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On the Cover

Pravin Gajaria explains how teaming up with SCM has taken Orange Tree Joinery beyond woodworking.

Story: pages 54-57

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Behind the Brand



Guy Metcalfe

Furniture Journal talks to Guy Metcalfe about what lies behind one of the great brands from our industry.

There are plenty of well-recognised brands in the market. Look at the automotive industry. Look at the retail sector, fashion, mobile phones, computers – they're everywhere. Recognised brands command a deal of respect (and often a higher price tag) and people buy into them. But what really makes a brand worthy of its status? Are you getting value for money when you buy a branded product, or are you just paying for a name?

Guy Metcalfe, the Managing Director of Elland-based Decorative Panels Group, and his management team have taken a pragmatic approach to the business of building a brand, though he would be the

first to admit, that's not what they set out to do. They set out to build a business. To Guy, the blue "dp" brand logo is only a symbol that encapsulates continual investment in facilities, machinery, service and products that spans decades. "You'll never have a successful brand unless you've got a successful business and successful products," he says. "That means having people who are committed to providing everything the brand needs and products that are based around quality and service. We didn't set out a brand development strategy, but we've always had a business development strategy behind the business. If you look at our advertising, we don't promote the brand, we



promote the product with the brand behind it – and what we have in our factories. We’ve sometimes questioned whether it’s right to be advertising our machinery or better to advertise the product. There are a lot of people who sell something but don’t have the capability to make it, so we came to the conclusion we should be doing both. It’s important that people understand what we have behind us to manufacture the product.”

The Decorative Panels story is one of organic growth, of opportunities grasped, of calculated risk and continual investment. “We were coffin manufacturers until 1985,” recalls Guy, who, along with Steve Gaunt, is a direct descendent of the founders. “Until 1990, Decorative Panels was just a trade name within the business. The name started because we installed a synthetic laminating

line back in 1971 and that gave us much more capacity than we needed. By 1972, we were laminating enough board to manufacture our coffins in half a day a week and we had a line with four-and-a-half days spare capacity. We decided we could sell that spare capacity into the furniture industry and came up with the name Decorative Panels. It stayed as a trade name until 1990 when we incorporated it as the company name, Decorative Panels Ltd. That’s when we really started pushing with our wide laminating lines. We invested heavily, grew the business and built further sites in 1993. Then, in 2001, we split the business into our Holdings business, **Laminating business** and **Components business** because, by that time, we were also making components as well as laminating sheet materials.

“The brand itself – the dp logo – has been around for a long time. In the last 10 years, we’ve tried to increase our brand awareness. We put the tag line Your Perfect Partner with it around 10 years ago. That sums up what we try to be. We want our customers to recognise dp – the Decorative Panels Group, your perfect partner – but we want them to recognise it for what it is, not just to recognise it without knowing what we do. A brand in itself means nothing. It’s all about what’s behind it – the product, the service, the team, the people. The brand is the business and the business is the brand.

“Steve Gaunt has always advocated that investment is the key. You can’t go out and sell something if the back room can’t make it. You have to invest in the business. We are heavy, heavy investors. We invest in all three



Investment "...makes us a worthwhile partner to our customers because we are able to give them products that are of the best quality, made in the most efficient way on the latest machinery, and deliver them on time with reliability."



of our businesses every year and we invest heavily. We see that as the way of staying efficient and competitive, but it also makes us a worthwhile partner to our customers because we are able to give them products that are of the best quality, made in the most efficient way on the latest machinery, and deliver them on time with reliability. That's very important. Product, service and quality are integral. The product has to be of a quality that exceeds your customer's expectations and it has to be delivered in a way that exceeds their expectations."

Over the years, the brand, like the company, has evolved, broadened in its offer, grown and developed at all levels. At one time, dp used to sell on an MOQ of one board size and one finish per trailer load. Nowadays, single sheet delivery on 24-hour lead times on laminated products and week-one, week-two turnaround on components have become the norm across 2,000 SKUs. The offer has broadened with sub brands like the

dp-decor, dp-specialist and dp-limitless collections. Although they could laminate with EVA, the product quality has developed and now dp only uses PUR for specialist and limitless products. "It doesn't make us more money," admits Guy, "But it is a stronger, better system and it makes us more confident of the product we're selling." Add all these together with dp's policy of working closely with customers, identifying what they are good at and bringing their strengths together with those across the Decorative Panels Group, and you begin to see why the various divisions of dp have become strategic partners to many customers. "We are involved in a lot of their internal strategy planning because it's important for us both to understand what goes on in each other's businesses," he says. "If we have this interchangeability at every level in the business, it makes for a much better supplier relationship. We can go to them with ideas and they can come to us with ideas.

Transparency is important. Trying to do what you want to do but also understand what your customer needs you to do and finding a way of doing that together, that's the key. That's an important aspect of the service element behind a brand."

You can have the best brand image and logo created for you by the most successful brand consultant but if you can't back that up with the product and the service, sooner or later your brand will fail. "A brand is a sub-context of the product," concludes Guy. "It is far more than a recognised piece of artwork. It has to be recognised for the qualities that lie behind it, and that's something Decorative Panels Group has always prided itself on."

For more information on the products and service available from Decorative Panels Group, call 01484 658341 or visit www.decorativepanels.co.uk Alternatively, touch any image marked with a link sign if you are reading this article with the free Furniture Journal App for more information.



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dp's latest Débutantes

**Decorative Panels
Lamination adds new décors
to its stock offer from three
very different sources.**

October marked the launch of three new additional collections to further enhance the stocked product range available from Elland-based Decorative Panels Lamination – and alongside products from Pfeiderer and Rehau are some highly unusual surfaces from Voice Tec, a company Furniture Journal first introduced to the UK after ZOW 2018.

Taking its offer to more than 90 laminates from Pfeiderer's DST collection, the new additions to Decorative Panels dp-limitless range include striking unicolours like Orange, Signal Red and Orchidea – a deep plum shown in high gloss. Grain embossed unicolours have also been added along with embossed woodgrains like London Oak (in silver), Natural Chalet Oak,

light Bordeaux Oak, St Tropez Oak and Clay and Natural versions of the beautiful exotic, Sangha Wenge.

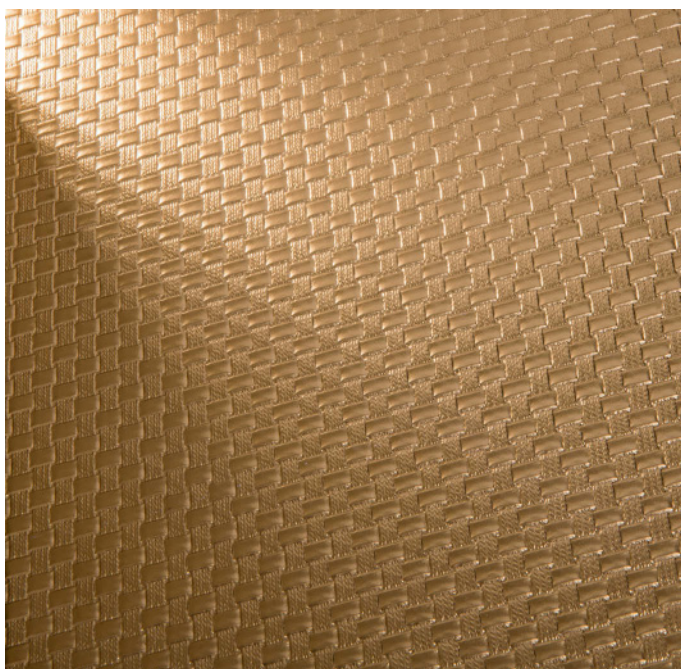
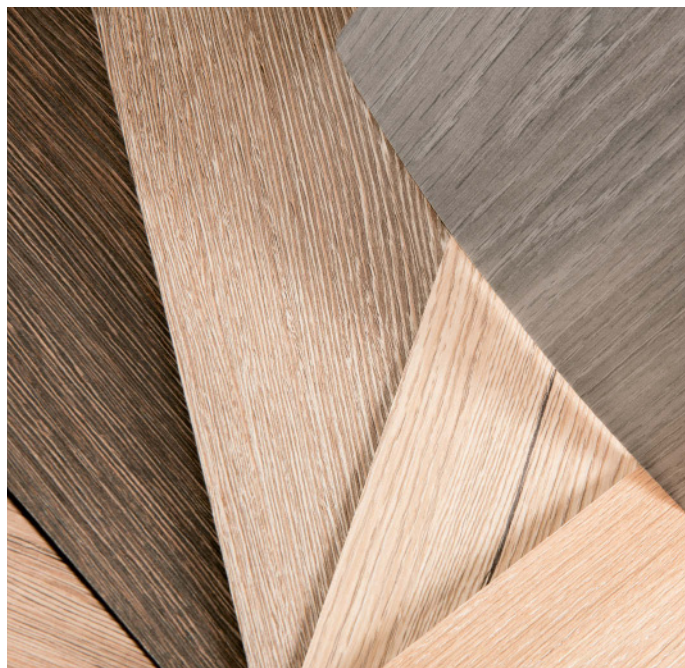
The laminates are bonded to MDF or dp-lite hollowcore using a high performance PUR adhesive that not only gives a higher glue line strength, it offers the additional benefits of being waterproof with excellent low and high temperature performance. The new Pfeiderer products are available in laminated board size of 3050 x 1300 x 15mm, or 18mm MDF, and 2440 x 1220mm dp-lite hollowcore in variety of thicknesses and quantities from just one board.

Next to be launched in October by Decorative Panels was the Rehau Rauvisio Crystal range – a collection of on-trend

Above: Rauvisio from Rehau

Opposite top: New additions from Pfeiderer

Opposite bottom: Unique surfaces from Voice Tec



surface materials that's suitable for both furniture and interior wall cladding applications. Rauvisio Crystal laminate combines the visual appeal of glass with the uncomplicated processing properties of an acrylic, and it comes with the added advantage of being 10 times more break-resistant than real glass and half the weight. It's also light, UV, scratch and impact resistant.

Rehau's Rauvisio Crystal décors – Conglomerato Chiaro, Conglomerato Scuro, Marmo Toscana, Marmo Romano, Marmo Bianco, Marmo Nero and Ruggine – have all been added to the dp-limitless offer and all the décors are available in gloss and matt finishes with matching edgebanding for a seamless look. All are available laminated on

2800 x 1300 x 15mm MDF and in quantities as low as a single sheet.

If you're looking for a finish that's very different, you're sure to find inspiration in a new collection of Voice Tec acrylic textured surfaces that's been added to the dp-limitless range under the Textured Surfaces category. Decorative Panels Lamination is launching with six 1.4mm thick patterns that are supplied in a white matt finish for recoating with a universal 1mm backing sheet, if required.

Launched by Decorative Panels Group at the Surface & Materials Show in October, Voice Tec's Loop, Cactus, Diamantino, Italian Plank, Jute and Giglio are deeply textured and very tactile. Taking inspiration from flowers and bark as well as metals, weaves

and abstract patterns, these totally unique finishes are ideal for any custom project, and the surface can be used either uncoated or with an over lacquer. It can be painted or lacquered using acrylic, polyurethane or water-based finishes, it's resistant to weather and UV rays and can be processed using normal woodworking tools and machinery. Recoatable edging is also available. If you need a design creating to your own specification, Voice Tec will even do that for you and Decorative Panels Lamination will apply it to 3050 x 1300 x 15mm MDF panels.

For more information on these three exciting additions, contact Decorative Panels Lamination on 01484 658341 or visit www.decorativepanels.co.uk

The Perfect J-Pull

**LG's PET Hard Coat makes the ultimate J-Pull possible for
BA Components' Jayline door range.**

If ever you thought it was impossible to pull a décor foil right into a J-pull to create an uninterrupted one-piece surface, take a look at BA's new Jayline door collection. Jayline is a classic. The surface finish runs seamlessly right across the face of the door, down into the J-pull and out over the top lip of the handle. As a result, the contour is immaculate – and extremely hygienic and easy to clean – making Jayline the ultimate handleless door for kitchens, bathrooms and areas where hygiene is crucial. And this is an industry first in the UK.

So how has BA done it? Understandably, as Jayline is something of an industry first, we're

not going to be revealing any production secrets. But what we can reveal is a little-known property of the material BA has chosen to finish its Jayline collection, because this is key to the effectiveness of the laminating process.

The Jayline collection includes five glosses and five supermatts – White, Cashmere, Graphite, Light Grey and Dust Grey – from David Clouting's much lauded PET Hard Coat, paint-effect décor collection. Essential to the achievement of a seamless finish was the flexibility inherent in the finish of the 0.3mm thick LG Hausys PET Hard Coat foil: "The



PET foil is flexible, much like other suppliers," BA's Gareth Boyle explained to Furniture Journal. "However, they have applied a flexible lacquer that allows the foil to form easier than the standard hardcoat lacquer." There is no compromise on durability, Gareth confirms – and that was also a key reason BA chose the LG product. For BA, "Durability, versatility and long-lasting beauty are a must. The surface finish on the product is excellent and is very close to the visuals and the feel of a painted door. The result is a high-quality, easy-to-maintain surface décor.

"Another thing we liked about the LG Hard Coat foil is the flexibility to offer a width suitable for efficient optimisation," added Gareth. At 1580mm, the width of

LG Hausys PET Hard Coat is unique. It enables BA to slit this in two to provide best utilisation and reduce waste during the manufacturing process.

"As a rule of thumb, we always compare and contrast to see what other suppliers can offer in the marketplace," he says. "We have a close working relationship built up over the years with David Clouting, one of the UK's leading distributors of advanced surface materials. We are currently using LG's Hard Coat PET foils in a Gloss and Supermatt finish. The Hard Coat technology provides a significant improvement to regular lacquers with properties that include a specialised eco-friendly film with a finish that is strong against scratches and abrasions."

If you're looking for a décor product that offers high scratch and mar resistance, is available in soft-to-the-touch supermatt and glass-like gloss options in widths to suit your processing – and you'd like the added benefit of exceptional flexibility for profile wrapping applications – take a closer look at LG Hausys PET Hard Coat collection. There are almost 20 colour options spanning the full spectrum from white and cashmere, through various on-trend greys to Indigo blue, Fjord blue and Denim blue. Samples are available from David Clouting Ltd on 01376 518037. If you are reading this article with the free Furniture Journal App, touch the main picture for a link to the colours available, or touch [here](#) to request a sample.



Maria Elena Meneghin

Super-eco Supermatt &

Supporting today, changing tomorrow – Bonlex is ahead of the game with its fully recycled PET product range available in a range of finishes with quick delivery.

Since the turn of the millennium, the advantages of producing eco-friendly products and using materials from sustainable sources have led more and more manufacturers to actively seek out materials that enable them to benefit from greener credentials. Recycling, upcycling, downcycling, reusing and reclaiming have become the buzzwords of the 21st century – and the marketing advantages for those who have chosen the green road are significant. But if your product is panel-based furniture rather than copy antiques

made from reclaimed materials, just how green is it possible to go?

Interzum 2019 saw the launch of a new wood-based panel product that's made with 98% natural wood materials and bio-based adhesives, and it's claimed to have an emission level equivalent to the trees from which it is made. At much the same time, Bonlex Europe, one of the industry's leading producers of decorative furniture films with exceptional supermatt and high gloss finishes, was taking delivery of its third PET line – a line that will enable the company to

"We made a very, very dark colour of green in supermatt this year and we are selling thousands and thousands of linear metres to English customers. We use excimer technology and the touch is very soft and natural. It doesn't feel like plastic when you touch it. It feels natural."

Supergloss

offer PET furniture films for flat lamination, wrapping and 3d membrane pressing that have been made from recycled clear plastic bottles. It will also enable the company to enhance its metallic and supermatt offer.

"Everybody wants plastic-free and recycled material," MariaElena Meneghin, Sales Manager at Bonlex Europe, told Furniture Journal. "One of our main customers is Ikea and we work with the companies that produce for them. They are the light of the future, leading the way on sustainability. They like a green product and they are very strict. They audit the whole chain of suppliers and every lot needs to have certification to demonstrate it's a genuine recycled product from post-

consumer waste and it is certified by GRS – the Global Recycling Standards."

Research into the new generation of recycled PET film was undertaken in Japan at the Bonlex development laboratory and the first deliveries were made to Ikea in January 2019. Once the new line comes on stream in Italy at the end of autumn 2019, Bonlex Europe will be able to supply Ikea and its partners direct from Motta di Livenza, Italy – and, with the reduced delivery times, key UK customers will also be starting to take advantage of a product range that spans ultra high gloss décors, extreme supermatts, mirror décors in silver and bronze through to blue and yellow, metallics, stones, concretes, marbles and more.

"Our core business is the high gloss," explains MariaElena. "The technology was developed by the Japanese in the 1970s and the process we use is unique to Bonlex."

"We developed metal finishing about two years ago and the product is now ready. We can supply supermatt metal, brushed, supergloss – they look very good and metallics are very on trend. These can be made on the recycled PET line, and the target is to convert our other PET lines and use recycled materials for everything."

"The trend is supermatt, supergloss and metals with anti-scratch, anti-fingerprint and, anti-stain finishes, and these can be applied to any of our products. End users like the supermatt and supergloss, but they want it



The brand new recycled PET line is one of four lines at Motta di Livenza.



to stay beautiful without a lot of work to keep it looking good. Our products give them that. We also produce a lot of wood-look décors and we have the ability to produce almost any type of wood effect along with cylinders for stone, concrete, or marble.

“Additionally, we have produced mirror effects for many years in Japan using a unique technology that was developed specially by Bonlex. Again, Ikea was the driving force. They wanted something for the inside of the cabinet that had the advantage of being lighter than glass. We went on to develop different colours of mirror that you can’t get in glass like blue mirrors and yellow mirrors. For plinths, these produce a very interesting effect.”

Another very interesting product that several companies were showing for the

first time at Sicam in October was Double Colour – a brand new development from Bonlex. “Double Colour is a foil produced from two foils that have been laminated together. The colours could be white and black, or any colour combination. Using a laser, a pattern is made by cutting through the top foil to expose the under layer. We have worked on this development for some time and one of our customers showed it at Sicam. The initial market response was very positive. You can personalise it very easily.

With a broad spectrum of products made from fully recycled PET, standard PET and PVC, highly responsive delivery times throughout Europe (Bonlex Europe works seven days a week, 24 hours a day to ensure you get prompt deliveries and only stops production for two weeks in August for maintenance and at Christmas), and

materials available from a very cost-effective 0.2mm to 0.5mm in thickness, you may be wondering where the catch is. The truth is, I couldn’t find one. With so few pellet and flake manufacturers in Europe, I expected recycled resin would have a higher cost but Bonlex is trying to keep the same cost structure as normal PET. MariaElena has also sewn up a contract to guarantee supplies for Bonlex Europe that takes care of increasing demand well into the future.

“There is no point in promoting the product if you can’t get the material,” she says. Very true. But what about quality? Isn’t a recycled product inferior in some way? “It is only the raw material that is recycled. The look and finish of the product from our other PET lines is no different to the recycled PET product. Of course, it is essential to have a reliable supplier of raw materials. For us, we



"Double Colour is a foil produced from two foils that have been laminated together."



Bonlex Europe has three inspection lines and every roll is carefully controlled for quality, both by camera and by specially trained quality inspectors.



The Priming Line, like the whole factory, is impeccably clean.



cannot accept any contamination because our material is 0.2mm thick. You would see it in the film, especially in the lighter colours such as whites. We have found a good quality supplier. We are 100% confident in our quality.

"All the products we manufacture at Bonlex have a very stable quality level. Every roll we produce here, we control – roll-by-roll. We have three inspection lines equipped with cameras and special machines to check the material as well as in the production line. At the end, a sample is taken and checked under special lamps and samples from each roll are kept for two years. If any problem appears we can trace and analyse the foil sample and compare it with the sample from our library."

In addition to a large development laboratory in Japan, Bonlex Europe also has

an internal laboratory at Motta di Livenza. "We can test the product here whenever we develop a new product or make changes. Using special microscopes and lamps, we can test for light fastness, stain resistance, etc. It is a good service and we invite customers to use the laboratory if they want to have data immediately on quality.

"We make colour matches internally and all we need is a sample. We develop everything here in Italy in cooperation with the Japanese Development centre, and we can copy a gloss level as well as a colour. After making the match, if a customer wants to make some small adjustment – a little more blue, for example, or the development of some other colour that's specific to them – it's the kind of adjustment the Japanese staff we have in Italy are very skilled at. The Japanese love to work in minute detail. We

also have a Japanese Management and a Japanese control system. When the Japanese make a product, they make a very good one. They check everything in great detail. That's why we have such a name for quality."

Everything from Bonlex is made to order. It is either sent directly from Japan to the end user, or it's made in Motta di Livenza and shipped from Italy. Whatever the product, whatever the finish, if you want small rolls, big rolls, different packaging, special colours, just ask. It's all part of the Bonlex service.

For more information on any Bonlex product, call Plastrubution in the UK on 01530 561962, visit www.plastrubution.co.uk, or, if you are reading this article with the free Furniture Journal App, touch [here](#) for a direct link to Bonlex Europe's website and more information on Bonlex PET films.

Renolit Cubanit
Grey Suedette Matt



New Trilogy from Renolit



Renolit Woodstone Kitchen with Onyx Grey Suedette Matt



Renolit Taupe Grey Suedette Matt

Grey remains a key focus combined with bolder colours and new design ideas – and Renolit has just launched three new ones.

Grey makes a great backdrop for stronger, brighter colours and adventurous design ideas, and with the latest additions to its global stock range, Renolit has introduced three new greys that bring something new to the table.

Renolit Covaren Woodstone Light Grey is an unusual composite design incorporating a linear woodgrain structure with a modern industrial concrete influence. The Woodstone design is a blend of horizontal strokes in cement combined with a classic ash décor. Produced in a mid-grey tone, subtle cathedrals give character to a design that's further enhanced by a deep linear woodgrain texture, providing depth to this hybrid concept. For a touch of boldness, Woodstone Light Grey works well with Watermelon Supermatt and darker Onyx Grey Suedette Matt.

Also new is Renolit Alkoren Taupe Grey Suedette Matt, a soft, muted colour that's ideal for use in kitchens, bedrooms and on other interior doors. It is a universal colour with a hint of warmth that provides neutrality. The Suedette Matt surface strengthens the appeal and durability with a desirable finish while the light grey tones work well with warm

woodgrains. When blended with a palette of complementary greys, Taupe Grey Suedette Matt creates a subtle room set but it can also be combined with bold greens and contemporary industrial designs for a modern twist. It is matched to Egger U750 ST9.

The third new introduction to the Renolit Alkoren range is Cubanit Grey Suedette Matt, a warm colour that's ideal for bathrooms and interior furniture. Also finished with the popular Suedette Matt surface, it has a distinctive feel with an aesthetically appealing finish. The mocha undertones create a harmonious combination when used alongside woodgrains with grey content. Alternatively, mixing with elegant blue or olive green creates a modern day vintage style. It is matched to Egger U767 ST9.

For further information and insights into the latest trends please refer to the Renolit Trend book. Contact Renolit on 01670 718222 or at www.renolit.com to order a trend book or samples.

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WITH PLYWOOD.
IT DOESN'T
COST THE EARTH.



LAWCRISTM
Independent strength



Although wood veneers have existed since Ancient Egyptian times, it wasn't until the late 19th century that designers started to exploit the versatility of plywood. Since then, this humble board has been used for everything from aircraft to prosthetic limbs. It's light, it's incredibly strong and it's easy to machine – and in recent times, its clean aesthetics have placed it at the forefront in the décor world.

Once derided as an incredibly strong but ugly construction material, plywood, like other raw boards such as OSB, has seen a huge surge in popularity in recent years as the trend towards raw, natural materials has permeated the market. On-trend décor manufacturers at the leading edge of the market have copied the effect of plywood and created plywood look-alikes as edging materials – and you'll find them in applications ranging from commercial interiors to upmarket kitchens, where the industrial look is very much in vogue.

Like its decorative cousin, veneer, plywood embraces the beauty of woodgrain

with its organic grains and florets. Wood stains can elevate its appearance, enhancing the natural beauty of the grain. The rising trend has led to a huge demand for different varieties of plywood within the industry, and Lawcris, one of the UK's leading panel distributors, is determined to ensure your needs are met, whatever the finish you need for your project.

At Lawcris, raw boards are the company's bread and butter. Offering a wide variety of plywoods, including long and short grain, bendy ply, Birch, hardwood and more, in a variety of sizes and thicknesses, Lawcris have got plywood covered with a huge stockholding in its vast Leeds-based facility. All are available on next-day delivery. But if the unfinished look isn't for you, Lawcris also offers a speedy bonding service on both plywood and other core boards.

For more information, visit the website, www.lawcris.co.uk, to view the full range of products or, if you are reading this article on your smartphone or tablet with the free Furniture Journal App, touch the picture or the blue text for an immediate link.

Lawcris embraces the current trend for plywood furniture with a huge stock and rapid delivery available.



The cross-layered veneers that form a sheet of plywood make it incredibly stable even when patterns are routed out.



New Collections

James Latham has announced the addition of three new décors to its popular high-end range of decorative panels, Xylocleaf.

Outstanding Italian design and class-leading standards in melamine processing make the feel of a Xylocleaf surface every bit as good as the contemporary, on-trend look.

With the launch of its three latest décors and additions to its unusual Fusion collection, Xylocleaf has further extended the products available through James Latham.

The three newest additions are Mosaico, a weaved leather surface; Duna, an in-register, embossed stone surface; and Alpaca, a soft cotton texture. Three new products have also been added to Xylocleaf's Fusion collection. Fusion is unique manufacturing

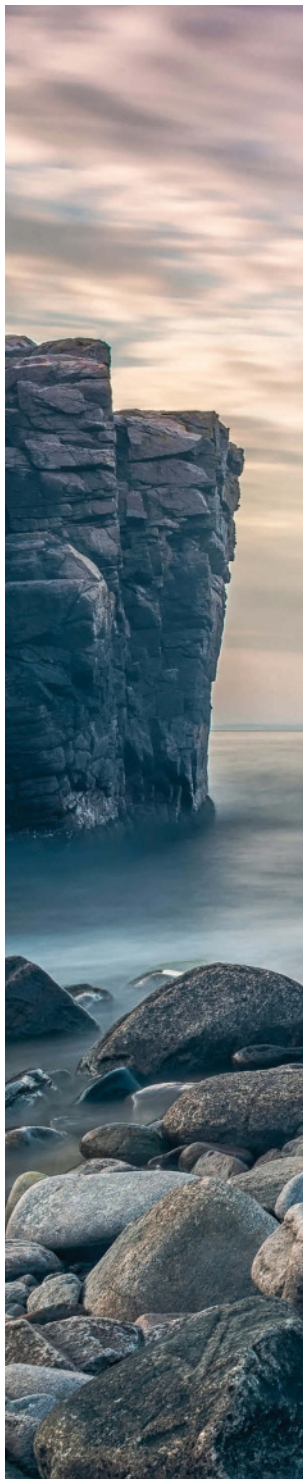
technique that fuses a real textile into the surface of a décor, which is then protected with a thin layer of resin. It turns a delicate, natural surface – the fabric – into a decorative panel that can be cut and shaped using accepted industrial processes.

Xylocleaf has made its name in the premium commercial, retail and leisure specification sectors and is well known for strong, durable and highly scratch and chemical resistant décors. These features also make Xylocleaf a popular choice for residential applications ranging from worktops and cupboard doors in kitchens and bathrooms to tables, desks, shelving, wall panelling and internal doors. Xylocleaf surfaces are available through James Latham as panels or laminate sheets and can be supplied with matching or contrasting ABS edgebanding.

"These latest additions offer even greater choice to architects, interior

designers and furniture makers who are looking to add dimension, depth and texture to their projects," says Paul Morson, James Latham's Group Product Champion for Melamine. "Xylocleaf has become a real success story for us and is now one of our most popular décors, particularly with our customers in the residential and leisure sectors."

The latest additions to Xylocleaf's portfolio are available through any of James Latham's 12 UK and Irish branches and may be seen in its London and Manchester showrooms. For more information and samples, contact your local James Latham depot. Details can be found at www.lathamtimber.co.uk or, if you are reading this article with the free Furniture Journal App, touch [here](#) to email the London Product Specification Showroom (tel: 0207 288 6417) or [here](#) to email the Manchester showroom (0161 537 1185).



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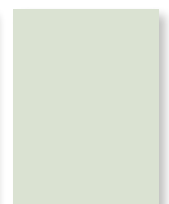
7167 SU Viola



8536 BS Lavender



K096 SU Clay Grey



7063 SU Pastel Green

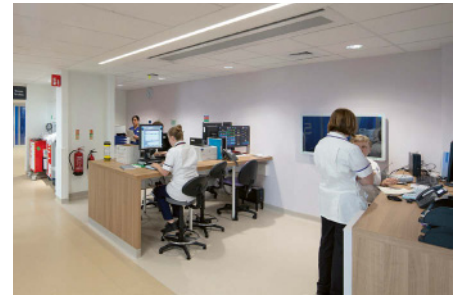


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This page: Examples from a prestigious fit out by Deanestor at the Royal Papworth Hospital.



Winning Hospital Contracts

Furniture Journal talks to Deanestor's MD, William Tonkinson, about the qualities that keep winning his company leading hospital furniture contracts.



William Tonkinson

Only a few decades ago, hospitals used to be austere, bland, easy to clean environments – utilitarian, and as sterile in design as they were easy to sterilise. But patients are also consumers, and in more recent times healthcare providers have found themselves under increasing pressure to enhance the experience of patients while reducing cost, improving quality, and promoting safety and best practice in infection control. Balancing these requirements is a major challenge and furniture manufacturers have an essential role to play in the development and commercial production of items that meet those needs. So, what are the specific needs and how can the furniture industry cater for them?

"Adaptability is a prerequisite of every healthcare environment," William Tonkinson, Deanestor's Managing Director, told Furniture Journal. "The need to accommodate change, ranging from changes in local demographics to the introduction of new models of care, impacts on the design and layout of furniture.

It must facilitate efficiency and communication to support care co-ordination and information sharing. Space needs to be planned so it minimises walking distance for both staff and patients and the design and layout must reflect the more patient-focussed philosophy of the modern health service. In older furniture layouts, clinicians often sat with their backs to patients and family members during consultations. With new models of care and the use of tablets, eye contact is maintained, and the consultation process is less intimidating. Clinicians, as a result, need to be able to move around freely and engage effectively, enhancing the quality of the patient experience.

"Infection control is central to the processes of any hospital. Fundamental elements of furniture design should underpin the control of contaminant build up in all patient contact areas. The design must allow access for cleaning and prevent dirt traps. Finishes must be both durable and easily cleaned with no surface joints and



This page: Deanestor's fit out at the Dumfries and Galloway Hospital has provided a much more pleasant environment for both patients and staff.



manufacturers must demonstrate a clear understanding of compliance with best practice in infection control when tendering.

"Patient bedrooms have become more than a space for a bed and medical equipment. The design of furniture within them should be attractive and non-institutional so it contributes towards a more relaxing environment that promotes healing and supports recovery. Furniture that is aesthetically pleasing and well maintained creates a positive environment for patients, visitors and staff – and to achieve this, designers and manufacturers of healthcare facilities are often drawing inspiration from other sectors, such as hospitality.

"Privacy should also be considered when planning healthcare environments. It is possible to achieve a level of privacy and openness by using architectural wall solutions or mobile furniture that allows hospitals to accommodate each patient's unique needs.

"The diverse needs of the patient population impact significantly on furniture

specification. Families in children's hospitals, for example, can spend long periods of time in the wards. Creating attractive, functional furniture with good storage and levels of comfort are key. Patients with dementia may find it difficult to differentiate between items that are the same or a similar colour – for example furniture that is a similar colour to the floor and/or walls may blend in and affect the ability to use it safely. Using bright and contrasting colours for furniture and furnishings, or coloured edging, can help these patients to see things more easily."

The design of furniture for mental health facilities is determined by how a healthcare provider regards the patient and the behaviour that may be expected with different conditions. Facilities are often conservative and focus on the anti-ligature specifications in psychiatric care environments. However, there are also models of care which advocate more domestic environments and seek to remove institutional references. "Here, furniture

should be comfortable and high quality, durable, safe and light," William explains. "Modern materials can increase durability and lightness, are safer and offer unlimited options to creativity."

Furniture in waiting areas can support a more active and transitional environment – and may be designed to reflect the corporate identity of the healthcare provider in the use of colour and finish selection, as well as determining how comfortable the patients will be. New build hospital projects typically have many variations in room layouts and public areas and require more complex specialist items for these.

"Tendering for hospital contracts is necessarily complicated. The specification of hospital furniture demands a thorough analysis of each department's processes and patient flows from the outset. The development of mock-up rooms can be an aid to demonstrating optimum clinical functionality as well as providing enhanced illustrations of aesthetic design, and some

healthcare providers may insist on this. Life cycle costing is important to the achievement of long-term value, but is frequently overlooked in furniture specification. It is essential to engage with the design and construction team at an early stage to develop the specification and ensure the project requirements are met with as few deviations as possible."

Glue and dowel construction for cabinetry provides strength but, in the last couple of years, new cabinet fixings have come on the market that will radically reduce manufacturing time, the number of fitters required – and the time they are on site – and many offer no-compromise constructional rigidity to rival pre-assembled glued and dowelled carcasses. Whichever option is chosen, it must withstand the long-term rigours of a healthcare environment that may be in use 24/7.

"Hospital furniture contracts are often specified by the architect or end user and, as a result, Deanestor regularly appears within healthcare NBS specifications as a named supplier of HTM furniture," concludes William. "Typically, we will receive the enquiry from the main contractor and put together an early tender to support that contractor's bid for the project. A final bid is submitted to the awarded contractor to secure the furniture and fitting out package."



The Deanestor factory

Case Study – Deanestor: Dumfries and Galloway Hospital

Deanestor is a specialist manufacturer of furniture for hospitals, laboratories, education and airports with offices in Mansfield and Dunfermline. The company has a strong relationship with a number of leading contractors in the healthcare sector and a track record of manufacturing hospital furniture which spans more than 70 years. This standing in the market results in a high level of repeat business and a healthy flow of invitations to tender.

One of Deanestor's recent projects, a £1.4 million contract for the Dumfries and Galloway Royal Infirmary, involved the manufacture and installation of more than 5,000 items of furniture. Built by Laing O'Rourke and designed by Ryder Architecture with NBBJ, the £212m hospital provides high quality acute facilities in a welcoming, therapeutic environment. A palette of materials was developed for the scheme to convey longevity and to create an

uplifting, person-centred and world-class facility for patients, staff and visitors.

Deanestor manufactured more than 300 bespoke bedheads, which were finished in a natural oak laminate and had provision for medical gases, electrics, a nurse call system and lighting. The bedhead units were designed for the specific requirements and layout of each individual room with over 40 variations and were installed by Deanestor's own fitting team with removable panels for easy access to services. Co-ordinating floor-based fixed furniture was also provided by Deanestor – shelving, cupboards, worktops and cabinets – across the hospital campus.

As part of the contract, Deanestor also manufactured laboratory furniture for areas including chromatography, blood transfusion, histopathology and microbiology. The Trespa benching was supported by powder coated white steel frames with adjustable feet and was supplied in a range of sizes in perimeter,

peninsular and island configurations. The benches had sinks, shelving and different worktop sizes to accommodate specialist equipment and the work surfaces were supplied with upstands, polished edges and radiused corners.

Deanestor had highly organised logistics for efficient deliveries to site, and its project management team required little intervention from the contractor.

Stephen Howie, Design Manager at the NHS Dumfries and Galloway, said, "The bedhead IPS panel units manufactured by Deanestor have helped to create an ambience within the patient bedrooms and have contributed to reducing the clinical feel of these rooms. The quality and robustness of benching and cabinetry stands out and gives confidence that we will have many years of problem-free usage with the products."

www.deanestor.com/healthcare

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30 pairs Tenso P-10 incl. clip	
20 pcs Bisco P-14	
20 pcs Bisco P-10	
80 pairs Divario P-18	
Divario Installation Tool/Drill/	
Marking Gauge	
Clamex P Installation Tool	
Sortainer T-Loc	

Designation	Part no.
P-System connector assortment basic	145314
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20 pcs Bisco P-14	
Systainer T-Loc Gr. II incl. compartment	
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Service for Contractors

Since 2012, KWB London Ltd. has grown to become a major player in the residential construction industry in the London area. With major contracts on the go for high-profile projects including the Battersea Power Station project, Park View and Postmark London, the fast-growing business needed a reliable solution for maximum efficiency of goods arriving on site.

Understanding the need for this solution, Kevin Behan, Managing Director of KWB London Ltd., contacted his Häfele Area Sales Manager regarding an upcoming project. "We had recently won a project for 247 apartments in Kew Bridge, London, and we wanted to improve the efficiency of distributing goods delivered to site.

"Häfele to Order is a great service for the handling of long material. We ordered Gola Profiling cut to length and packaged plot by plot for easy distribution when on site. The service has meant that we save time and money, all through improved efficiency.

"After using the service for this first order, we have already put in two further contracts for the cutting and packaging of Loox LED lighting. I would absolutely

recommend this service to any joinery firm. We already have a great working relationship with Häfele, it's a fantastic company and this new service is another bonus that has benefits to our business."

The Häfele to Order service enables contractors and fitters to save time, cut costs and avoid mistakes by ordering products to exact size, quantity and finished specifications, eliminating the delays and expense caused by product only being available in a limited range of options.

While the service is particularly beneficial for those working with traditional 'long' items such as lighting strips, wardrobe rail and Gola handle profiles, Häfele has opened up the door to bespoke packing, assembling and labelling enquiries.

There is no minimum order size and Häfele is encouraging customers to get in touch with any requirements - all requests will be considered. The ordering process is very easy. Simply complete a form on their website hafele.co.uk/hafele-to-order or email hafeletoorder@hafele.co.uk for other requests. Readers using the free Furniture Journal App can link directly by touching the blue text.

Häfele's Made to Order service has made on-site distribution efficient for KWB London's 247 apartment project in Kew Bridge.



Kevin Behan


SICAM
2019



Sicam Review

Sicam 2019 shines like a beacon of innovation through the early morning mists of an autumnal Pordenone.



Carlo Giobbi

Hard on the heels of Interzum, and with so many exhibitions in the annual calendar at which it's possible to see components, accessories and semi-finished products, you might have been tempted to give the 11th edition of Sicam a miss last October. If you did, you missed a trick. The final production versions of many of the products that were first shown at Interzum in prototype form were making their official débuts in Pordenone – and among them were some really fantastic products like the revolutionary Kinvaro T-Slim flap lift mechanism from Grass, actuation solutions from Linak, smartphone operated locking systems from Meroni, and the very latest décor developments from style gurus like Saviola and Cleaf. To be found on the stands of the 600+ exhibitors at Sicam 2019 were also many brand-new products spanning décors, surfaces, edges, hardware and more.

For four days in October, buyers from more than 8,000 companies flooded through the turnstiles and swamped the

aisles. 27% of companies they'd come to see were from 32 countries outside of Italy. 69% of the visitors attending the show may have been Italian but the other 31% came from 109 different countries as far away as Germany and China. Germany and China were, in fact, the best represented among the visitors, but there was also a significant influx from Central and Eastern European countries, above all Russia and Ukraine – and a significant increase in visitors from North Africa and Middle and Far Eastern countries, especially Iran.

For exhibitors, the results speak for themselves. "This year, 93% of companies returned to Sicam, including top level enterprises," explained Carlo Giobbi, who masterminded Sicam 11 years ago and heads up the team of organisers. "We work very hard to ensure the quality of the products shown at Sicam stays high. We extended the exhibition to ten halls last year – around 16,500 square metres of exhibition space – but there is always a waiting list of companies that want to take part in the show. The



quality and high international attendance rate of visitors at Sicam is one of the main reasons for its success. Everything at the trade fair is focused on developing commercial and marketing contacts between the companies offering their products at the stands and the visitors arriving from all over the world."

The 12th edition of Sicam will be held in Pordenone from 13th to 16th October 2020. If you are thinking of going next year, there are direct flights from the UK to Venice's Marco Polo Airport and Treviso Airport, free shuttle buses between the airports and the fairground, and free public transport for visitors and exhibitors with Sicam entry badges. Hotels tend to be booked up quite early, so it's best not to wait until the last minute to reserve your room!





Above: Launched at Interzum, the Kinvaro T-Slim from movement specialist Grass is now ready to take the market by storm. This stylish, super-slim flap mechanism fits within the thickness of a single panel in an easy-to-machine space. It's easy to fit and does not intrude at all into storage space. For full details call Grass UK on 0121 500 5824, or, if you're a Furniture Journal App user, touch the picture for more information.



Left: Ostermann might be best known for its fast delivery, one-metre-up edgebanding service, but the edgebanding specialist also offers a range of fluids for protection of delicate edges, cleaning – and of course, gluing – edging tapes. Many, including Ostermann's Redocol brand adhesives, were shown at Sicam alongside matches to the latest décor introductions. For more information call Ostermann UK on 01905 793550 or touch the picture if you're reading this on a smartphone or tablet.



Left: Ninka's Qanto took on a new dimension at Sicam with the addition of an adapter plate that makes it possible for the upper surface to match the worksurface. That has to be music to the ears of anyone making furniture that transcends the division between kitchen and living area – and look how fantastic Qanto looks as a rising drinks cabinet! To configure your Qanto call Häfele on 01788 542020 or touch the picture if you're using the free Furniture Journal App.



Right: Think of Vauth-Sagel and the first thing that comes to mind is supremely engineered corner and storage solutions for kitchens. But at Sicam 2019, Vauth-Sagel showed an entirely new application for its products in wall-hung lounge furniture – and doesn't it work well combined with their new wall-hung shelving offer? For more details call Häfele on 01788 542020 or touch the picture if you're using the free Furniture Journal App.

Showcase



Right: What can I say about the Saviola stand? The beautiful black décor with veneer-like finish on the outside, the striking angular displays that threw a spotlight on cutting edge interpretations of marbles, sophisticated combinations of textile and grain... It stood head and shoulders above any other stand at Sicam 2019. Fabulous, forward-thinking, bold interpretations that will appeal to manufacturers who really want that all-important product differentiation. For details of the designs call +39 0375 7871 in Italy, 07785 373 118 in the UK, or email bb@bbgm.me.uk, or for more information on Saviola décors, touch the picture on your smartphone or tablet.



Left: At one side of the Swiss Krono stand was a mini boutique with décor products suspended in an open wardrobe-like display. At the other, the newest unicolours and décors were shown in combination. To find out which are available in the UK call IDS on 01782 567222 or visit www.idsurfaces.co.uk



Above: The Turkish company, Gizir, showed its premium surface material collection, the Madera Collection, at Sicam 2019. Based on a Russian plywood core and available in four colour groups - Apple, Oak, Burl and Lemon tree - the 13-layer ply has a thickness of 18mm or 9mm, widths of 1220 or 1250mm and sheet lengths of 2440 or 2500mm. The double-sided Birch veneer surface has a tactile embossing, that gives the material an expressive natural character. Details from 0090 216 519 3373, or visit www.gizir.com



Left: Looking for a coating that will give you ultra matt, soft touch and anti scratch surfaces with high chemical-physical resistances in unlimited colours? The Italian company, Ikro Coatings, showed an exclusive UV-PU-AC formulation using innovative resins and additives that guarantees the total absence of reflection and glare and comes with a gloss level below 5. Soft to the touch, it's also anti-scratch, anti-fingerprint and has high chemical resistance with no metal marking properties. For details call 0039 035 999 711 or visit www.ikro.it



REVIEW

Right: Make your cabinets and drawers smart with Meroni's new LKR universal lock. LKR can be opened with a smartphone and integrates with the SCLAK access control platform. Using a power supply of four AAA 1.5v batteries (average battery life 15,000 uses or 15 years in standby) it requires no wiring and uses a low energy Bluetooth connection of 4.0 or higher. For details contact Serrature Meroni on +39 031 694 9301 or visit www.ufomeroni.com

Far right: It's unusual to see machines at Sicam but Panotec used the show to introduce its 'on demand' tailor-made Evo box system to the furniture industry. Evo offers a production capacity of five boxes every minute and comes with a small footprint, easy, low cost maintenance and low noise levels. Feel like boxing clever? Call Panotec on +39 0422 432715 or visit www.panotec.com



Above: The match between design and technology reaches perfection when it allows an entire room to be transformed with just one simple movement. Diagonal by STM quickly and smoothly transforms a kitchen top of up to 60kg into a table. STM also showed its Sliding Top system (where the panel slides over the top of the worksurface to create additional table space) and Family, a patented pull-out system that enables a full family-sized table (1450mm extension) to be pulled out of a cabinet and the table leg to be positioned and deployed while the user is standing. For details call +39 0721 403930, visit www.stmitaly.it or touch the picture to watch a video if you're using the free Furniture Journal App.

Right: Coping admirably with the ups and downs of cabinet life at Sicam were the numerous electrical mechanisms for up-down, rotation, horizontal and tilting movement on the Sea & Symphony stand. Moving TVs, panels, doors, kitchens tops and entire cabinets, Sea & Symphony's Phantom is ideal for any object that does not exceed 100kg in weight. For more information call +39 011 605 6755 or visit www.seaandsymphony.com



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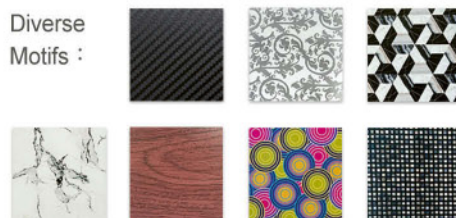
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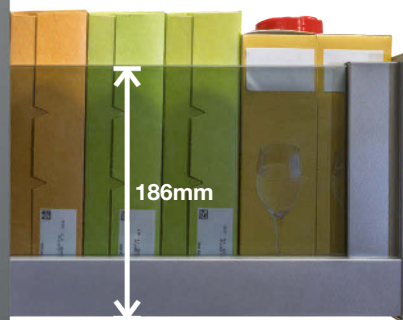
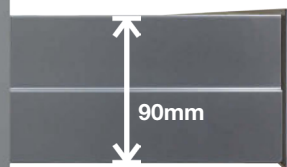
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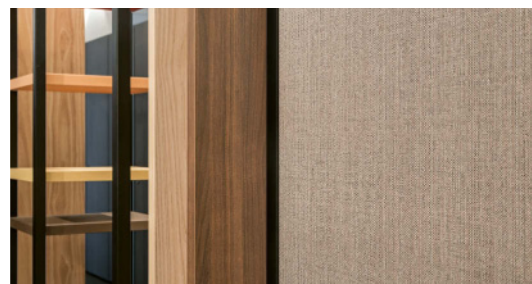
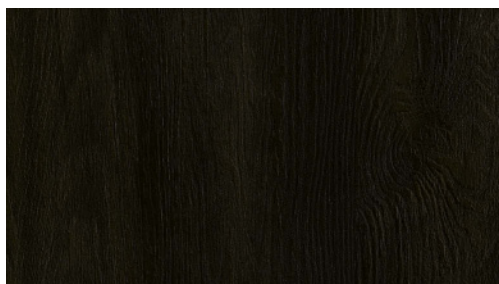
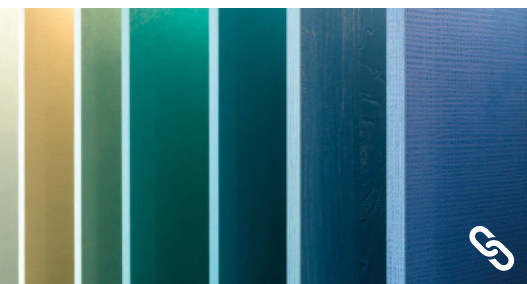
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Cleaf on Show



On a stylish stand designed by Bestetti Associati, the Italian décor specialist, Cleaf, used Sicam 2019 to launch a brand new collection of solid colours. To throw the spotlight on the new collection, Bestetti Associati chose to present the collection on two freestanding metal frame displays that suggest possible applications and two wall displays that point out the tactile and visual sensations of the three coordinated product types: faced panel, laminate and edge.

The Solid Colours collection, developed in collaboration with Studio Milo, consists of 90 colours in two families: Still and Sparkling. Pigmented and impregnated with water-based thermosetting resins, the 90 decorative papers can be combined with any of the 60 Cleaf textures to create a collection of faced panels, laminates or ABS edges for furniture and interior design.

Alongside its new Solid Colours collection, Cleaf also showed a new version of its burnt wood décor, Bruciato. Heavily influenced by Shou Sugi Ban, the ancient Japanese technique of burning wood to preserve it over time, the aesthetically pleasing “burnt wood” effect has been enhanced by the addition of a synchronised Ash texture. The new synchronised version, which is particularly realistic in appearance, is available as faced panels, laminates or ABS edges.

For further information call Cleaf in Italy on +39 039 2074, or XyloCleaf at the Business Design Centre in London on 020 8368 812. Alternatively, if you are reading this article with the free Furniture Journal App, touch the picture marked with a link sign for more information on the Solid Colours collection, or the email address, info@xylocleaf.com, to send an email.

Décor specialist, Cleaf, launches a new unicolour collection and a new, synchronised burnt wood design.

Above left: The Solid Colours collection.

Above centre: Bruciato s171 1

Above right: New designs at Sicam.



New from Kröning

A fantastic new metallic wrapping grade foil makes its debut on the Kröning stand at Sicam 2019.

Kröning is best known for its range of incredible metallic foils made with real metal and at Sicam 2019, the company launched a brand-new and rather spectacular brushed aluminium product called PAP.

Designed for wrapping, PAP is a composite material consisting of several waterproof bonded layers and an over lacquer. The composite consists of a thermoplastic base layer of 75-micron polyethylene foil, to which a 12-micron aluminium film layer is added. A 12-micron transparent PET film is then laid over the aluminium to which the décor patterning is applied. After printing, a protective, radiation-cured, scratch-resistant lacquer is applied to provide a durable finish. The material is PVC-free and can be coloured to suit individual requirements.

The surface of the new PAP foil has a smooth but very realistic metallic finish and the material weighs around 130gm per square metre. It can be bonded to either plastic or wood-based materials using PUR and will take radii of +/- 1mm.

PAP is available in rolls of 300-800 running meters with a roll width of 650mm (printed width 640mm), although Kröning will cut to suit individual requirements, as necessary. Each roll is supplied packaged in PE film, in cartons or plastic wrapped and palletised if larger quantities are required.

For further information contact Kröning on 0049 5744 93 100 or visit www.kroening-gmbh.de If you are reading this article with the free Furniture Journal App, touch the blue text for an immediate link to the Kröning website.



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BLANCO



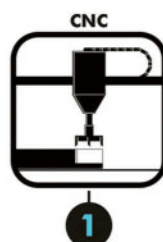


making strong connections

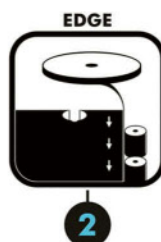
a revolutionary new panel connecting system

PEANUT® 1

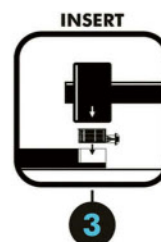
The ultimate nesting solution



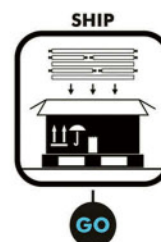
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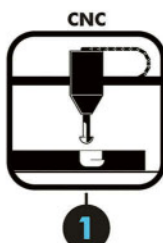
GO

- A self-clamping single component connector
- Requires just one CNC machining process
- Creates an incredibly strong joint
- Packs flat when pre-inserted
- Quick and easy assembly of cabinets
- Can be reassembled many times

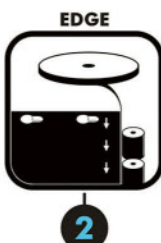


PEANUT® 2

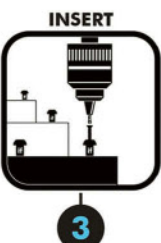
The invisible connecting solution



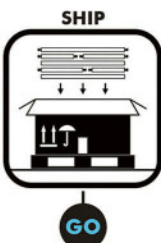
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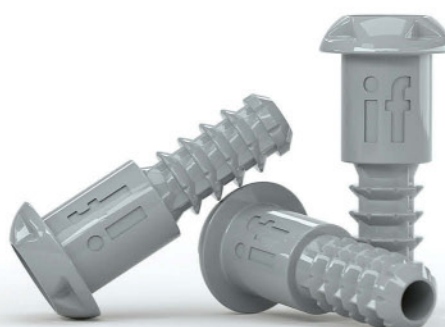


3



GO

- A self clamping invisible connector
- Ideal for boring and insertion machines
- Creates an incredibly strong joint
- Packs flat when pre-inserted
- Quick and easy assembly of cabinets
- Can be reassembled many times



Coming soon... The PEANUT®3 and the if Router Jig



Dance the Jig

If ever there was a product to set a router dancing, it would be the brand new, soon-to-be introduced Mark Two jig from Intelligent Fixings – and it's just as clever as the incredibly simple Peanut Connecting System it will help you to position and machine perfectly every time.

The Peanut Connecting System was launched around 12 months ago at Biesse's UK's in-house show. Since then, this unique fixing, which makes it possible to join panels securely and ship flat-packed with the fixing in place, has been on international tour – and at each venue it's following has grown.

In Furniture Journal's Interzum review, published in July 2019, we brought you news

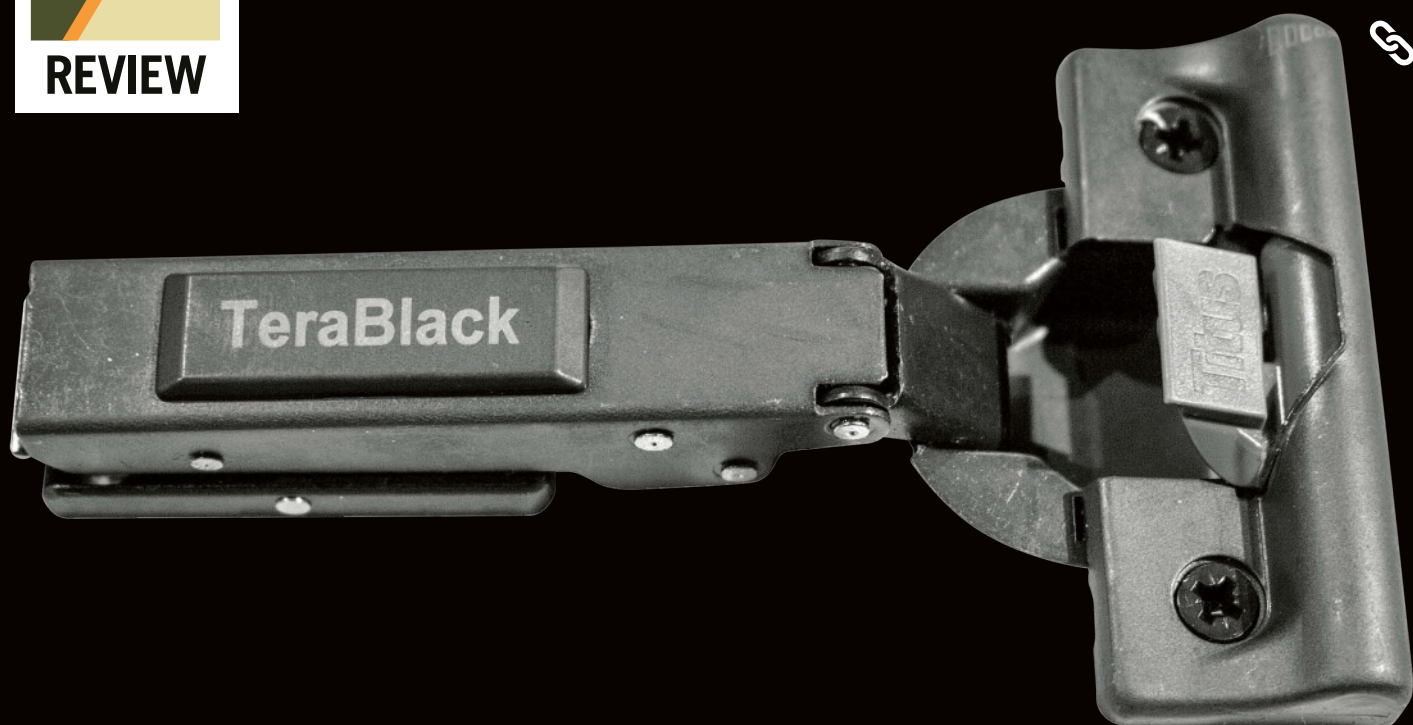
of a new and highly intuitive jig for use with a hand-held router that brought the Peanut fixing within reach of the smaller workshops who haven't got a CNC machine. The original jig design, with predetermined, evenly spaced oval slots for the router guide bushes, has been improved, refined – and replaced with an innovative wave design that houses four jig inserts that allow for much finer adjustments. An end-drilling guide bush, along with an in-built depth gauge complete the package.

The jig is incredibly simple to use and, throughout the procedures, the piece remains in the same place. With the jig clamped above, you can machine each slot

The Mark Two jig from Intelligent Fixings makes its official debut at Sicam 2019.

from the centre mark outwards. An exciting feature of the jig is that it makes easy work of mitre joints. It will do 45° angles, ideal for mitred boxes, picture frames and more. The time and energy saved is impressive.

In early September, Intelligent Fixings showed the prototype jig at Drema to an enthusiastic and fantastic response. Launched officially at Sicam, the jig will be available by the time this edition of Furniture Journal is printed. For more details visit www.intelligentfixings.com and watch the IF YouTube or call 01438 315111. Have you got the Furniture Journal App? Starter packs can be ordered direct from your Smartphone by touching [here](#).



Titus goes Black

The new TeraBlack finish launched at Sicam by Titus isn't just attractive, it has higher corrosion resistance.



TeraBlack
door connector

With a close eye on emerging trends in international furniture markets, and in response to the growing demand for black cabinet hardware, the cabinet hardware specialist, Titus, launched its new TeraBlack product range at Sicam 2019.

TERA stands for Titus Enhanced Resistance Application – and, as the name implies, the new finish is not only visually appealing, Titus says it is also highly resistant to corrosion. The TeraBlack range is centred on the well proven Titus T-Type snap on system that can be attached without tools from three directions, making it especially easy for on-site fitting of doors to cabinets. “It has a shallow cup, so it can be used with panels of 15mm in thickness,” Martina Kuzmic told Furniture Journal from a packed Titus stand. “It’s a very sturdy product that is

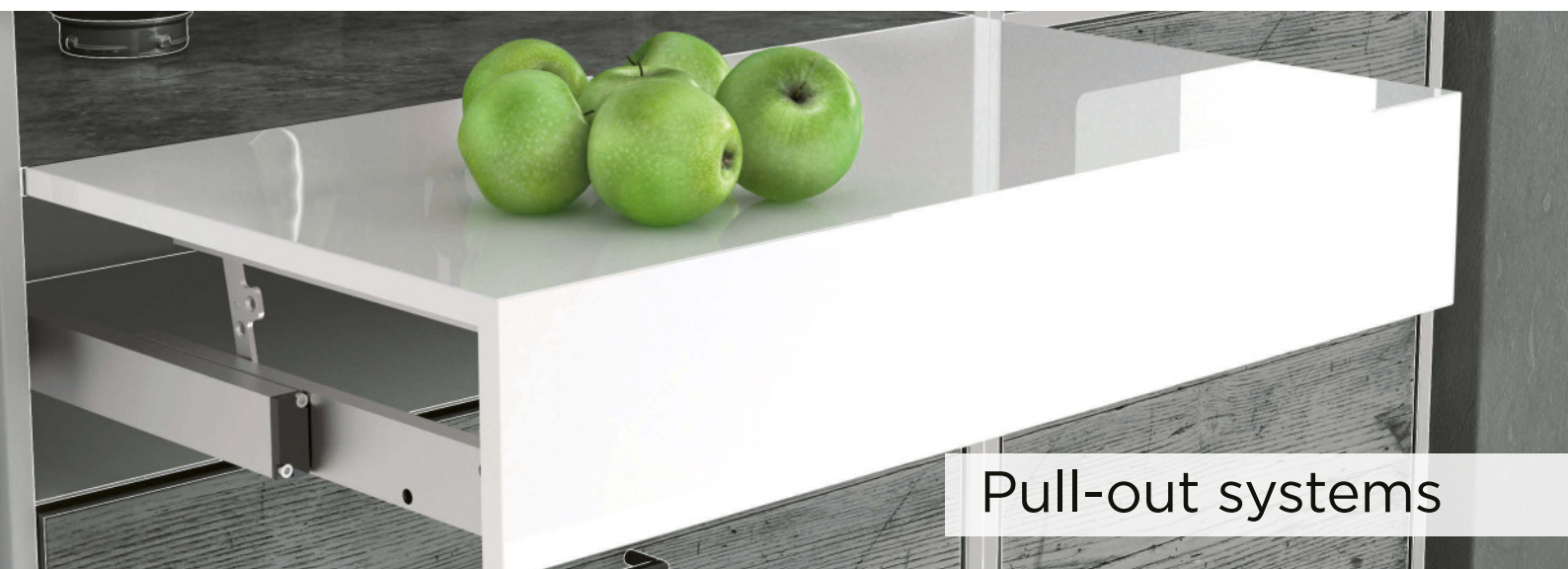
now capable of 200,000 cycles – if we talk about a 25-year lifespan, that’s the full lifetime of a kitchen. The new TeraBlack finish is a very uniform and non-reflective matt that makes it suitable for a very wide range of furniture from premium kitchens to living rooms. It will be available by the end of 2019 in both 110-degree and 170 degree openings for various types of doors.”

The TeraBlack finish is also available on door joining strips, the Push Latch soft close system, shelf supports (and the TL5 cam and dowel system), so all components within the cabinet can be matched.

For more information contact Titus on 01977 682582, or visit www.titusplus.com. Readers using the free Furniture Journal App will be able to watch the Titus video about TeraBlack products by touching the linked picture.



Matching Push Latch soft
close damper in TeraBlack



Pull-out systems



Sliding systems



Slides and frames
for table extension



Lamello turns 50

In its 50th year, Lamello hosts an event to highlight its long-standing heritage, continual growth and commitment to innovation and the woodworking industry.



Karl Steiner and Susanne Affolter

In an industry where reputation is everything, celebrating 50 years in business is no mean feat. As an outsider looking in, it shows strength, determination and above all else, the unwavering seal of approval of its customers. To mark this momentous milestone, Swiss fixings specialist, Lamello AG, hosted a lavish two-day event in its home town of Bubendorf, Switzerland, early in September 2019.

Colleagues past and present, suppliers from as far as New Zealand and South Africa and long-standing customers were among the 500 guests taking part. The celebration included a guided tour of Lamello's extensive manufacturing facilities, followed by a gala dinner, inspirational speeches from key figures, eclectic entertainment from local musicians and a surprise performance which saw Lamello's employees perform 'Lamello Family' - a song written specially to celebrate the company's jubilee year and a gift to their CEO, Susanne Affolter. It was one of many moments during the evening

that highlighted the company's multi-generational legacy and the importance the company places on family.

"We are the Lamello family," admits Susanne. "Our company was founded by family and the strong bonds that brings. It's moments like this that are truly fitting to our company and I couldn't be more proud of the team I have around me."

It's this ethos that plays a huge role in the company's longstanding relationships and ongoing success. "Lamello fever got me early," admits Susanne, who's daughters are now the fourth generation to work for the fixings company. "My family put all their time and energy into this company and our family mentality is what sets us apart from the competitors. Our strength and unwavering spirit has allowed us to achieve our potential and because of this, we have stuck to the same philosophy and management culture for 50 years.

"Our success doesn't mean that we can afford to stand still. 50 years ago, my



grandfather had to decide on the company's future direction. It wasn't an easy discussion to make: did he continue to focus on cabinetry work and interior fit-outs or become an industrial business that was dedicated to producing and developing innovative joining systems? If you dither, you stand still and at Lamello AG, we want to move ahead, develop new ideas and continue to lead innovation. This was the case 50 years ago and it still is today."

Over time, Lamello's innovations have turned into their USP's and its commitment is to prioritise the protection of these in the years ahead. Susanne adds, "Going forward, ongoing patent protection will be a huge challenge for us. Digitalisation and automation also means we can't afford to take our eye off the ball. We have to embrace change in order to grow. We have to understand our clients needs and stay ahead of the latest trends in order to remain relevant. Investment in further development is a must."

"Looking to the future, its Lamello's strong values and willingness to learn that has successfully positioned us in the global market. We understand the importance of change and, as we embark on our next company milestone, we are incorporating what we learn into our company's mission, including the need to be more sustainable and dynamic in the modern world of wood processing. We understand how powerful team work can be and I appreciate the effort every single one of them puts in. Teamwork has the ability to bring innovation to the forefront and its clear to see that our family is ready for the future."

Whilst Susanne is focused on the company's future, for Lamello's former CEO and current Chair of the Administrative Board, Karl Steiner, Lamello's 50th birthday has been an opportunity to reflect on the company's journey so far. "I have spent the last 75 years mastering and developing my father's vision," he said. "My daughter asked me recently if I ever imagined being in this

position and celebrating the company's jubilee. My answer was simply, no. What started with my father's original wood biscuit jointer invention in 1955, has led us to become a global player in the woodworking industry and a name associated with quality and innovation. It's a passionate pursuit for me and, as a team, we have continued to drive forward and push the boundaries of design. This in itself is a good reason for us to celebrate."

Karl adds, "Above all else, I must convey my thanks to our partners because without them and their commitment, Lamello would not be the business you see today. Working with our customers is the key to our success. I continue to be inspired, encouraged and excited about Lamello and myself and Susanne are optimistic for the future."

For more information on Lamello AG please visit www.lamello.com or contact Lamello's UK representative, Shaye Chatfield, on 0789 1025 646 or email s.chatfield@lamello.com

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to go!!



Desk Sensor 1

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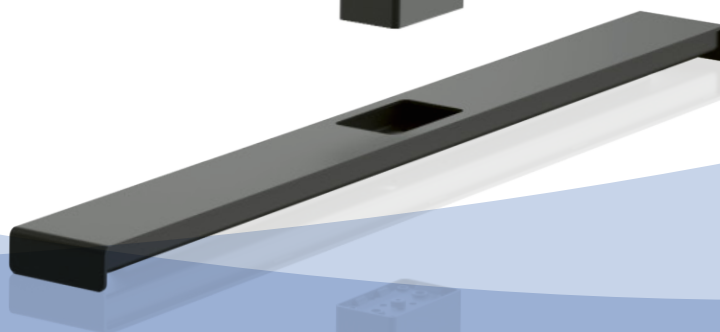
This set-packed solution is all about intuitive assembly, clean design and LINAK performance. Now with the possibility of anti collision with Desk Sensor 1.



Desk Frame 2

the intuitive frame solution

The arguably fastest way to build a sit-stand office desk with a LINAK system is with Desk Frame 2.



New products



Tall and Slim

Blum has brought out the answer to turning a narrow but tall space into a useful storage unit.

How do you fill a tiny space in a kitchen with something useful and attractive while increasing the storage in a kitchen and boosting your margins in one hit? Limited spaces and narrow gaps are something of a speciality for Blum – and with its new and rather ingenious Space Tower Slim storage solution, you could achieve all of them in a way that's simpler than you might think.

The new Space Tower Slim is an ingenious storage solution that fits neatly in a 300mm wide gap. Including four deep drawers and an optional open-fronted design, Space Tower Slim is both functional and stylish. And like the original Space Tower that comes in widths of up to a capacious 1200mm, the interior can be left visible if required for easier access.

The ultimate specification for Space Tower Slim would be to include Legrabox Pure – and it's available in an on-trend Orion Grey finish. By using the Legrabox system, the four deep drawers – two with half-height

glass fronts and two with full-height glass fronts – enable each drawer to provide a 40kg carrying capacity, which is a remarkable total of 160kg from a tiny space.

If you're very quick, you might just be in time to catch the back end of a special promotional offer from Blum: for a 3-month promotional period running until 30th November this year Space Tower Slim comes with a quoted retail price and is available to all retailers, designers and specifiers. Like all Blum products, it is covered by Blum's Lifetime Guarantee.

For further details visit www.spacetower.co.uk/slim or call Blum UK on 01908 285700. Readers using the free Furniture Journal App can link to a video presentation of Space Tower that also features Legrabox by touching the interactive image on this page.





Moving Offices

**Stylish products from Okin
make for better designed
desks and a healthier
working environment.**



Health-conscious workplace equipment is becoming increasingly important for employers. It not only increases productivity, it adds to employee satisfaction. Intelligent actuator technology plays a key role in this context – and equipped with the latest generation of Okin DD21S lifting columns, your height adjustable office desking will also benefit from high performance, elegant design and a high degree of flexibility during manufacture.

The powerful DD21S actuators are ideally suited for setting up stable desk systems without crossbars in the footwell, as well as tailor-made monitor lifts for raising and lowering the screen and benching systems. The elegant profile provides a modern design with no visible functional openings and minimal differences between the individual profiles. The patented Okin sliding system in the DD21S ensures comfortable height adjustment, while the special gear in the lifting columns delivers whisper-quiet operation. The combination with the SmartNeo control unit creates an intelligent system with high energy efficiency, collision detection and the possibility of connecting

up to two drives and controls. In addition, the control unit software can be customised.

Okin lifting columns offer you an easy way of connecting several desks. With mounting brackets attached to the lifting columns, cross beams can be installed between the tables for back-to-back positioning, allowing for a very structured layout of the working area with significant space savings. Such systems are ideal for dealing rooms or call centres.

The higher stability, increased legroom and better cable management mean employees benefit from the use of Okin lifting columns in benching systems – and benching systems improve employee cooperation and the flow of information through the barrier-free working environment. The ergonomic advantages of height-adjustable desks mean the back is relieved, blood circulation is stimulated and the ability to concentrate increases.

For more information contact Phoenix Mecano on 01296 611660 or, if you are reading this article with the free Furniture Journal App, touch the image marked with a link sign to watch a video about Okin products.



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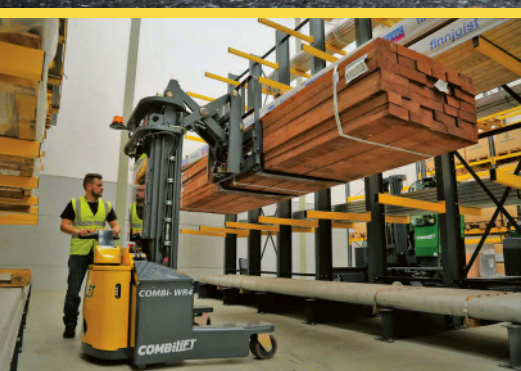


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TV 1388

Get Moving

Reclining furniture comes in many forms and Leggett & Platt has mechanisms to move the world.

There's something rather nice about relaxing in a cosy chair after a hard day's work and reclining in front of the TV with your feet up. It's no wonder that reclining chairs – especially those with fingertip motor control – create such a powerful attraction in furniture showrooms. But with designs in the market ranging from traditional to modern, and requirements that include everything from outdoor use to wellness applications adding to demands for safety, style, fashion and even smart seating, you'd think it would be hard for furniture manufacturers to find a source of supply for mechanisms. It's maybe not as hard as you'd think.

Leggett & Platt meets the requirements of more than 1500 different furniture manufacturers worldwide and is well recognised as one of the leading suppliers of residential and commercial furniture components. With regional centres for product design and engineering, as well as sales and distribution centres in the US, Europe and Asia, Leggett & Platt thrives on catering for very different requirements and its product range reflects the internationality of its operation.

For use in smaller rooms, Leggett & Platt's Evolution 2020 wall proximity mechanism has been designed and engineered with the same comfort and durability found in metal-to-the-floor mechanisms, but it's raised off the floor by the use of designer legs and is suitable for fashionable high-leg furniture designs. Its Suprema Ottoman is a perfect fit for furniture within leg heights of 50.8 mm to 152.4mm. The new, generously extended ottoman can

accommodate an additional 50.8 mm of leg support. For maximum seat elevation and stability from the full recline to full lift position – and the all-important, infinitely adjustable fingertip motor control – the robust, two-motor 400ez lift is a perfect option, while for contemporary furniture requiring greater comfort and durability, the Suprema™ Retro is an ultra-sleek motion furniture mechanism offering leg heights of 63.5mm-152.4mm. Options include VersaTilt, Contempo 120 and Contempo XL motorised headrest options. EzPro PM is engineered to correspond to the same pivot points as those in the human body and reduces uncomfortable reclining gaps.

To find out more, contact Leggett & Platt on 01226 707500 or visit www.leggettmotion-intl.com If you are reading this article with the free Furniture Journal App, touch the linked image above to view a company video.



Self-healing Paint

If you thought anti-fingerprint, anti-scratch properties weren't possible with a real painted finish, think again!

Bluefin Pigmosoft (centre) and other pigment paints immediately after scratch test.



A few hours after scratch test

In the world of vinyl décors, finishes that emulate the painted look are everywhere – and many are very good. Some now have anti-fingerprint and anti-scratch properties. For manufacturers who appreciate all of those properties but prefer to work with paint, there is now an innovative water-based, two-component pigment paint that offers a genuine matt finish and the much-appreciated self-healing, anti-fingerprint properties of the décors that seek to emulate it.

Bluefin Pigmosoft from the Austrian company, Adler-Werk Lackfabrik, prevents fingerprints and self-heals. The new water-based two-component pigmented paint uses special raw materials developed by the Adler development team led by experienced furniture lacquer professional Franz Thummer. “Bluefin Pigmosoft has an extremely matt finish,” explains Franz. “In addition, we have equipped the coating with an innovative anti-fingerprint protection that completely avoids undesirable fingerprints. And, if the surface suddenly shines up, for example as a result of a scratch with the

finger nail, this unattractive effect disappears overnight as if by magic. Thanks to the innovative self-healing technology, the surface always returns to its original, flawless condition. This self-healing only takes a few hours and can be speeded up without much effort by using the Adler Cleaning Gel.”

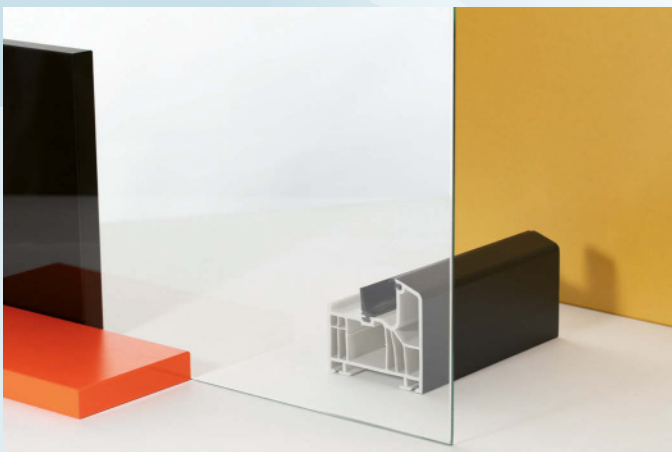
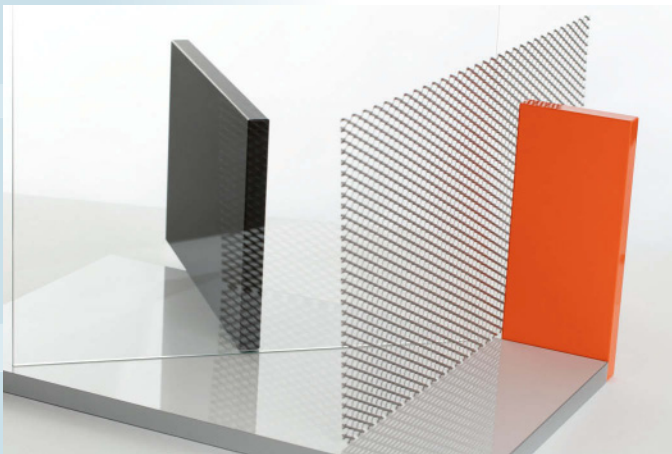
This “smart” coating technology is hidden within a surface that is both extremely robust and soft to the touch. With its very good scratch and ring indentation resistance (as well as water and oil-resistance), Bluefin Pigmosoft could just be the product you’ve always wanted but couldn’t find. The surface has a velvety soft-touch feel – perfectly matched to the surface appearance, which is uniformly dull matt from all angles. Exceptional luminance, high opacity and light resistance ensure permanently flawless surfaces in all colours.

To find out more, call 0043 5242 6922 231, visit www.adler-lacke.com or download the free Furniture Journal App and touch the image marked with a link sign to watch the Bluefin Pigmosoft demonstration video.

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The Lelo B11

Sand, Spray, Stain and Coat

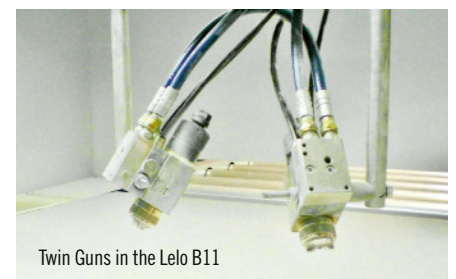
The name Leif & Lorentz is one you might have come across, but to most furniture manufacturers in the UK, its products are probably some of Denmark's best-kept secrets. Founded in 1967, the company offers a range of automatic spraying machines, curtain coaters, stain machines, sanding machines and denibblers. It's made finishing – and, more precisely, easy finishing at affordable prices – a speciality.

With its recently introduced Lelo B11 reciprocator spray machine, Leif & Lorentz is able to offer a reciprocator spray machine that will spray complex pieces and profiled doors on all four edges for around £65,000. Fast changeover from colour to colour can be accomplished without reclaim in around a minute, or, with reclaiming, it takes five minutes, and there's a separate container for recycling lacquer or paint. Access for cleaning is very good and the cabin has a spacious roof that ensures best airflow. The Lelo B11 is all about flexibility, efficiency and simplicity. It comes with a user-friendly PLC with touch screen and is delivered with four moving spray guns (closed ring system) and a pump, plus two white, non-stick conveyor belts.

For its new automatic spray machine, the B5, Leif & Lorentz claim it's the fastest option on the market for spraying profiles and architraves at up to 150 metres/min – and there's a speedometer on the conveyor belt to prove it. The B5, a luxury development of the B3 model, can be delivered with or without spray equipment and has been purpose designed for spraying profiled or flat objects with two edges. Within the spacious cabin is full preparation for five guns – that's the standard configuration – with the provision of more if required. The automatic spray guns are controlled pneumatically via photocell controls and time relays. Extraction air is filtered and removed at up to 4500 cubic metres/hour, and any unused material is collected and reused, making the B5 as environmentally-friendly as it is efficient and fast.

For more information contact Leif & Lorentz on +45 6574 0055, call Scott & Sargeant on 01403 273000, visit www.scosarg.com, or download the free Furniture Journal App and touch the image of the Lelo B11 to watch the spray guns in action.

Easy finishing, incredible prices and some of the fastest spraying machines on the market from Denmark.



Twin Guns in the Lelo B11



The B5



A Cure for UV



How to solve the drawbacks of LED curing systems.

Efsen UV & EB Technology has been designing high-end UV curing systems for the wood industry since 1986 and it's come up with some pretty unique ways of overcoming the problems often levelled at LED-curing that offer measurable benefits and cost-savings.

UV-LED systems last much longer than mercury-based UV lamps and they are more economical to run. However, even if the chemistry and the light sources work in synergy, LED-curing still presents some

unique obstacles to long-term process stability. UV-LEDs consist of thousands of individual light sources and each is slightly different. Conventional measuring of the light source at a few defined positions will not show defective segments, damaged optics or dirt on the lens, and all can impact on the output of an LED (and the cure). Furthermore, even though UV-LEDs last much longer than mercury-based UV lamps, they still age and lose power over their lifetime. This ageing is very temperature sensitive, requiring a perfect balance of the cooling within the UV-LED system. The ageing might also be different from chip to chip. Any replacement LED-modules would have a higher power output compared with remaining modules, affecting the cure.

Incorporating an in-line process control is a huge benefit for UV-LED systems. Efsen's proprietary ICAD® inline process control, which is integral part of all Efsen's UV-LED products, continuously measures the UV output of the lamp across the width of the whole line. It recognises deviations in the UV power being emitted and

automatically adjusts the individual UV LEDs, ensuring homogeneous UV-distribution over the whole width of the UV LED system. Deviations of <5% are typical using ICAD® technology – and it works at inline production speeds.

Efsen's W-LED system incorporates ICAD® and is an all-in-one unit that includes the power unit, PLC control and cooling air supply in a space-saving, easy-to-maintain housing that requires no external electrical cabinets. W-LED is easy to install and use and only requires a power and PLC connection. The integrated cooling air blowers send filtered cooling air to the LED modules, ensuring the LED modules stay clean, increasing their longevity. The W-LED comes with optional electrical height adjustment, safety sensors to deactivate the conveyor in case a component gets stuck, and customised light shields.

For complete UV control, call Efsen on +45 45 650 262 or visit www.efsen.dk or touch the interactive images for a video link to the W-LED system in action if you are using the free Furniture Journal App.



VS

SCHELLING – The Elite New Offerings

The new VS Area Storage System and LS1 range from Schelling are just showing how well they are adapting to the climate in the market.

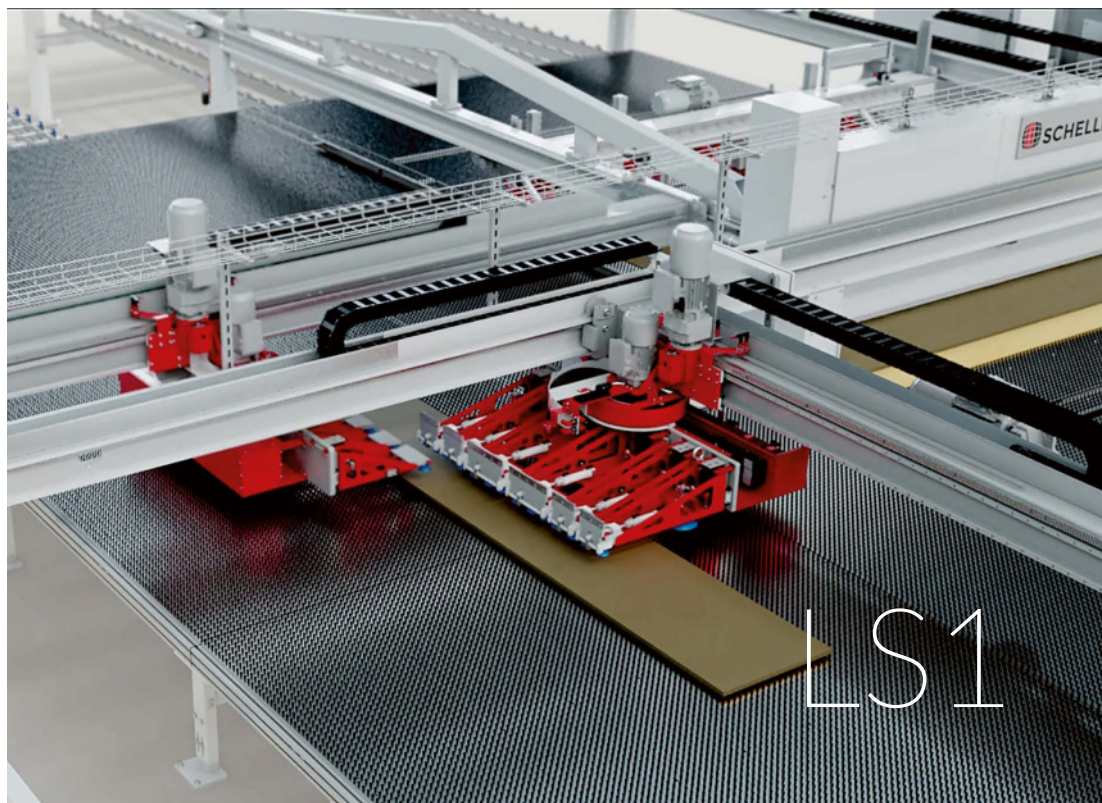
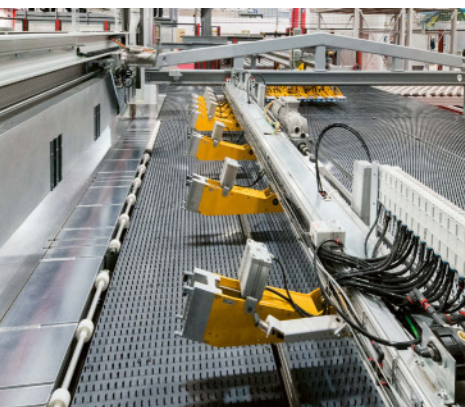
The LS1 is making batch size one production even more efficient and the VS can be adapted to suit any requirements. It can even be over multiple levels for those short of space!

Get in touch for more information on the VS or LS1.



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LS1

A portrait of Pravin Gajparia, a man with a grey beard and a bindi on his forehead, wearing a blue blazer over a white shirt. He is looking directly at the camera against a dark background.

SCM takes Orange Tree Beyond Woodwork

Orange Tree Joinery was a blank canvas to fill with woodworking machinery for SCM – but tapping into SCM's other expertise was key to winning their business.



Morbidelli N100



Morbidelli N100



Morbidelli M100

It has to be said, Orange Tree is not your average joinery. Pravin Gajparia isn't a typical joinery shop owner either. He owns a construction company and various development companies that purchase land and commission architects to design and plan luxurious developments – and has a property portfolio in London. Really high end, bespoke projects for West End and Central London architects that specialise in fitouts in Mayfair, Knightsbridge, Chelsea, Kensington – and overseas – are where he's really made his mark. Having a joinery company, he says, has always been a dream for him. It's his passion.

When you consider the eye-watering penalties that construction companies face when they miss contractual deadlines, it's also a pretty shrewd move: "When you're tendering for high end projects and you're relying on a third-party joinery company, if they miss the deadline the penalties on you can be very harsh," he says. "Middle men also push up the cost of the job, making you less competitive. Having our own workshop meant we could run two shifts or three shifts if necessary to make sure items for a particular project are delivered on time. It also offered us control over our quality.

When the opportunity came to set up our own joinery company, we took it."

Pravin, together with a partner who had run his own joinery company for many years, set about finding a machinery supplier who could provide what they needed. What they were offering was a blank canvas; an empty space but a very clear idea of what they wanted to produce. "We approached quite a few machinery suppliers," he recalls, "But we decided that if we were going to buy a lot of machines, we didn't want to go through a dealer. We wanted to go direct. The ones we approached were OK – they had good



Stefani kd



L'invincibile T15 tilting spindle moulder with Formula Feed 48 (four wheels, eight speeds) and Easy Touch 12" control



DMC sd60 sander



Sergiani GS120 with Siemens touch screen

machines – but we didn't really connect with the people. With Jamie Walters from SCM it was different. He offered that little bit extra, and when you're investing in a lot of machines, that was key for us. We needed the breadth of different machines and we needed good after sales support. That's something SCM also offered that was much better than any of the others."

Pravin's vision for Orange Tree Joinery went much further than his partner's. "I had to convince him to move it up in scale and do it on an all-out basis – much bigger," he recalls. "When we first spoke to Jamie at SCM, we knew what we wanted to do but we didn't know which machines we needed. It turned out to be quite a few. Jamie spent a lot of time going through the work we wanted to produce before recommending machines that would best cater for our needs. What really impressed us was the

time he took to understand exactly what we wanted to produce. He could have sold us more expensive machines but, instead, he came up with solutions that did everything we wanted and offered the best value for money. We like that approach."

As part of a £1.2 million investment in Orange Tree Joinery, Pravin equipped his 14,000 square foot workshop with a pair of CNCs (a Morbidelli N100 equipped for horizontal routing, face drilling on the drilling block and automatic cleaning of the table for carcase manufacturing, and a five-axis Morbidelli M100 with the Prospeed Eurospec and a 5.5 metre bed for staircases), a Stefani kd edgebander to apply 12mm solid wood lippings, a DMC sd60 throughfeed sander, a full suite of classical machines ranging from band saws to spindle moulders, and a Sergiani GS 120 press for high end veneer work.

"Every project we get involved in is bespoke and different," he says. "Flexibility was a big thing for us. We needed horizontal routing and a drilling block that allowed vertical face drilling, so the Morbidelli N100 had to have a good specification. On the five-axis, the Fast 14 toolchanger enables the machine to make a fast toolchange between components. You can pick up a tool without having to interrupt the sequence when you're tandem loading. It also has Prospeed that means it can run up to 78m/min when the operator is outside the light guards, and the access all around is really good. Even the edgebander had to be a good specification. The Stefani has everything you can get on an edgebander.

"We originally wanted a simple spindle moulder but couldn't resist the television screen, so we went for the L'invincibile model. We love television screens. We also opted



L'invincibile Class SI400 EP sliding table panel saw with electronic control



Profiset 60 automatic throughfeed planer, equipped with Set Up quick adjustment (left) and R800 band resaw (right)



Class f520 surface planer



Class s630 thickening planer with interchangeable rollers and feeding rollers on connecting rods

for the panel saw with a television screen. We wanted our machines to be advanced, to reduce human error – we didn't want to be winding them up and down manually – because efficiency is key. Setting up a standard tool on a standard spindle moulder can take up to 45 minutes. We wanted something fast and digitally controlled. That's what L'invincibile offers. Same with the panel saw: we wanted the power drives, tilt turn, guards... They create efficiency.

"As soon as we bought the machines, before they were even delivered, we received training at SCM in Nottingham on how to use them. We also had training on site after commissioning on all the machines from the classics up to the CNCs. The training was good. SCM's technical staff were very accommodating. They were really patient and went through things at our speed. We haven't had any technical problems. Jamie is in

constant contact to make sure everything is working and we like it that way. We are proud to have bought SCM and when people visit, they see the logos and recognise the brand. The perception is always that we've bought high quality machines, so they can expect to get a high quality job."

Pravin's vision for Orange Tree Joinery goes much further than the machines he ordered at the back end of 2018: "To succeed you have to be diverse," he says. "You have to think about what other products you can make and how you can move forward. People don't just want wooden carcasses, or wooden staircases any more. They want wooden staircases with glass treads, furniture with different finishes like marble on top, so for us to be a complete turnkey solution provider as we are in the construction sector, we have to have those capabilities. The kind of business we want is one that allows us to

diversify from wood, combining woodwork with glass technology and metal technology, so teaming up with a company that has expertise and a range of machines in each sector is the perfect solution for us. When you start to look at SCM as a brand, they are not just one of the largest manufacturers of woodworking machinery in the world, they also have a glass manufacturing division and others. We've already bought another building down the road and we want to branch out into glass in the next few months. That was a key reason we liked SCM: it was never going to be just woodworking for us."

If you're looking for a supplier who can offer expertise in woodworking and beyond, give SCM a call. The number is 0115 977 0044. Furniture Journal App users can touch any linked image for further information on individual machines shown, or visit the SCM GB website by touching [here](#).

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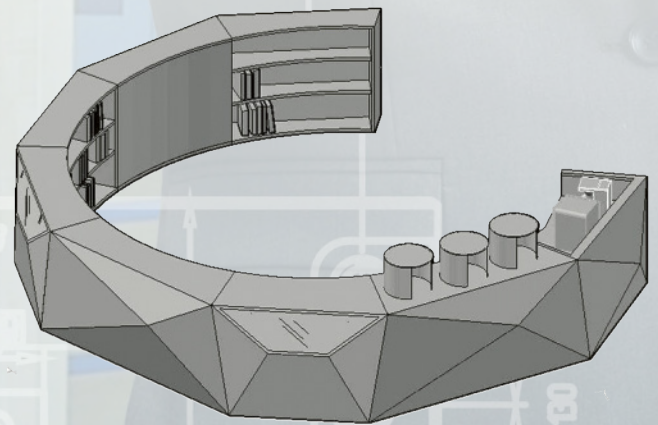
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Tailor-made by CAD+T

CAD+T provides Nick Hudson with a very different approach – and a tailored software package.

Nick Hudson Fine Furniture has built its reputation on designing and manufacturing high-end, bespoke furniture for celebrities, well-known interior designers and respected architects for over 25 years. But, faced with increasing demand, stiff competition and a software package that was slow and laborious to use, Nick Hudson, Owner of the Isleworth-based company knew he had to find the right solution to move his business forward.

“There were serious limitations to the software we were using,” he begins. “We had been using a version of AutoCad for several years but it restricted us to simple 2D drawings and manual CNC programming. We had to create a DXF image file and relay that information to the CNC. We were physically programming what drill bits we needed to use, along with the speed, rotation and depth required, as well as instructing the machine on every hole and cut-out that appeared on

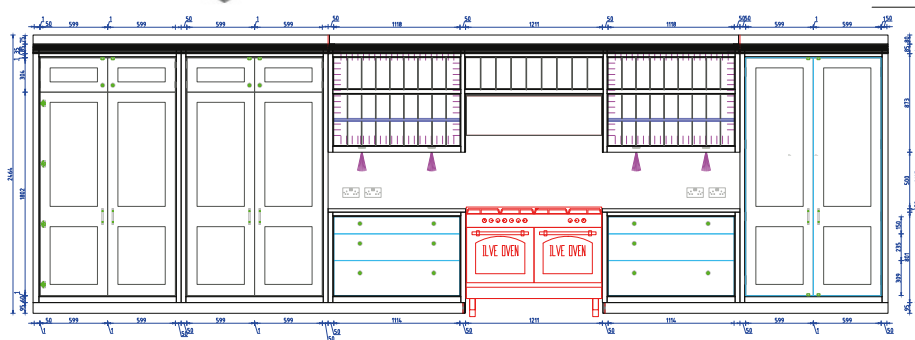
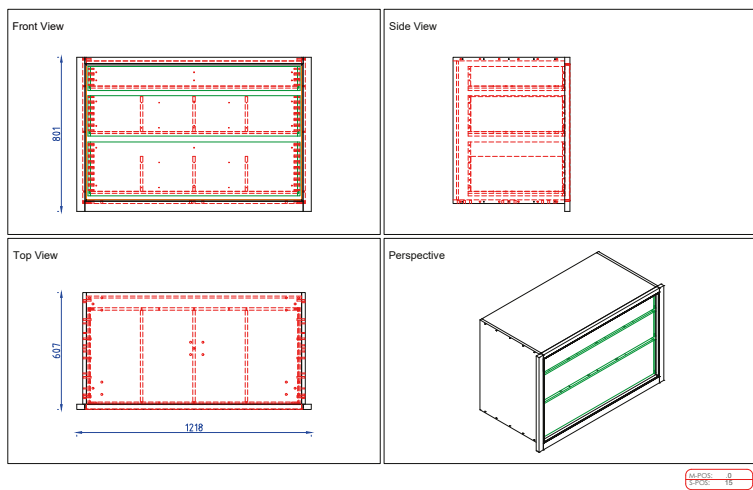
the design. It was extremely laborious, not to mention time consuming. But more importantly, it was causing a bottleneck in the office because of the amount of work we needed to do before any material could be cut and assembled. We couldn’t afford to keep our customers waiting and didn’t want to be in a position where we might have to turn down work because of our outdated software. We needed to find a software package that could simplify this process and help the company move forward.”

Following a chance meeting at last year’s W Exhibition, Nick got a demonstration of CAD+T’s highly customisable software packages. “I had spent a lot of time looking into other software options but I got the impression that they were very much cabinet-based and required some programming at the beginning of the process. This is fine if you’re producing a lot of one thing but our business is based on a bespoke offering that requires flexibility and freedom to design a whole host of things. CAD+T’s approach was different. It was customisable and adaptable. It immediately caught my attention,” admits Nick.

“Another big advantage for us was the software’s framework. It was based on AutoCad, the same software my team and I were used to using. It allowed us to have a firm understanding of the software’s basic functions whilst offering us a whole host of new features that could benefit the business massively.”

A big draw for Nick was CAD+T’s customised CAM Interface. It generates CNC codes for one or more three and five-axis machines easily. “Previously, we had to make the parts and cuttings lists ourselves on an Excel spreadsheet and manually type in the size, thickness and materials needed for each drawing. It was an extremely drawn out process and it was easy to miss something. If you happened to make a mistake, you’d have to trawl through the whole spreadsheet again to try and find out where you’d gone wrong. Worse still, if you decided to add to the design in any way, the whole list would have to be re-worked and a new DXF file would have to be translated back to the CNC.”

This was not only time consuming for the team but it also meant that the designers



needed to have an in-depth understanding of both the product's construction and the machine's engineering. With CAD+T's software, every part of the process works together to streamline your manufacturing processes, whilst optimising machine running time.

"In many ways, our new software has de-skilled our job. Now, our new CAD software works directly with our CNC machine and the machine's existing Masterwood programme so we don't have to spend our time compiling lists and manually programming the machine anymore. Instead, we draw our designs in 2D and the software automatically creates a 3D drawing and automatically creates the parts and cuttings list ready for production," says Nick.

Nick and his team were also keen to create detailed 3D drawings when pitching ideas to new customers - something their old software couldn't produce. Nick says, "When working with a simple wardrobe or table, it's easy to understand a 2D front, side or plan view but when you're creating a made-to-order curved bar or a selection of concave units, it's often challenging to sell the design to the customer with limited graphics. With CAD+T, we can generate 3D views from any angle which, as well as giving the customer the ideal vantage point, brings our designs to life. It also gives us the opportunity to modify the design where we see fit - something we couldn't often see clearly when working solely in 2D.

"Everything about the software has been designed for convenience. As well as a bigger library, we can build designs significantly faster thanks to the software's ready-to-use elements and its drag and drop templates. This is particularly useful when we're recreating popular items like cabinets as they can be automatically selected, edited and saved for future projects. Previously, each cabinet would have to be created manually but now parametric objects can be manipulated and reused whenever necessary."

Nick adds, "The introduction of CAD+T's software has impacted massively on our production. Now, a job that would have taken us five days can be completed in three and even our most intricate designs can be created in the exact same way as our more straightforward designs. This has given us the ability to increase the number of jobs we take on and the level of complexity we are confident we can achieve in a shorter timeframe. In fact, we've already seen turnover increase this year whilst maintaining the same number of employees."

It's also future-proofed the furniture-making business. "Just like our phones, our CAD software now updates itself automatically so it's always being worked on to maintain its effectiveness. The framework also gives us the flexibility to add to the software package at any time. So, if our business model changes or we want to grow the business in any way, new features and software modules can be added without a



brand new software package needing to be bought, installed and learnt all over again."

"On this occasion, we've had to spend time learning the new software and it took some careful planning to integrate the new software without having to halt all production, but we knew that it was important to get the right software in place if we wanted the business to continue to be a success in the future. We had one week of intense training with a CAD+T specialist and no stone was left unturned. They also came back to fine tune everything when our production was fully up to speed.

"CAD+T also offer ongoing technical support which has been a great help to us as we continue to learn how to take full advantage of the features available to us. Because our software has been customised just for us, the team at CAD+T has a greater understanding of our products and can even log in to our system remotely to direct us if we need it. CAD+T has helped us to simplify our processes massively and has allowed us to continue doing our job well. Clever features and automation have massively improved efficiency both in the design department and on the factory floor and as time goes on, I can only see this getting better."

For more information on CAD+T and its complete range of CAD/CAM software solutions for the furniture production and interior design markets please visit www.cadt-solutions.com or email office@cad-t-solutions.com.

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Effective Sanding

Add new dimensions and finishes to your panels and solid wood with Viet finishing centres from Biesse.

The art of making wood look older than it is, or adding character with chiselled, sawn or worn effects is hardly new. Makers of copy antique furniture are particularly skilled at it. But ageing the newly made case of a Thomas Tompian copy, or even the reclaimed oak in a potboard dresser is a skill that takes time. And in a modern production environment, time is a precious commodity.

Biesse doesn't claim its sanding machinery will faithfully reproduce the wear marks on a 200 year-old dresser, but the effects from some of its Viet sanders will certainly appeal to manufacturers who want to create characterful surface finishes for specialist furniture, flooring and joinery applications – and do so simply, effectively, quickly and with repeatability.

Excluding the robotic Opera R that's equipped with robot arms and is designed

to simulate hand sanding, Biesse offers five different Viet sander models. The range starts with the Viet S211, a compact calibrating machine for small-scale calibration and sanding operations. Then come the Viet S1 and the Viet S2, both offering greater freedom to choose the working units. How much material you need to remove determines which you would opt for: equipped with hard rollers, the S1 and S2 would both remove 0.3mm and more in one pass, but if your work demands removal of 3mm, the Viet S2 can be equipped with a planer unit which will remove all 3mm in one pass. After the planer unit, you'd need medium hard rollers in the next working unit to refine the finish, and you can specify the subsequent working units so they match your requirements exactly.

However, it's with the Viet Opera 5 and Opera 7 that sanding really moves into a





The Viet S1 with the Viet Opera 5 in Biesse's Daventry Tech Centre.

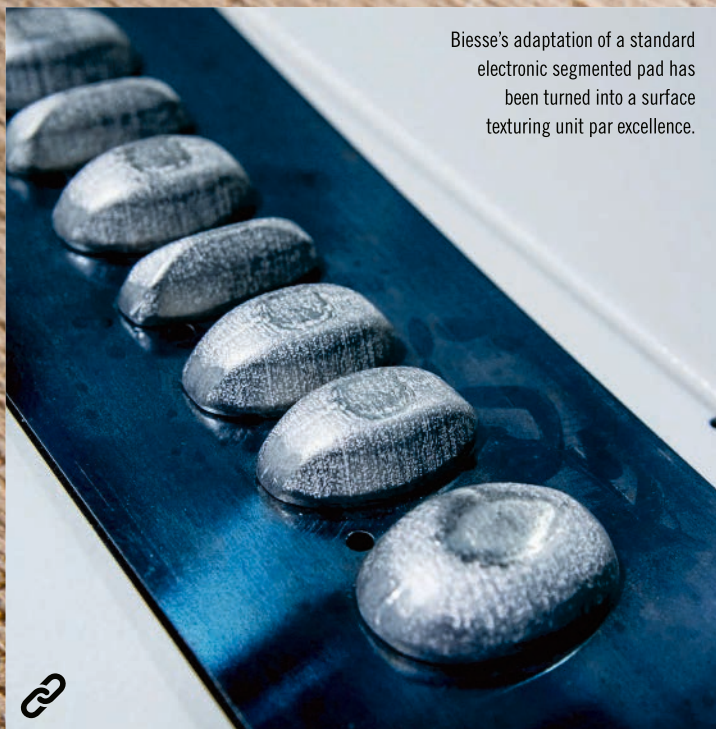
new dimension, and with these machines – Biesse refers to them as finishing centres – the effects you can achieve go well beyond simple calibrating and sanding. “We are able to produce three different types of effect,” Biesse’s sanding expert, Michele Luzio, told Furniture Journal. “One is a distressed effect, the second is a sawn effect, and the third is a wavy effect. All three effects are achievable with the Opera 5, which has a working width of 1350mm and can be equipped with up to four working units – cross units, pad units, superfinishing units and sanding brushes that can be positioned in any order. The Opera 7 is a heavier machine that offers working widths up to 1900mm and it is more customisable.”

The way Viet has designed the system for producing wavy effects is quite unusual. By using a special blade that’s equipped with a

pebble-like surface to produce points of high pressure on the wood surface when the belt passes over it, and combining this with the action of the oscillating pad and an abrasive belt, the pebbles are pressed into the surface of the material being sanded. “The oscillating pad moves laterally and the wavy effect it produces can be customised in the software,” explains Michele. Biesse’s adaptation of a standard electronic segmented pad has also been turned into a surface texturing unit par excellence. “If you want a random effect, you can select which segments of the pad you want to be engaged by means of black and white dots uploaded as a 120 x 100 pixel image that will allow the pad to replicate the pattern.” Any setting can be recalled – calibration, sanding, high finishing, or special effects – so you can repeat it at any time by recalling it from your library.”



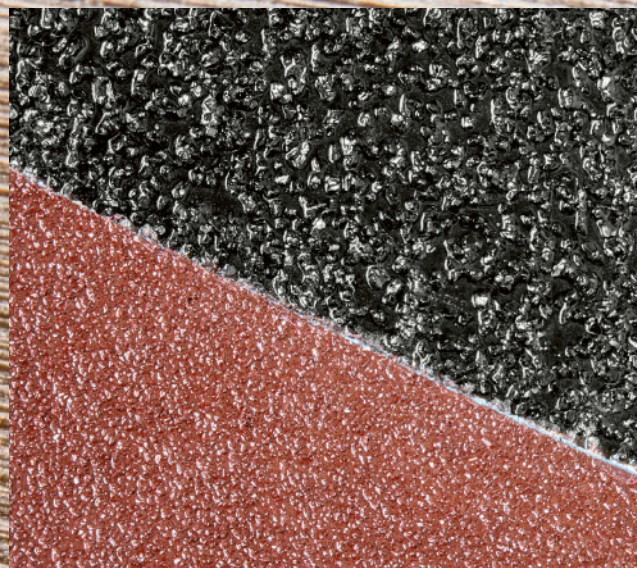
Michele Luzio



Biesse's adaptation of a standard electronic segmented pad has been turned into a surface texturing unit par excellence.

Below: Biesse's Viet Opera 5 and Opera 7 machines use an unusual sanding belt comprising two levels of grit in alternating bands to create the sawn effect.

Bottom: The X Spin – a working unit, unveiled at Ligna 2019, that emulates a hand sanded finish – can be installed on the Opera 5 or Opera 7.



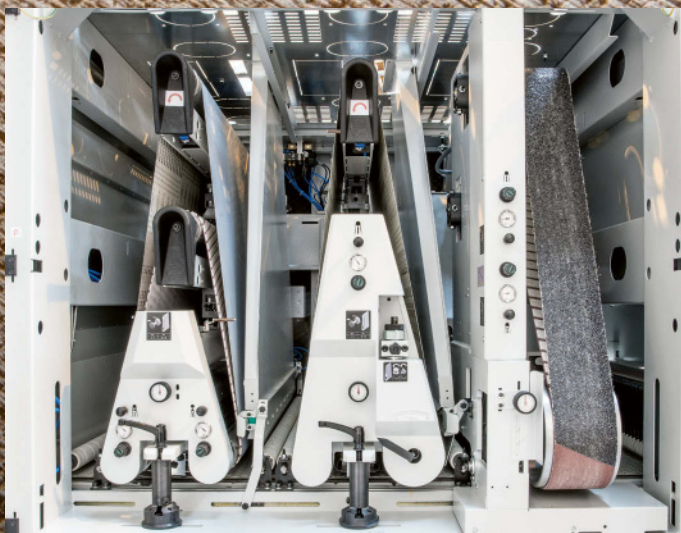
While some manufacturers have used an actual sawblade as one of the working units to achieve the sawn look, Biesse's system on the Viet Opera 5 and Opera 7 machines uses an unusual sanding belt comprising two levels of grit in alternating bands. "It is a crossbelt unit," says Michele. "The belt uses two different types of grit – one is a heavy 24 grit whilst the other is a very coarse 12 grit with an unusual shape." The pressure used by the working unit needs to be set to high to produce a vintage sawn effect but by varying

the conveyor and/or the belt speed, different sawn effects can be achieved.

If it's the effect of old wood you're after, the way to create it is to remove the soft grain, and for this purpose, Biesse offers a choice of steel brushes or Tynex brushes. "The distressed effect is achieved by a Tynex brush, which is a combination of nylon mixed with steel, or a steel brush," says Michele. "However, the effect is different. The Tynex brush is less aggressive, so the shape of the scratch it leaves is more rounded, while a

steel brush scratches in a V-shape for a more aggressive effect."

For the most part, you choose the specification of machine according to the work you expect to be producing and your Viet Opera 5 or Opera 7 will be built to order. "Depending on the configuration of machine that you choose, a range of different sanding belts can be used on each working unit that will allow a user to achieve different finishes," says Michele. "A typical configuration might include a steel



roller as the first working unit, a hard rubber roller as the second, then another roller that's soft and large in diameter. However on a second pass, a sanding belt can be replaced on the final working unit with one of a higher grit to provide a higher finish on a panel."

"The choice of Opera 5 or Opera 7 really depends on the working units you want to use," says Michele. "The Opera 7 has a more robust frame and we can put more working units inside – up to ten. It also

offers a very high degree of customisation. It is the most customisable sanding machine in the Viet range. Some units, like the X Spin [a working unit, unveiled at Ligna 2019, that emulates a hand sanded finish] can be installed on either machine, but if you are finishing high gloss, you might want to use a longer crossbelt and this can only be installed on the Opera 7. The Opera 5 can be fitted with a crossbelt but it's a compact crossbelt. For high gloss finishing, especially if we are talking about 1200 or 1500 grit, the

longer belt cools better. Also, the Opera 5 comes in 1350mm width while the Opera 7 can be made in 1350mm, 1600mm or 1900mm wide."

For more information on the effects you could achieve with a Viet finishing centre, or discuss a solution to your sanding problem, call Biesse UK on 01327 300366 or visit www.biesse.com/uk/wood/. If you are reading this article with the free Furniture Journal App, you'll find videos linked to all marked pictures.



Extraction safety from Al-Ko

Matthias Schalast talks about how Al-Ko machines exceed even the toughest new dust extraction regulations.



Matthias Schalast

Since it opened its first extraction technology department in 1988, Al-Ko has been committed to manufacturing dust extraction units that meet the most challenging industry requirements but with workplace exposure limits for wood dust changing in the UK from January 2020, what does this mean for the German extraction company? We put this question and more to Matthias Schalast, Area Sales Manager at Al-Ko Therm GmbH:

How are dust exposure regulations changing in the UK and is Al-Ko prepared for these changes?

"Next year, the UK is set to change its workplace exposure limits for wood dust. They currently stand at $5\text{mg}/\text{m}^3$ but from January 2020, this is set to reduce to $3\text{mg}/\text{m}^3$ and by 2024, this figure is predicted to drop further to just $2\text{mg}/\text{m}^3$. This is a big step forward for health and safety in the workplace but we design our dust extraction systems to coincide with EN and DIN standards which already work to considerably less exposure limits than this. For over 10 years, German law has stated that manufacturers must have a maximum exposure rate of $2\text{mg}/\text{m}^3$ in the workplace

and we've continued to focus our research and development in this area to create a complete dust extraction offering that falls well below this threshold.

"Al-Ko's Power Unit range is a perfect example of this. The mobile range has been designed and tested in accordance with the European Norm EN 16770, a regulation that was updated in December 2018 to highlight new risks associated with modern manufacturing techniques, machinery and internal extraction systems that boast a volume flow of up to $10,000\text{m}^3/\text{h}$. We created a range that had a guaranteed residual dust content of less than $0.1\text{mg}/\text{m}^3$, which means the return air is 20 times cleaner than the required value UK manufacturers need to meet by 2024.

"We've been able to achieve this impressive figure thanks to the design of the fan, which is sat behind the filter. In short, the fan creates a vacuum which sucks the dust into the filter house, which in turn separates the dust on the filter surface. We use an extremely fine filter material with a low porosity – it's made from Filter Class M which has a passage level of less than 0.1 %, and

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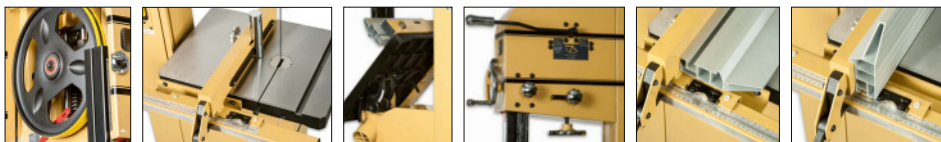
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The AL-KO Power Unit 300P-BP



All AL-KO's machines feature an outer shell that is pressure shock resistant to 200 mbar m/s as standard



guarantees this extremely low residual dust level. This means, when UK manufacturers buy an extraction system from Al-Ko, they are not only using a system that meets 2020's new regulations, they are future-proofing the business for the foreseeable."

How is Al-Ko's dust extraction range tested to stay in-line with the latest industry health and safety laws?

"All Al-Ko dust extraction units are manufactured in accordance with European regulations, national standards and CE requirements. They are also built and certified according to the latest ATEX guidelines. We have our own testing facilities at our head quarters in Germany, which allows us to test technical values like flow, velocity, the machines capabilities under pressure and the resistance of the unit's housing. Our machines are also independently tested by the trade association every five years and go through intermediate testing at our factory every 2.5 years. This has led us to continually develop our range and tackle the major risks of extraction head on."

What are the risks associated with wood dust and how can using an AL-KO unit reduce this ongoing threat in the workplace?

"The main risk when extracting wood dust is the threat of explosions and fire. This fact has been well documented over the years and as such, wood dust is classified in dust explosion class ST I. To tackle this issue, all our machines feature an outer shell that is pressure shock resistant to 200mbar m/s as standard. This means our machines are able to extract all substances with dust explosion class ST I.

"In addition to this, models in our Power Unit range from 250 upwards are equipped with a thermal sensor, which is automatically triggered at 70°C. This shuts down the fan, stops all filter cleaning and triggers the fire extinguishing unit if a risk of fire is detected. Larger units are also equipped with a tank that is filled with water and a special antifreeze fluid as standard to further reduce the risk.

"Regulations also restrict pneumatic cleaning during operation due to explosion and fire risks. In businesses where filter cleaning is required during the operation of the system, Al-Ko offers an effective ignition protection system that can be installed in the suction pipe. Features such as these offer ongoing monitoring of the extraction system and have been designed to prevent the risk of

fire and explosions in the workplace without restricting performance."

What new health and safety features can be integrated into AL-KO's dust extraction systems and how might they benefit the operator?

"It's our duty to eliminate operator risk and fulfil the requirements set by the industry. Regulations don't tend to change over night but we still have to commit to ongoing research to guarantee the quality and safety of our extraction units remains unchallenged. Due to the growing demand of larger extraction units in the furniture manufacturing sector, the risk of fires and explosions have never been higher. The regulations have been adjusted in accordance with this and as a result, our larger machines come with an automatic extinguishing system as standard and our smaller units, even though it's not mandatory, come with a built-in extinguisher if required.

"New developments also include our Dust Compartment, which was launched at Ligna 2019. It reduces dust exposure when it comes to emptying the dust from inside the housing, whilst our Filling Level Sensor triggers the unit to switch off automatically if the maximum filling level in the chip container



Clockwise from left:

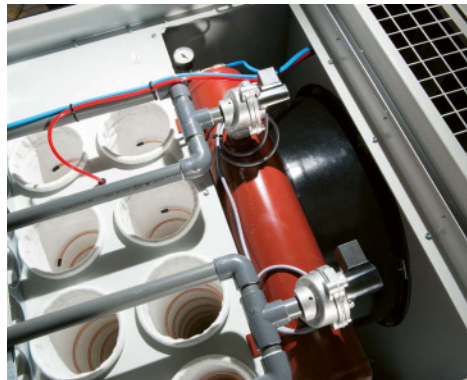
AL-KO Power Unit 350+

The integrated fire extinguisher

The Filling Level Sensor triggers the unit to switch off automatically if the maximum filling level in the chip container is reached, preventing a blockage inside the filter housing.

Al-Ko's high-performance JET filter

The Dust Compartment reduces dust exposure when it comes to emptying the dust from inside the housing



is reached, preventing a blockage inside the filter housing.

"Our dust extraction systems also come with a Frequency Converter to save energy. This is particular important when manufacturers are using a bigger extraction unit but don't require maximum performance at all times. Due to the Frequency Converter, the fan only produces the required flow which saves energy, protects the environment and increases the service life and overall health of the filter due to optimised suction performance."

What can we expect from Al-Ko in the next 12 months in terms of design and safety?

"At Al-Ko, we go above and beyond to make sure our range surpasses health and safety requirements set by all major standard organisations and we will continue to invest in our manufacturing and testing facilities. Going forward, we will be concentrating

on our unit's noise levels. Our units are already among the quietest on the market with as little as 69 dB(A) – well below industry's recommended noise limits – but we're looking at ways to improve on this even further.

"We're also looking at ways to make handling even easier, including the ongoing development of our gas spring covers and additional design features that will make one-man maintenance on larger models possible.

"As the industry pushes for more digitalisation, we're also developing our control unit so our customers can benefit from a simple way to continually monitor ongoing activities and ensure the highest levels of safety are adhered to at all times.

"European regulations and national regulations from professional associations provide manufacturers of dust extraction

systems with guidelines for the safe construction of these machines. They enable our customers to make a fair comparison of the systems on the market, while ensuring the dismantling of trade barriers. The standards also serve to define test principles for dust extractors. Our ongoing commitment to legislation such as this, allows us to offer our customers the very best German-engineered dust extraction solutions that will stand the test of time and the ongoing changes to workplace law in Europe and the UK."

TM Machinery is the exclusive distributor of Al-Ko dust extraction systems in the UK. For more information please visit www.tmmachinery.co.uk or call 0116 271 7155. For the latest news, follow TM Machinery on Twitter @TM_Machinery or search for TM Machinery on LinkedIn.

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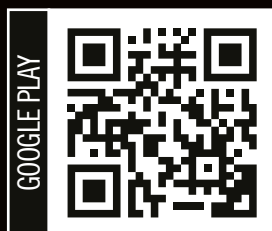
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It's a Wrap!

Weatherproof and transport-proof your board packs automatically with a board packaging machine from Cross Wrap.



Cross Wrap is perhaps known for the manufacture of unique bale wrapping machines – and it's been in the business for over 25 years. This industry proven wrapping solution has been specially engineered to work in the board and panel packaging industry, where it boosts production, provides a stronger package, weatherproofs the packed material and offers more operational flexibility.

The Cross Wrap Board Packaging line reduces labour costs and is suitable for many different packaging sizes. The use of only two packaging materials helps to create a more environmentally-friendly package, and the panel or board production line can be automatically operated to change between various wrapping programs and different panel and board sizes.

The Cross Wrap machine is electrically operated and fully automatic, so no manual labour is required in order to create a covering package that wraps all four sides of a stack. Board and panels packaged with cross-wrapping are especially suitable for storage, long transport to destination, multiple handling and to protect the packed material from moisture. The wrap keeps the packed board materials in shape and free from moisture even when storing outdoors – and it simplifies and streamlines your packaging operation.

Visit www.crosswrap.com, email sales@crosswrap.com or phone +358 17 287 0270 for more information. Furniture Journal App users can watch a video demonstration by touching the main image marked with a link sign.

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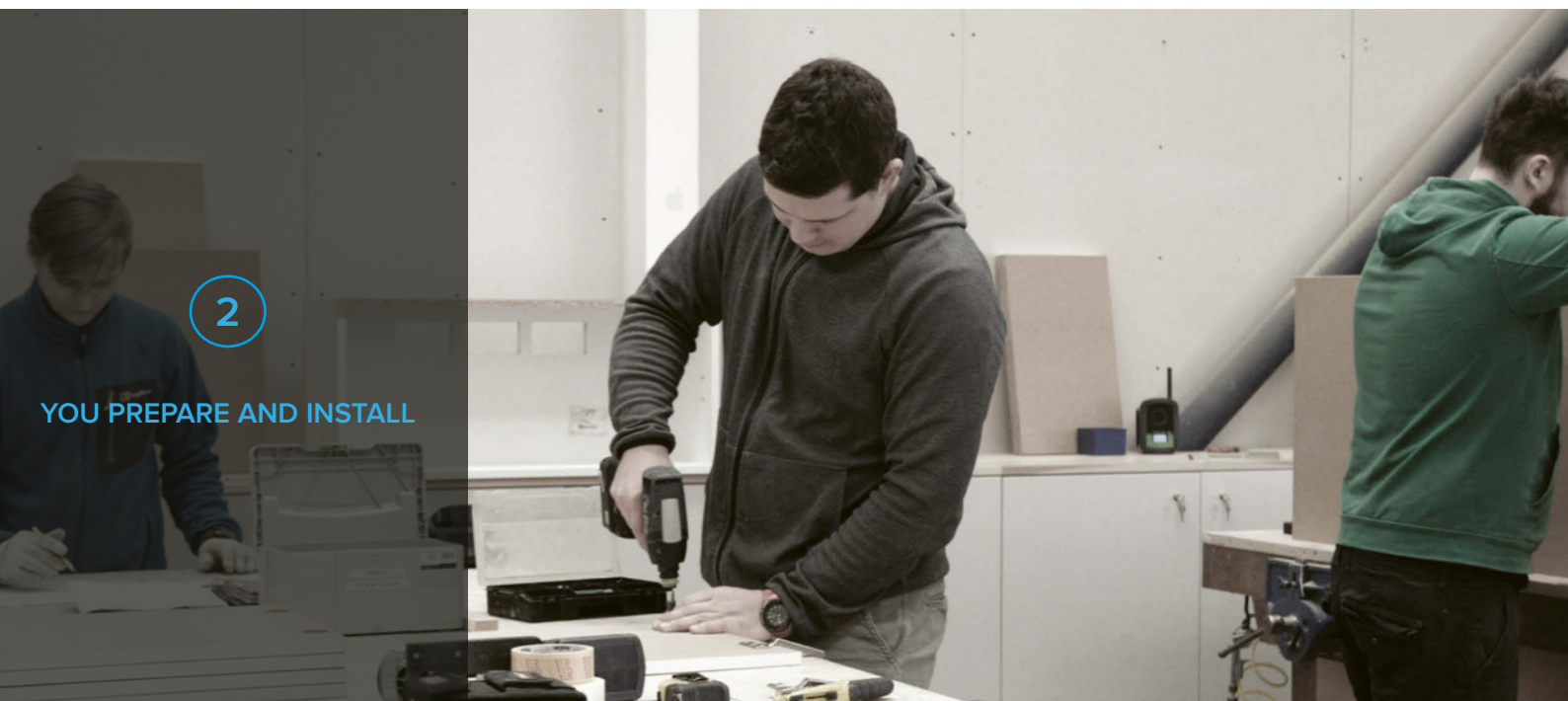
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