beautiful design, very well thought out. The first time we saw it, we loved the simplicity. We don't want complicated. We want to produce first-rate components. We know the technology to do that is complicated but using it should be simple. It's a real winner for Holz-Her."

Another aspect Anthony really likes about the Lumina is how simple Holz-Her has made

adjustment and switch over from one edging type to another: "All the units inside the machine are NC controlled and can be adjusted on the screen to within 1,000 steps per millimetre – no spanners, no opening it up and diving inside. It's making my staff very happy. It's very easy to work. The screen is new to us – it's something you have to learn – but it's very intuitive."

Always focussed on achieving the best possible finish for clients, Cworkshop isn't running the Lumina 1594 at its full operating speed. "We're running it under speed – 20m/min instead of 25m/min," says Anthony. "We always do this with our machines so we get the very highest quality out of every machine. Although it's supposed to be the same speed as the other edgebander we have, even running at 20m/min it's actually

faster and more productive and the finish coming off it is perfect."

Coming from perfectionists, that's quite a compliment. And both Felix and Anthony are in agreement, if Holz-Her's service in the UK continues to be as good as it's been so far – the machine was delivered a week earlier than expected and the service package included full, in-depth training - there'll be another order placed for a duplicate machine in 2019.

For more information on the full range of Holz-Her edgebanders, contact Weinig Group UK on 01235 557600, or visit www.weinig.co.uk/en/ or, if you are reading this article with the free Furniture Journal App, touch any image marked with a link sign for specifications or videos of the Lumina 1594 in operation.



Utopian Solution



Jon Wilson

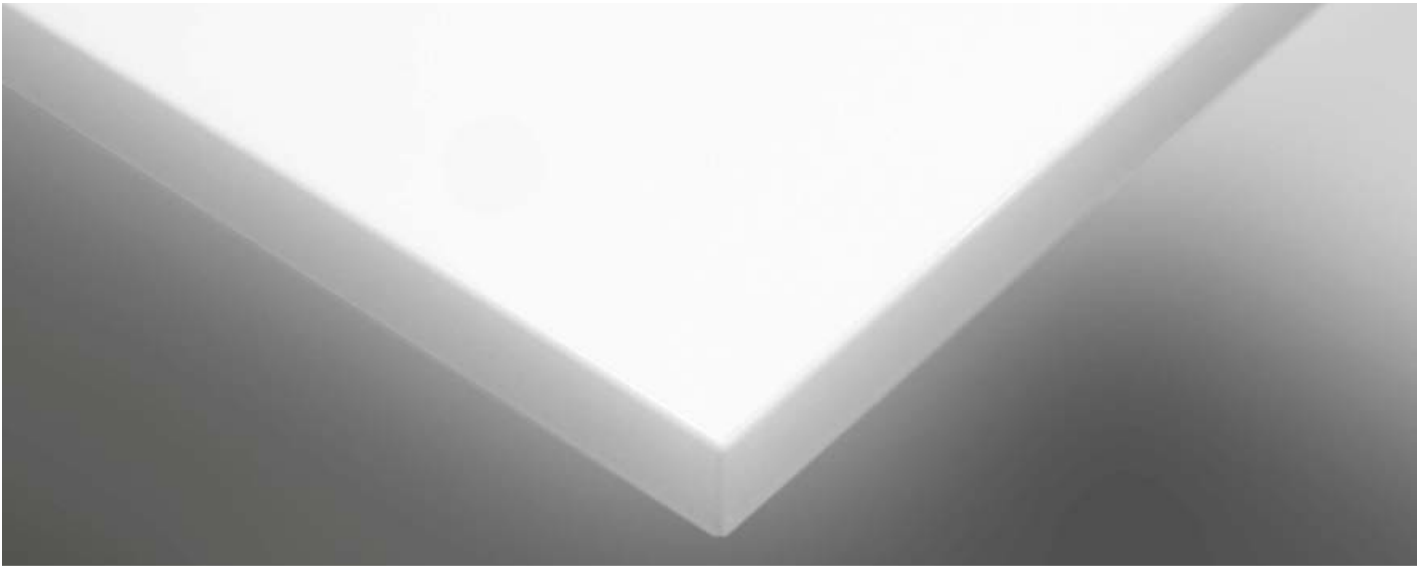
Utopia's Stefani XD is equipped with some rather special features that provide edge perfection and additional benefits:

Making bathroom furniture is the preserve of perfectionists. There's water to contend with – lots of it – and there's steam. If your quality control isn't super tight, sooner or later water ingress will catch you out and the returns will flow back in a steady stream. At Utopia Group, they've developed quality control procedures that include examination of doors and panel components in microscopic detail, and that's given them a unique perspective on the machinery and processes that work and those that don't. The expectation of Utopia's dealer network is that perfection and reliability will come as standard, so when Director David Conn and Production Engineering Manager

John Phelps invest in a new machine, they choose it carefully. Very carefully.

The introduction of a new Alpine White door might not sound like a major task for production but, as John Phelps reports, it proved to be the catalyst in a decision that resulted in the purchase of a brand new Stefani XD edgebander. "We wanted a really good finish with no join between the edge and the face. The finish was good but it didn't seem to matter what we did with PUR, it wasn't quite good enough. That's when we started looking at Air Fusion.

"We went to the W exhibition and saw a number of machines in action. SCM's Stefani engineer, Jon Wilson, gave us a demonstration



of Air Fusion. We liked what we saw. SCM could supply a machine that would run at 25m/min and the heat up time of SCM's Air Fusion system was just 30 seconds from cold to 350 degrees. Compared with other machines on the market, that was fast. Typically, you'd expect a hot air unit to heat up to 300+ degrees in about 20 minutes – and we saw several of those in action as well. SCM had a Stefani XD in stock at Thiene, and it was already equipped with the tooling we required and could be supplied in six weeks. We have other SCM machines in the factory and know them to be good, so we placed the order.”

Utopia's Stefani XD is equipped with some rather special features that not only provide the edge perfection Utopia wanted on their new flat Alpine White door, they also bring additional benefits:

Some readers may well remember the Innovation Award Stefani received for its SGP gluepot at Xylexpo around four years ago. Utopia's Stefani XD has this, and it basically means the operator can switch from using PUR to the hot air 'Air Fusion' glue system in under a minute. “The SGP gluepot has a fast purging system,” explains engineer Jon Wilson. “The old systems needed wax to purge through, nitrogen gases, etc. The new system is a sealed gluepot, so the only thing exposed overnight is the roller. When the operator comes in on a morning, the only thing he needs to do is start up and heat the gluepot. The glue roller starts rotating. There's an automatic purge button on the software that will purge and scrape the skin off the glue roller. That takes 5-10 seconds, then it discharges the glue into a pot. Press the button again and the PUR is clean, warm





enough and you're into full production. You can leave this overnight, or over a weekend. There is no need for waxing out processes until shutdown for Christmas."

One problem John Phelps really wanted to overcome was the edgebanding of doors that had been drilled ready to take hinge cups and components that had been grooved to accept mood lighting strips. Over the years, his operators had become skilled at taping over grooves and making plugs to fill gaps so nested components could be taken straight to the edgebander from the CNC router for finishing. But, as he says, it was taking a huge amount of time, often demanding additional work at the bench to ensure a standard of finish that would pass all Utopia's quality control checks. What he really needed was a nesting lock that would ride over them and get it right every time. Many edgebanders can be equipped with nesting locks but Stefani's solution was both unique and particularly effective. Jon Wilson explains how it works: "With a nesting copier, if Utopia produces nested components on the CNC, they can machine the 35mm hinge inserts and the

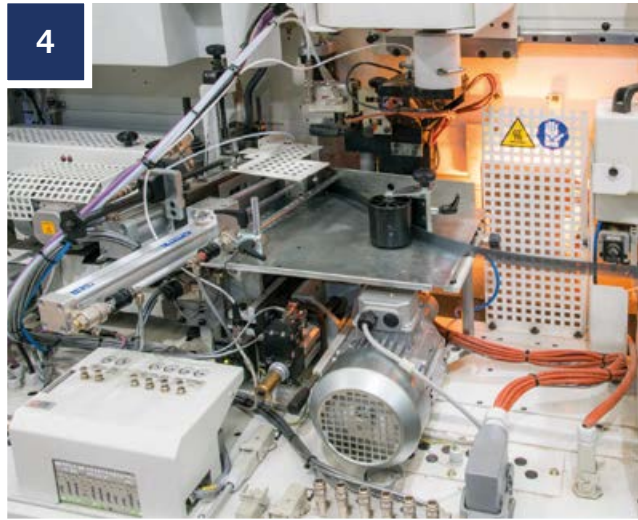
copiers at the top inside the edgebander don't dip into the panel and damage it. There's a locking system on the nesting copiers that follows the zero profile of the panel so it comes off consistent in its finish. It's a new system we've developed. We used to use three tracer wheels. The first and last tracer wheel would always sit on the panel and not dip in. We've now devised a locking system with a single tracer wheel that has a thickness of 20mm. It measures the panel off the centre and locks on the zero of the panel – the top or the bottom of the fascia – giving a perfect finish to the edge regardless of any drillings on the panel."

Also key to the decision on which machine to buy was the Stefani XD's ability to cope with smaller components. Officially, the smallest panel it's meant to be capable of edging is around 84mm, but the remarkable Stefani XD is consistently making light work of 63mm components. "On the top pressure beam, there are no rubber rollers," explains Jon Wilson. "It's a belt system. The smallest panel it is supposed to be capable of processing is around 84mm but Utopia is

doing 63mm at the moment. It's holding it without twisting as it goes through the machine and it's still giving a 100% finish."

Every unit inside the Stefani XD is NC controlled and set from a one-touch controller. There's no manual adjustment to be done inside the machine – and that's a feature that was particularly important to Utopia. Even if production needs to alternate between flat panels and grain-effect panels, the axes move the tooling and it's easy to change the parameters by as little as 0.1 of a micron to accommodate different panel thicknesses.

As the panel enters the machine, an LPZ-2 anti adhesive spray is applied to the top and bottom before it goes through a pre-milling section that prepares the board in readiness for tape application. Tape is supplied automatically from a multi-roll magazine and feeds through the Air Fusion or the PUR system, depending on the bonding you want to use. Channel one is loaded with edging for Air Fusion, leaving the second channel free for ABS or PVC to be applied with PUR via the SGP gluepot. Next, pressure rollers force the melted edge into the panel and over the



edges, top and bottom. It's then sprayed with an NFly cooling solution that cools the polyurethane prior to it going through the machining section, so you're not machining soft edging and can create a precise finish. The panel then goes through to the end trim process which cuts the front and back, then the top and bottom. Utopia's machine is equipped with a multi-function tool that allows the operator to switch from 2mm, to 1mm or 0.8mm at the touch of a button. The one-touch controller automatically changes the radius of the tool. The edge scrapers are at the back of the machine and they remove a 0.1-0.2mm profile – just enough to get rid of cutter marks left by the four-wing cutter in the ED system tool. Then the panel passes through a flat glue scraper that removes excess residue before the panel reaches the buffer sections that polish and blend it using LPI63 solution.

"LPI63 is a Riepe solution, but we're doing tests with the Ostermann all-in-one solution that is alcohol-based and evaporates off the panel as it comes off," says Jon Wilson. "When the panel comes off the machine, there's no

residue left on the protective plastic film. It cleans the panel and evaporates into the air." And herein lies another problem Utopia's Stefani XD addresses nicely: there's a flat copier on the corner rounder rather than a rotary copier that might rip the protective film from the surface of the panel. The edge is sprayed with the slipping agent, N-Fly, to aid finishing, so when the panel comes off the machine it's ready for the fitter to remove the film.

John Phelps is delighted with SCM and with the new Stefani. "We've always had a good quality finish from SCM machines and they are very reliable," he says. "We have one machine that's knocking on 20 years old and it's probably one of the best edgebanders we've got. We always get tremendous support from Jon Wilson and the training we've received with this machine has been first rate. It's covered the software and programming, mechanical setup of the stations, removing tools, maintenance, greasing points – anything the guys can check for or fault find – and concluded with two days of full production so we knew

everything was 100%. You can't ask much more than that can you?"

For more information, call 0115 977 0044, or download the free Furniture Journal app and touch any of the pictures in the online edition for an immediate link to video demonstrations and more. Alternatively, touch info@scmgroup.com to send an email.

1: The one-touch controller.

2: The Infeed sensor.

3: Anti-adhesive spray is applied to the top and bottom before the panel goes through pre-milling.

4: Tape is supplied automatically and feeds through the Air Fusion or the PUR system.

5: The glue pot above the tape feeder and PUR system.

6: Pressure rollers and edge guide "Nozzle Adjustment Air Fusion H+.

7 & 8: The edge is sprayed with NFly cooling solution before the panel goes through the machining section.

9 & 10: Corner rounding and top and bottomed scraping units. All are multi-edge, 3 radius and full NC controlled.

11: The final unit includes glue scraping and a butter section.

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Bates Timber's first Standard TRK2 Striebig vertical panel saw.

Striebig Double Act

Independent timber merchant, Bates Timber, has invested in two Standard TRK2 Striebig vertical panel saws in the last 18 months from leading machinery distributor, TM Machinery. Following a move to new premises that saw the Coventry-based company more than double in size and an increased demand for cut-to-size boards, investing in reliable and accurate machinery that would stand the test of time was a top priority for the growing business.

"As an independent timber merchant, we are geared towards offering a great service to our customers," begins Peter Bates, owner of Bates Timber. "We work with both the trade and the general public, meaning our day-to-day jobs vary massively in size. Our saws could be used to cut a single sheet of MDF or resize several thousand plywood boards for a production job. With such variation in our work, we needed to invest in a bigger and better saw that could offer us more capabilities and help us with an increasing number of orders."

Having researched the Striebig brand online and experienced a live demonstration of the Standard Striebig at the woodworking machinery and materials show, W16, Peter placed his order and the saw was installed quickly and put to good use immediately in their original unit on Foleshill Road, Coventry. As well as offering Striebig's unparalleled precision of 0.1 mm, a powerful, high-torque 5.5 kW motor (7.5 hp), a 300/30 mm carbide circular saw blade and integral TRK extraction system, the popular TRK2 model also benefits from an automatically yielding aluminium support frame with plastic supports for simple and controlled cutting.

A year later, Bates Timber purchased new premises on a 1.3 acre site. "We had been in our old unit for over 25 years and we had simply outgrown it. We were at a stage where we would have had to have turned business away if we had stayed put. The new site is more than double the size, as is our brand new machinery shop. Our processes have always

One year after buying his first Striebig vertical panel saw, Peter Bates of Bates Timber has invested in a second.



Bates Timber's first Striebig.



Peter Bates, Owner of Bates Timber.



Bates Timber's most recent Standard TRK2 purchased to work with jumbo sheets if required



The manual measuring device comes as standard



run smoothly so it made sense to replicate the old unit and double-up on machinery. After experiencing our first Striebig for 12 months and seeing just how robust it was, I knew another Striebig vertical panel saw would be a sound investment for the business."

Moving to bigger premises and purchasing a second Striebig vertical panel saw couldn't have come at a better time for the merchant, as demand for bulk production was steadily increasing. "We found ourselves having to break down the saw when working on jobs that required two or three thousand pieces of MDF or plywood to be cut-to-size at one time in order to service walk-in customers who would want a single sheet re-sized while they waited," admits Peter. "The introduction of a second Striebig vertical panel saw – this time chosen with a larger bed to work with jumbo sheets - gave us the flexibility to deal with these requests much more efficiently. Now we often use both

machines concurrently to minimise interruptions and productivity. It's also given us the resources we need to build on this revenue stream in the future."

Keen to work with local companies wherever possible, Peter build a solid relationship with TM Machinery's team. "The service we received from TM Machinery was faultless," admits Peter. "They offered us sound advice and both machines were delivered, off-loaded and assembled with minimal fuss. I couldn't fault their knowledge and understanding of both the machinery brand or the industry, and I'd recommend them to anyone looking to purchase a vertical panel saw." Operational training was given once the machine was fully installed by TM Machinery's experienced engineers and an annual service plan was put in place in order to maintain the saw's optimal performance.

Peter adds, "The two Striebig saws were a big up-front investment for us but when

you've got two machines that you know will continue to perform solidly year-on-year for the next decade, the investment will pay for itself. They also have the performance capabilities to grow with the company and to undertake a wide range of jobs quickly and effectively. I'm a firm believer in the phrase, 'you get what you pay for' and in my mind, there isn't a better example of this than a Striebig."

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 or call 0116 271 7155. For the latest news, find **TM Machinery** on LinkedIn or follow **@TM_Machinery** on Twitter. Find out more about Bates Timber here: www.batestimber.co.uk. Readers using the free Furniture Journal App can request more information by tapping [here](#).

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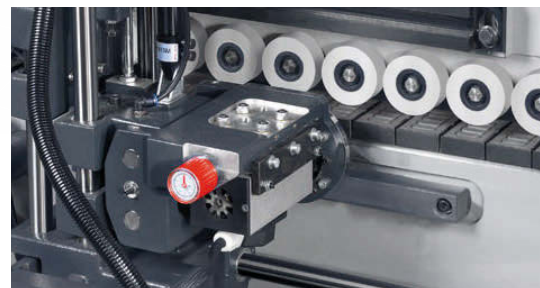
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Flexible Filtration

A custom-built extraction system from Dustraction is the ideal solution for Leicestershire-based Oliveti Cubicles.

When faced with a new factory unit to home its growing components manufacturing business, Oliveti Cubicles turned to leading wood waste extraction specialist, Dustraction, to provide a custom-built extraction solution for its new premises in Leicestershire.

"We had simply outgrown our old premises in Willoughby and we needed more space if we were to continue working on such a broad range of construction projects," begins Julian Beardsell, Cubicles Department Manager at Oliveti Cubicles. "The old unit homed an old extraction system that was simply not up to the job anymore. It was out of date and we were spending increasing amounts of time trying to keep the system healthy. It was clear that we couldn't take the system with us. Instead, we needed to invest in a new, low-

maintenance system that could offer us ongoing reliability, solid performance and room to grow."

With a six-year lease on their new premises in Leicester, Julian was also keen to future-proof his investment. "We have grown significantly since we began trading and adding new machinery to our line-up is inevitable. With this in mind, we also needed a system that could offer us a minimum of 30% expansion."

This led the components company to Dustraction's door. "I work with a lot of Leicestershire-based businesses and I was keen to use as many local companies as I could during the relocation process. I received quotes from several extraction specialists but Dustraction was my first and last port of call. I found them to be the best overall value. They were not necessarily the cheapest but they offered a clear and concise



Filter unit



Extraction from edgebander and ductwork (above right).

Left: Main ductwork in the ceiling.

package. They also gave me confidence in their abilities from the off - and offered the infrastructure needed to complete the job in a competitive time-frame."

The initial stages of the project required Dustraction to work closely with Oliveti Cubicles and the first step was to create a workshop floor plan. In order for all criteria to be met – including the simultaneous use of an edgebander, dimension saw, vertical spindle moulder and four sided moulder - a Dustrax No 27 Series filter system was installed. The system itself, which has been designed to handle a total air volume of 3.32m³/sec (7035 cfm), utilises a tubular sock-type filtering system and comes complete with an automatic shaker cleaning mechanism. In order to fulfil Julian's expansion requirements, the system's modular bolted construction also allows for later fitting of further filter chambers, bagging base extensions and increased fan power.

"Disruption to the team was minimal throughout the installation," explains Julian. "Dustraction was working in an empty building and it didn't have an existing extraction system to work around. The only thing the team needed was electrical supplies to different parts of the equipment and access to hoists and positioning equipment. This allowed for the first stage of the installation to be completed in under six weeks, with the tails for each machine attached to the ducting, ready for the machines to be dropped into place."

It was at this point of the installation that the components manufacturer received an order that needed to be completed quickly. "We were just about ready to start moving machinery into our new workshop when we were given a time-sensitive job to complete. This stopped the final stage of the installation being completed for over eight weeks.

Julian continues, "This is where Dustraction's understanding, cooperation

and experience came into play. They were happy to work around us and, when we were in a position to relocate, the second phase was done quickly and efficiently to limit any downtime. Each piece of machinery was connected as per the floor plan and our technicians and Dustraction's engineers went through each machine, one-by-one, to make sure everything was in full working order. Having the support from Dustraction at that stage of the installation was very important and their flexible approach to the whole project made working with them a real pleasure. If I had to sum up my experience of working with Dustraction, I would have to say they were efficient, obliging and on budget!"

For more information, visit www.dustraction.co.uk, call 0116 271 3212 or email info@dustraction.co.uk. If you are reading this edition with the free Furniture Journal App, just touch the blue text for an immediate link.

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