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Awarded by The Furniture Makers' Company

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ISSN 13653-8969

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Origination: CPC Ltd

Printing: Barnwell Print

Published by: Craftsman Publishing Company Ltd.

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Alvic: so much more



Colin Singleton

High gloss is just one product in a wide range of décors from Alvic that includes supermatts, synchronised products, metallics and more.

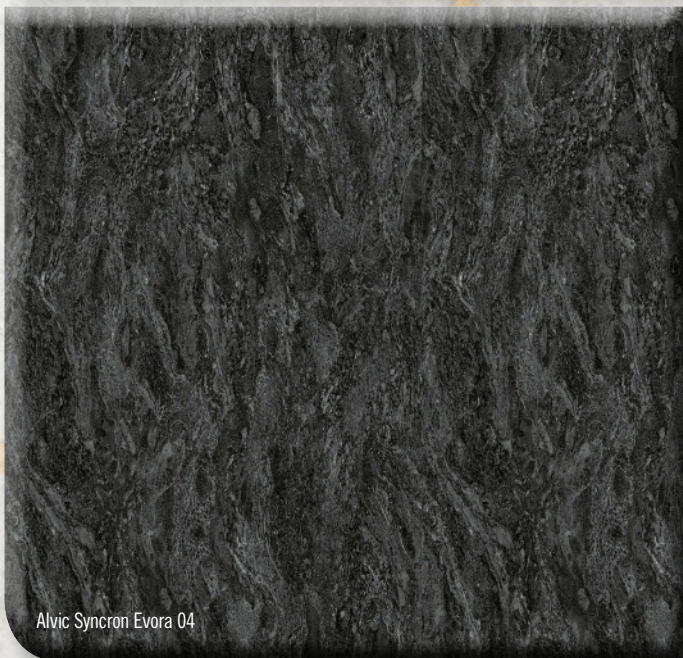
What comes to mind when you hear the name Alvic? High gloss woodgrains? High gloss unicolours? Superb prints with a Spanish twist?

You wouldn't be alone if you only knew Alvic because of Luxe, its high gloss brand. You wouldn't be alone if you thought Luxe was the only décor product Alvic produced. But you would be wrong.

High gloss is just one product in a wide range of authentic, gorgeous-to-the-touch furniture décors that includes supermatts, synchronised products, metallics and more. And they offer significant advantages to

anyone making high quality furniture.

"Many of the ranges we've developed over the last few years use embossing technology, textures and supermatt lacquer technology combined with great design," says Colin Singleton, who heads up Alvic in the UK. "A lot of manufacturers in Britain don't know this and for anyone who wants something a bit different, working with Alvic provides them with a significant advantage. We're seeing a lot of growth in textures and fantasy designs like porcelains and we've taken our lacquer technology to the next level and applied it in such a way that we're able to provide something quite different.



“The big difference with Alvic is that it gives real value to the customer. In a crowded market, the difference when you sell a kitchen finished with Alvic décors is you’re not selling on price, you’re selling on the design and the quality of the product.”

From the very beginning, Alvic’s advantage was its pioneering lacquer technology. This has allowed them to develop unrivalled Gloss and Supermatt finishes along with synchronised textures. Continued innovation in these products has resulted in Luxe and Luxe Plus, a supergloss that has a gloss level of 105%! Almost a decade ago, the company launched anti-fingerprint, anti-bacterial and anti-scratch options in its Luxe and Zenit collections. The growth in demand for textured surfaces also saw Alvic ahead of the

game when it comes to novel ideas to give your products differentiation, the Alvic design team takes influence from sources that are truly global. The result is designs which are not just on-trend, but leading the way.

“On the back of the lacquer technology, Alvic has grown what we call our Synchron range,” explains Colin. “It was originally launched as a synchronised woodgrain – Alvic was one of the innovators in that marketplace – but the plate technology made it so much more. You will not find a print as good, or as deep as Synchron. People find a lot of value in that as well.”

One of Alvic’s key strengths is its ability to move quickly to provide exactly what you need. As a company, Alvic has always invested heavily in its printing and embossing

technology. It’s a production-led business but it’s geared its production to fit with the needs of its customer base very carefully. If you want a special design with the surface finish of your choice from most producers, the minimum order quantity is usually prohibitive to all but the largest furniture manufacturers. From Alvic it’s just 20 boards as part of a full load.

“You can choose any design – woodgrain, or fantasy – with the lacquer gloss/ supermatt or texture of your choice and order just 20 boards as part of your full load,” says Colin. “No one can compete with that level of flexibility and provide individuality. It brings real value for the customer. And whatever the colour or texture and regardless of whether you want



Steelboard Aluminium (top), Steelboard Grafito (centre), Steelboard Copper (bottom)

gloss or supermatt, we can supply orders in the exact combination you want on three-week production.

If you don't want to commit to a full load, that's where our distributor's, Panelco and Meyers come in: they can offer this through their range and split the stock if required. The offer is open to everybody.

Although the company has really only just begun to show its wider product range in the UK, Alvic has already been established in the market for a number of years, with a fantastic reputation for quality and innovation with the customers who currently use the product and, as Colin says, when people buy into Alvic they don't generally move elsewhere. Alvic sales has been driven by a selection of end users and a stock offer from

Panelco Meyer. The product range has been limited but now both Alvic and Panelco Meyer are throwing the doors wide open: "We're launching the whole offer to the whole market," says Colin, whose enthusiasm for Alvic's décors is clear to see. "There is something for everybody in our offer and from 2021, Panelco Meyer are offering the whole Alvic range. They will carry a large selection in stock with the rest – Alvic's range is 120+ décors – available to the market, making our whole range available so people can have anything from our offer in smaller quantities."

Colin's plans for Alvic in the UK are ambitious: "We have doubled our market share in the last couple of years and we are aiming to double again over the next two.

With more customers finding Alvic, the décors, textures, the innovation and the real value it gives to them, this is just the start"

If you haven't found Alvic yet, Colin would be delighted to present the range, find a combination that works perfectly for you and prove the value in working with Alvic. In a crowded market, if quality and product differentiation appeals to you and you'd like a product that's leading the trend, the number to call is 07714 788831, or you can email Colin at csingleton@grupoalvic.com

Readers using the free Furniture Journal app can link to a video presentation about Alvic by touching the main image marked with a link sign, or for inspirational ideas using Alvic's Luxe products, touch the high gloss image or visit www.grupoalvic.com/en/

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saviola

On show at Panelco

Panelco's new showroom is an oasis of calm where you can bring your design team or your customers and see the latest décors from top brands.

Pristine white walls, white tiles, downlighters, natural daylight – Panelco's new showroom is the perfect place to see the latest décors from big name brands like Egger, Kronospan, Saviola, Alvic, Serica and Greenlam and the displays invite you to explore, touch and compare.

"The concept of the Design Studio is to provide a facility where customers can visit to explore the very latest décors and design trends from the industry's largest providers all in one place. It is the perfect place to showcase large display size samples which really show off the décors," said Julie Dean, Commercial Director at Panelco. "The benefit of this unique facility is the flexibility it offers to the sales team here at Panelco and to our customers who are welcome to use this space for design-led meetings. Regardless of the requirement, it offers a fantastic working environment.

"The Design Studio is available to book online and can be used to host meetings, seminars or purely for inspiration. Help is always available from our qualified sales team, who can offer advice if you need it."

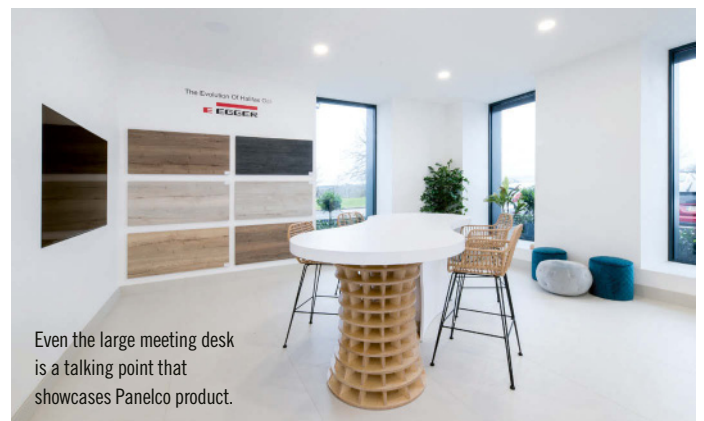
The large, open space that Panelco has created provides an oasis of calm, a place to consider, compare and confer over new projects that's a world away from the hustle

and bustle of busy offices and intrusive phone calls. It's been relocated from the far end of the building along with its own parking area. Little touches between the various displays – discreet greenery, carefully chosen furniture and accessories – encourage relaxed discussions and inspire ideas. Even the large meeting desk is a talking point that showcases Panelco product. And behind the glass partition that stretches the whole length of the showroom behind the Egger and Kronospan wall, Panelco staff are on hand to help if needed.

"On display you will find Egger's new 2020 range consisting of 30 new MFC effects, a further 16 PerfectSense supermatt and high gloss finishes and a brand new range of on-trend worktop designs featuring an innovative 16mm range of stone and material textures," says Lee Crawshaw, Sales Director "This is a space like no other with everything you could want to hand. It is an exciting place to be.

"In the central display, 12 new décors from Alvic in both gloss and matt finishes are on show including striking gold and silver marble effects and abstract modern designs. The Serica range of double-sided supermatt foil offers a modern innovative technology using anti-fingerprint, anti-scratch and silk-touch

Above: Pristine white walls, white tiles, downlighters, natural daylight – Panelco's showroom is an oasis of calm.



material. We have a main display wall showing the full melamine CityVibes collection from Kronospan featuring the new Flow concept inspired by dynamic cities that gives real possibilities to designers. The Stratus Worktop range offers a 12mm compact laminate worktop boasting anti-fingerprint technology and non-porous hydro-repellent surfaces in a variety of sleek modern designs."

"Featuring on two of the main walls is the exciting new collection from Italian design brand Saviola. Trend A Porta is a stunning assembly of 26 inspired designs with real life

textures, all from one of the world's foremost producers of environmentally-produced particle board," said Matthew Davies, Commercial Manager. "This is a really exciting product, which is gaining so much interest. The designs are so different and unique."

The showroom is the start of a project that Panelco sees as a customer journey. "Everything in the showroom is new and in stock and it's a great place to meet, see and compare but we will soon be opening the doors to our new design forum. The Design Forum will be a working area where

customers can get really involved and work with all the products we offer, using the display areas to mix and match colours, textures and effects to get a real feel for the products. It's a place where creative minds will find everything they need all in the one area."

Call 01782 392100 to find out more, or to book a slot and use the showroom in Blythe Bridge, or to find more out about Panelco's product range, visit www.panelco.com Readers with the free Furniture Journal app can link directly by touching the website address or the image marked with a link sign.



Décor by Kastamonu

**From particleboard and
MDF to furniture panels
and laminate flooring,
Kastamonu offers them all.**



Underlining Turquality, Kastamonu's logo encapsulates its global influence in the wood-based panels, décors and flooring sectors

Based in Turkey with a background of a half-century as a global brand in the wood-based panel industry, Kastamonu Entegre stands out for its on-trend décor collections and manufacturing prowess. Innovative and well-versed in international standards, the brand offers a wide range of décor products and material combinations for furniture.

The extra glossy and extra matte panel products by Kastamonu Entegre capture the harmony of contrast in decoration with their outstanding surface quality and stunning appearance. Glossmax Pro, a trendsetter, adds shine to spaces beyond glossiness, while Mattplus brings the naturalness of flawless matte to living spaces. It's no wonder they are the materials of choice for manufacturers of exclusive furniture and interior design specialists the world over.

Two indispensable elements of modern spaces, the extra glossy Glossmax Pro and the extra matte Mattplus panels are eye-catching and stunning in appearance. These products, suitable for use in kitchen and bathroom cabinets, bedrooms, rail cabinets, teen bedrooms, office furniture sets and all decorative applications, are part of an innovative, high-quality and user-friendly product line that's been designed to help you create comfortable living spaces.

Glossmax Pro panels add depth, lightness and airiness to spaces while providing exceptional light-reflecting qualities. But the mirror-like gloss is also highly resistant to scratch, abrasion, chemicals, and discolouration caused by solar light. They not only deliver near-perfect reflections, they provide elegance – and will do so for many years.



FXL026 Devine



D143 Anthracite



D186 Piano Black



D215 Arctic White



D217 Ice Grey



AU017 Oslo

Mattplus panels provide the perfect matte finish with a surface that distributes reflected light perfectly – but they are also warm touch feeling, the panels that are easily cleanable and highly resistant to fingerprint reveal the naturalness and nobility of matte wood.

Through research and development, Kastamonu Entegre products are not only attractive, they are innovative and the company is capable of manufacturing in accordance with national and international standards E1, E0.5 (1/2), E0 and F★★★★ qualities as certified by FSC, CARB2/EPA and its raw wood materials are sourced from 100% sustainable and renewable resources.

But it's not just furniture décors where Kastamonu Entegre excels. This pioneering Turkish corporation also manufactures

laminated flooring products certified by Blue Angel, the first 'ecolabel' practice in the world. With 20 years' experience of laminated flooring manufacture and now ranked among the top four laminated flooring manufacturers in the world today, Kastamonu Entegre stands out as a pioneer, known for the latest design trends and for its cutting-edge technology. The brand offers unlimited options to designers and decoration enthusiasts with its flooring series.

Created with the inspiration derived from the most fascinating cities in the world, the Floorpan and Artfloor Urban laminated flooring collections make a difference in decoration and add a novel style to living spaces. Manufactured with 10 distinct décor options in 8mm thickness, the V-groove Urban laminated

flooring collections allow creative interior design with their natural texture and rich colour options.

Floorpan Elite XL, the other V-groove laminated flooring collection by Kastamonu Entegre, is a no-compromise, highly durable product range. Satisfying the highest level of functionality, aesthetics and durability, the four-sided V-groove Elite collection stands out for its AC5 abrasion class rating and its 12mm thickness. The Elite XL laminated flooring series, delivering high performance in acoustic and thermal insulation, gives an impression of spaciousness with its groove structure.

For more information on Mattplus and Glossmax Pro products email info@keas.com.tr, or for Artfloor and Floorpan products call 01322 628 700 or email enquiries@furlongflooring.com

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Infinite possibilities from Medite

When Infinitus Bespoke Interiors was commissioned to create opulent Art Deco interiors for a luxury townhouse in prestigious South Kensington, their material of choice was Medite MR MDF and Medite Tricoya Extreme (MTX).

The design brief demanded each room reflect the demure decadence of the 1930s and 40s, and bring a unique character to every space. The bedrooms and bathrooms were to incorporate smooth, clean lines, high gloss surfaces, mirror cladding and ambient lighting, while the plans for a bar and cinema room further reflect a taste for extravagance.

Although MDF may not traditionally be first material thought of when tasked with redesigning a luxury home, Infinitus Bespoke

Interiors specified the panels as best for the project, based on extensive previous work with the products.

Andrew Fishwick, director at Infinitus Bespoke Interiors explained: "The brief was ambitious to say the least, but over the course of the project, working very much hand in hand with the client, it was well and truly surpassed.

"We decided on Medite MR and MTX as they offered the best solution by far to achieve a polished, authentic Art Deco look. About 110 sheets of Medite MR were used throughout the house, not only to clad the bar structure and create the iconic Art Deco shapes in each room, but as backing for other features such as the mirror cladding.

"In the bathrooms and anywhere it was

Medite MR MDF and Medite Tricoya Extreme enabled Infinitus Bespoke Interiors to create a demanding Art Deco interior project and save time.



likely that the fittings would be in contact with water; we used MTX to ensure the longevity of the installation. We used about 10 sheets of MTX across these areas. Although it may be that the client will want to update her bathroom in the future, it's not every day that you can guarantee MDF for up to 50 years, even in contact with water. MTX enabled us to do this with confidence."

Aside from their abilities to resist humidity and moisture, Medite MR and MTX were chosen for their smooth and consistent qualities, making them perfect for machining into the bespoke shapes required by CNC router.

"We needed a material with no grain structure to be able to achieve a perfectly smooth, seamless finish. This was especially important for the curved shapes featured in the bar and for the bathroom ceiling design, which features tightly curved, egg-

shaped cladding that is backlit for effect," explained Andrew.

Medite MR is a moisture resistant MDF panel designed for use in indoor humid conditions. It is not limited to kitchen or bathroom installations or furniture, though. It is also an ideal substitute for softwoods or hardwoods where more machining flexibility is needed.

MTX is an acetylated MDF panel, which makes it water resistant. It's guaranteed for up to 50 years above ground, and provides architects and designers with an entirely new construction material that provides design flexibility and endless opportunities for creativity.

It can be used in applications where normal MDF panels cannot and it still retains all the design, fixing, and machining flexibility of regular medium density fibreboards.

Andrew concluded: "As this was an

extensive project, it was beneficial for us and the client to use both Medite products as it saved us a lot of time which would have otherwise been spent planing timber. Instead, many of the decorative pieces left our workshop completely finished and ready for installation.

"To look at the house now, it's hard to believe it's the same one we started work on; the transformation is so complete. And Medite made it real."

For more on the extensive Medite product range and what can be achieved with it, visit mdfosb.com/en/products/medite-mdf or, if you are reading this article with the free Furniture Journal app, touch the image marked with a link sign on the first page.

To see more projects by Infinitus Bespoke Interiors, visit Instagram [@Infinitus_Bespoke_Interiors](https://www.instagram.com/Infinitus_Bespoke_Interiors)



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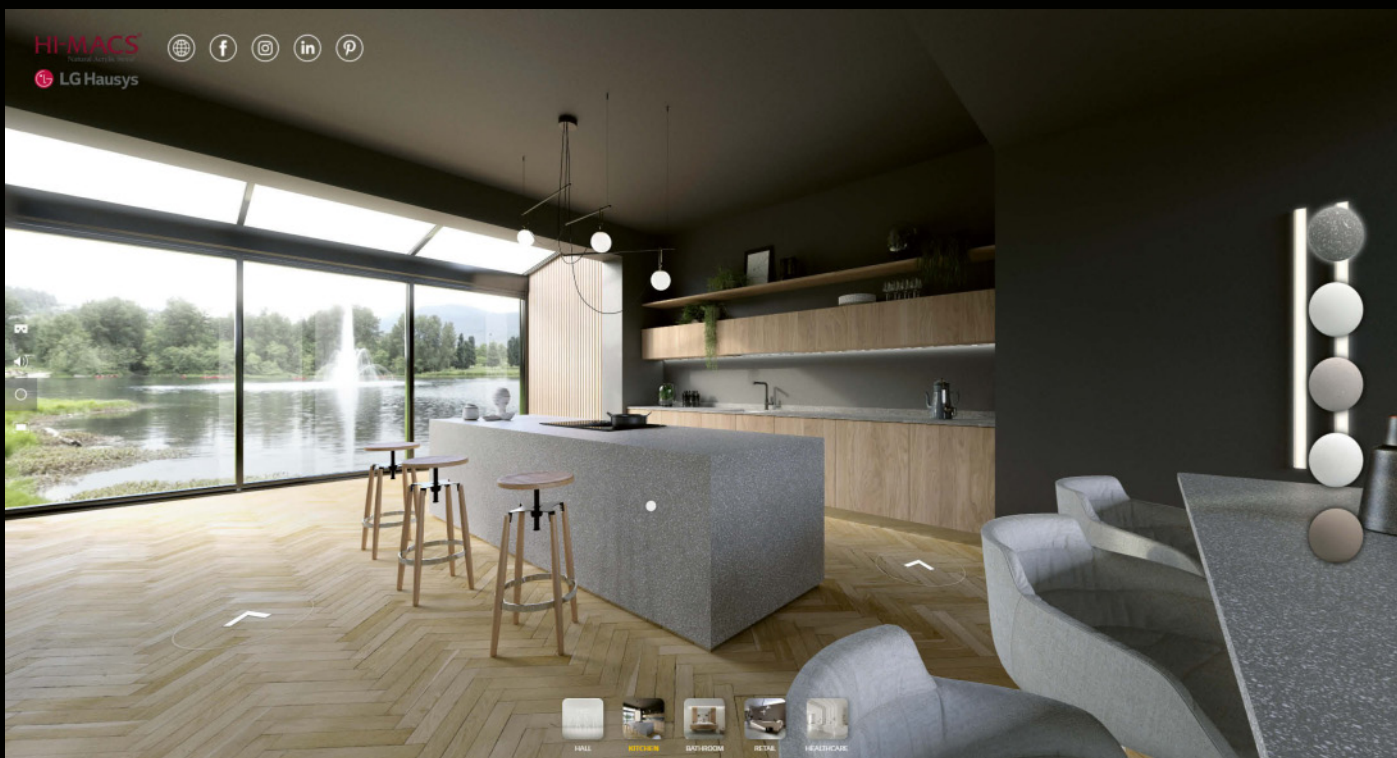
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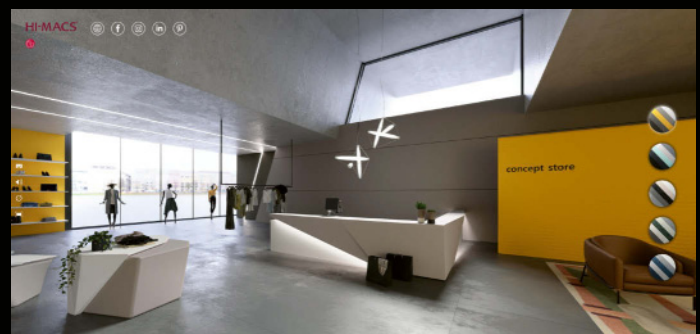
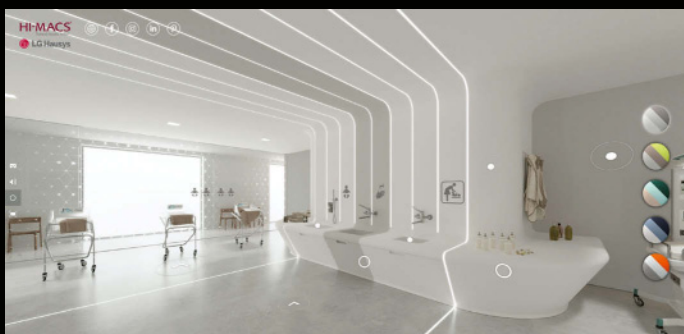
Explore all the latest products in the LG Hausys Hi-Macs® solid surface collection from the comfort of your office.

As we all learn to embrace a new way of living and working, many businesses have adapted and accelerated their digital presence with online platforms that enable consumers, designers, architects and specifiers to engage from the safety and comfort of their own home or office. Hi-Macs® is keeping one step ahead, ensuring it can stay connected to its audience, whatever twists and turns life brings, by launching a brand new interactive virtual showroom in January 2021.

Accessed via its website at www.himacs.eu/en/showroom, the portal allows you to explore some of the

infinite design possibilities when using Hi-Macs® within your projects – and you don't need to leave your desk to start exploring.

Step into a series of virtual rooms – hall, kitchen, bathroom, retail and healthcare – then click on the various information points for details of the Hi-Macs® surfaces shown. You'll find information about the colour and the collection, with links that take you directly to further reading on the website. Zoom in on different aspects of a room's design for a closer look at everything from kitchen islands and worktops to bathroom basins and shower trays and play around with different colours and finishes to change

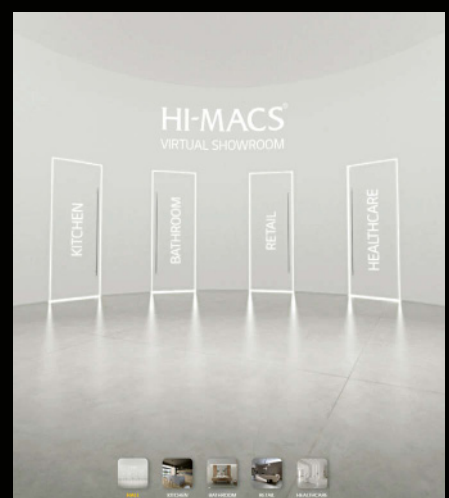


the visual effect in an instant. See how Hi-Macs® is one of the most hygienic materials on the market today – perfect for healthcare buildings and all other public places.

By clicking on the interactive rooms, you can see for yourself how diverse the applications of Hi-Macs® really are. Discover the different ambient effects, switch between basins and bathtubs, play with different colour palettes and find out all the essential information for the surface shown. If you have any questions as you go along, you can simply email the team at info@himacs.eu

The new virtual showroom is the perfect opportunity and online platform for consumers, designers, architects and specifiers to engage with and enjoy seeing the different applications of Hi-Macs®. While everyone remains optimistic that things will start to return to normality in 2021, this new interactive platform allows for an interactive, inspirational guide to Hi-Macs®, wherever you are.

If you are reading this article with the free Furniture Journal App, touch the picture marked with a link sign for an immediate connection to the showroom, or the email address to email the Hi-Macs® team.





Pole position

Ben Burbidge talks to Furniture Journal about the tangible benefits his company has felt since being awarded a Manufacturing Guild Mark.



If you were of the impression that the Manufacturing Guild Mark awarded by the Furniture Makers' Company was just a badge you could buy to give your products a marketing leg-up in front of consumers, you'd be mistaken. It's far more than that – and used properly, it's far more influential, both as a marketing tool, as affirmation of the quality of your products and processes and as a means of recognising the dedication of your own staff.

To find more out about the positive effects of becoming a Manufacturing Guild

Mark holder, we interviewed Ben Burbidge whose Coventry-based kitchen and bathroom manufacturing company, Burbidge & Son Ltd., won the award after an intensive audit several years ago.

FJ: Apart from having a logo to use on your letterhead, what benefits do you get from the Furniture Makers' Company as an MGM holder?

Ben: "The audit process really made us sit up and think about the way we do things. It is clear that the audit and scoring is aimed at measuring the degree of best practice across a range of different business functions. Most



from an MGM

businesses will want to feel that they are doing things in the best way to attain best performance. There is a matter of pride involved which incentivises continuous improvement against the audit measures.

Also, having the Guild Mark confers on stakeholders a higher degree of confidence that we are a business they can comfortably engage with, whether it be suppliers, customers, potential employees or financiers. It helps a small business like ours punch above its weight in this regard.

We have also benefited from attending the regular Best Practice Days organised by the Furniture Makers for MGM holders and Corporate Members. There are a wide variety of furnishing manufacturing businesses involved with the Livery Company in one way

or another who are willing to open their doors to fellow members and share experience in their particular fields of activity."

FJ: Other than the above, how have you used the Manufacturing Guild Mark to advantage in your marketing?

Ben: "The MGM logo is featured heavily in our Burbidge Kitchen Makers brochure and website with an explanation of why we are proud to be holders and the exclusive nature of being a holder. A video produced in conjunction with the Furniture Makers showing a rapid run-through our production processes and a brief interview is prominently positioned on the site and is regularly viewed. This range is a new venture for us into a different niche of the fitted kitchen market where we are less well

known and had the need to establish our competence and credibility as a supplier to a new audience. The recognition the mark infers is a useful additional string to our marketing bow."

FJ: What are the eligibility criteria for a Manufacturing Guild Mark application in terms of size of company and products made?

Ben: "The MGM is open to manufacturing companies of virtually all sizes and the audit criteria are written to allow flexibility in their application to recognise scale. Any company that participates in the furniture and furnishing supply chains, whether manufacturing components, an OEM, retail or in contract markets is eligible."

FJ: What would you say to companies that might be hesitant about applying for an MGM?



Ben: "There can be a reticence from some companies who may feel that they don't fully meet all the criteria to apply and might not want to subject themselves to external inspection. I would say that so long as you are running well-organised processes and are demonstrating a desire to improve, then it is possible to be recommended for the Mark with elements agreed for improvement before your re-audit three years on. If you are unsure, a conversation can be had before committing to the inspection.

In these uncertain times, companies are reticent about committing to non-essential expenditure, which is entirely understandable. I would say that as we are hopefully coming towards the end of Covid restrictions on life and commerce and a progressive return to more normal market conditions, now would be a good time to apply for the MGM to assist in reviewing operational performance

and setting the improvement agenda to build a stronger and more profitable businesses going forward.

It is worth pointing out that the cost of the MGM is relative to turnover, so it's intended to be affordable even for smaller companies."

Fj: Who carried out the audit and how much of your time, or employees' time was involved?

Ben: "The audit was carried out by Bruce Lovell of FIRA – an independent professional auditor – and it took about one day.

Fj: Were any areas highlighted for improvement before the MGM was awarded to Burbidge & Son?

Ben: "Not in this case but we have acted on the recommendations which we expect to be recognised in our next re-audit, coming-up later this year."

Fj: Aside from the benefits you've mentioned that come from being a Manufacturing Guild

Mark holder, are there other ways in which you will use the MGM in the future?

Ben: "A short while ago, when we asked a new employee what he knew about us, he mentioned in a positive light that we had the MGM. Employees are pleased that we have attained it and feel pride.

We are investigating whether commercial buyers of kitchens and bathrooms will be prepared to view the MGM as a similar accreditation to ISO 9001."

If you'd like to apply for a Manufacturing Guild Mark and would like more information, download the free Furniture Journal App and touch www.furnituremakers.org.uk/excellence/manufacturing-guild-mark/ or guildmarks@furnituremakers.org.uk to send an email.

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The circle of success

Sustainability is not a fad. Nor is it a minor consideration. 67% of consumers now consider the use of sustainable materials to be an important purchasing factor. Another 63% consider a brand's promotion of sustainability in the same way. Ultimately, consumers care about sustainability. This means everyone has to seriously factor sustainability into business processes, including those in the furniture manufacturing industry.

So what does this mean in practice?

For furniture manufacturers, this means minimising the waste created during production, while also building products that can be repaired and maintained for a long time. Instead of a 'make, consume, throw away' mentality, products and materials need to be kept in use for as long as possible.

This is commonly referred to as the circular economy. But is it worth the hassle for furniture manufacturers?

The answer is yes. Sustainability is now a significant factor in consumer decision making. Consumers are increasingly asking questions about the use of sustainable

materials and processes, the recyclability of materials and the longevity of products.

IKEA, the flat-pack furniture giant who has outlined its target to be circular by 2030, has kicked-off with a second-hand pop-up store in Sweden. It also now offers a furniture buy-back scheme and has just announced it will begin selling spare parts directly to consumers. Through a sustainability focus it is improving its brand image, broadening its customer base and ultimately driving more sales – while also future-proofing its business model.

Governments have also made it clear that the circular economy is here to stay. Through pressure groups such as the Waste and Resources Action Programme (WRAP), alongside a lofty net-zero carbon emission target of 2050, all manufacturers operating in the UK need to move towards a circular business model.

The case for this sustainable approach seems clear. However, the perceived scale of change required can put some businesses off. Implementing these drastic changes alongside the disruption of Brexit and the pandemic might seem too much of a mountain to

Andrew Bray, Managing Director at K3, talks about sustainability in the business process.



Andrew Bray

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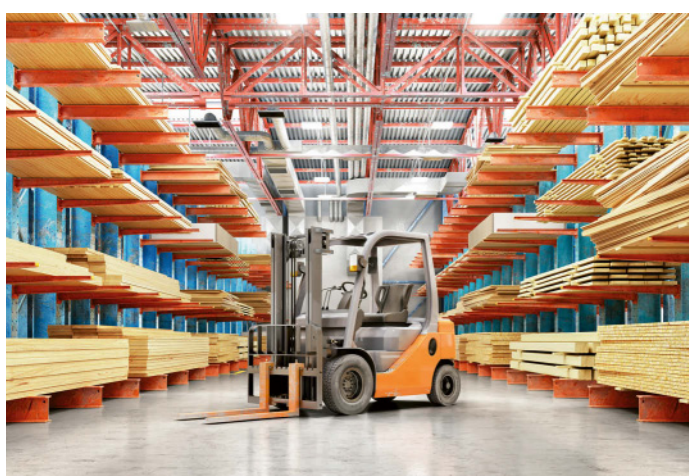
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climb. However, nothing could be further from the truth. Through a step by step approach, all furniture manufacturers can work towards joining the circular economy.

Often it can be a manufacturer's technology that holds them back in implementing these changes. Older software can make changing suppliers a costly hassle. It can make new processes almost impossible to integrate with existing ones. Understanding and managing stock numbers and spare parts to be allocated to customers can become a large time-drain if outdated spreadsheet software is still being used.

With the right technology, all furniture manufacturers can overcome these challenges – specifically, by using Enterprise Resource Planning (ERP), a system that manages all business processes in a centralised environment, including supplier management, manufacturing processes, stock allocation as well as business analytics.

With modern ERP, you can take new suppliers on quickly through dedicated supplier portals. This makes choosing a supplier that can provide eco-friendly materials faster and less disruptive to the

business. Working with the right network of suppliers that can provide eco-friendly materials, you can implement sustainability from the very start of your supply chain.

Optimising supply chain processes for sustainability can be tough and difficult to measure, however ERP can help here too. Manufacturing processes can be carefully monitored to keep tabs on sustainability goals, such as the levels of waste produced, or water used. This data can be seen in real time by all business stakeholders. Areas that can be optimised, or are underperforming, can be highlighted and addressed quickly. This can also mean adopting technologies and processes that are more renewable and produce less waste can be done at a much faster pace.

During the production process and in product delivery, manufacturers should think about how they can extend the product life cycle through reparability. This can mean designs that are easier for consumers to interact with, extra spare parts that are included or guidance on how to maintain and repair furniture. This all helps to prolong and extend the product life cycle.

This requires more flexibility in stock management. A manufacturer needs to be able to test for the right amount of spare parts to give consumers, making adjustments along the way. The centralised structure of ERP, optimised for the specific manufacturer, means the right amount of spare materials to ship can be found quickly, then set as standard with far fewer mistakes in each order.

Taking all these measures puts you on the fast track to join the circular economy. This increases your company's consumer appeal, while also preparing you to meet future legislative requirements.

Sustainability is a 'right now' issue for furniture manufacturers and joining the circular economy is the right move not only for brand image but also for your bottom line. Through ERP, you can build a long-term, profitable businesses model underpinned by sustainable practices.

For more information on how ERP can help your business join the circulation economy while also cutting costs, call 08442 252465 or email info@k3btg.com for more information



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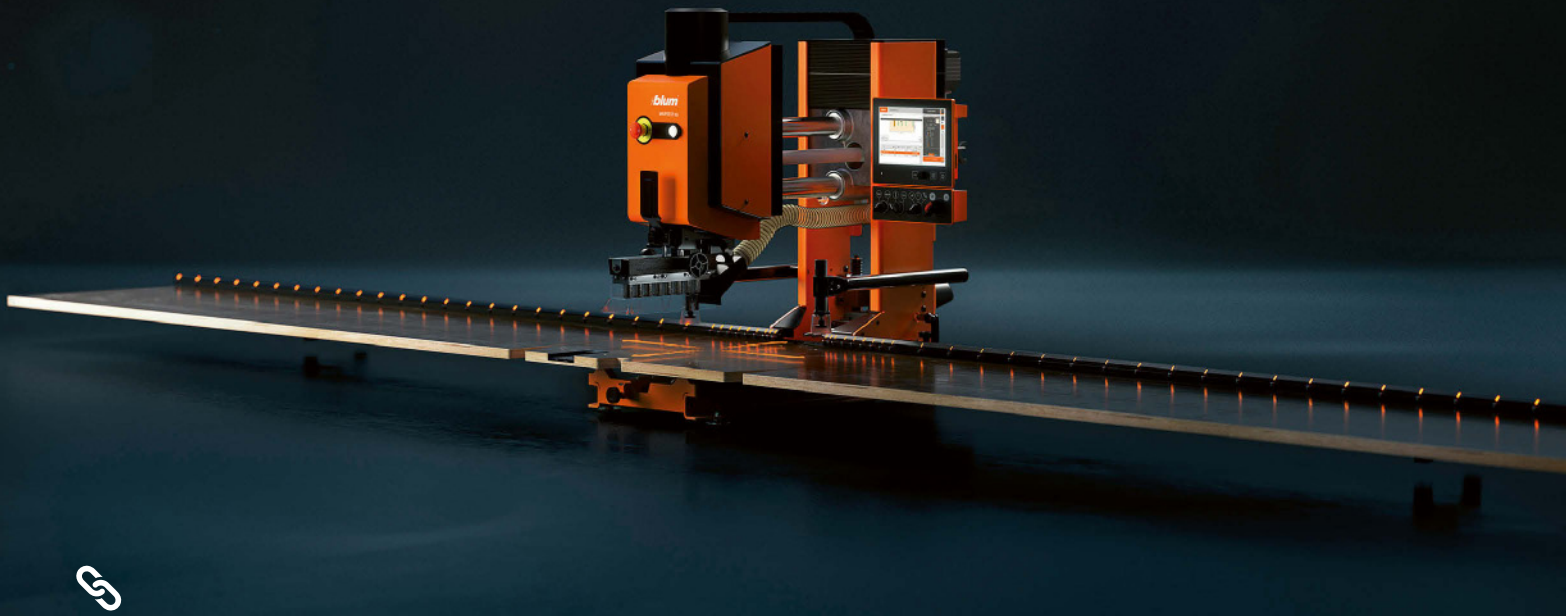


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Mighty Mini

If you've been thinking about buying Blum's Minipress P, the enhanced version launched at Interzum – Minipress Top – will take care of all your vertical and horizontal drilling operations.

Minipress Top means only one machine is needed for all vertical and horizontal drilling operations. The horizontal drilling unit of allows precision drilling operations, making it useful for dowels and connectors. Speed and depth have been enhanced with a new feature that, after breaking the surface, slows the drill to provide a much more precise and cleaner hole.

New features enable fast and accurate handling, helping you optimise your work processes, providing enhanced precision, efficiency and quality. Combined with Easystick for dynamic handling of the X and Y axis, the Minipress Top is a perfect package for all drilling operations on cabinets, doors and fronts.

Minipress Top combines with **Easystick** to digitalise planning and manufacturing. You can either plan directly onto the machine or use a USB memory stick to transfer your

data from Cabinet Configurator. Imported manufacturing data can be retrieved and edited easily. The Easystick computer also allows you to enter settings directly onto Minipress Top. Enter the cabinet data and front dimensions, select your fittings and Easystick will calculate the drilling positions for you.

By using Minipress Top with Easystick, you get the right stop positions automatically. The vertical drilling unit moves along the Y-axis automatically while the worktable and ruler stay in the same position – simple setup for precise results. Minipress Top allows you to carry out centre line drilling for deep cabinets, the large depth adjustment of the vertical drilling unit facilitating up to 350mm. The Minipress Top also has an optional full suite of swappable heads that allow for different drilling patterns.

For more information call 01908 285700 or visit www.blum.com Readers with the free Furniture Journal app can watch a video demonstration of Minipress Top by touching the picture and check out Easystick [here](#).

Vertical drilling, horizontal drilling – all with digitalised planning and drilling positions calculated automatically by Blum's Minipress Top and Easystick.



Fittings that perform

Drawer runners with 250k load ratings and soft-close hinges from IntAfit are now available from Eurofit Systems.



A leading supplier of furniture fittings and components to the Furniture OEM and related industries, Beverley-based Eurofit Systems has over 25 year's experience and a substantial portfolio of fittings covering all applications.

Introduced in 2020, Eurofit's latest range of components and fittings from IntAfit include concealed cabinet hinges and heavy-duty drawer runners.

IntAfit concealed cabinet hinges are an ideal solution for furniture production as they are available in full, half and inset overlay. All are available with a built-in soft-close damper that prevents material damage from slamming and allows a smooth motion when closing the cabinet door. IntAfit concealed hinges are available with three-way adjustment and with opening angles from 90°-165°. Additionally, Eurofit supply specialist hinges such as Blind Corner, 30/45° Angled and Bi-Fold.

Another recent addition to Eurofit's range are IntAfit-branded heavy-duty drawer runners. This new range is the ideal solution for load ratings of up to 250kg combined with double extension and closed lengths ranging from 250mm-1524mm. IntAfit heavy-duty drawer runners are available with a profile height of 53mm and 76mm and the smaller 53mm profile height runners have a lever disconnect feature to assist with quick and simple installation.

Eurofit systems supplies an extensive range of push-to-open and soft-closing solutions to work in conjunction with drawer systems. Alongside this, the company also provides table bases, legs and frames, cabinet stays, drawer and cabinet locks, wardrobe fittings, catches and latches, castors, handles, drawer boxes and more. For more information from Eurofit Systems email sales@eurofitsystems.com, call 01482 714488 or visit www.eurofitdirect.co.uk

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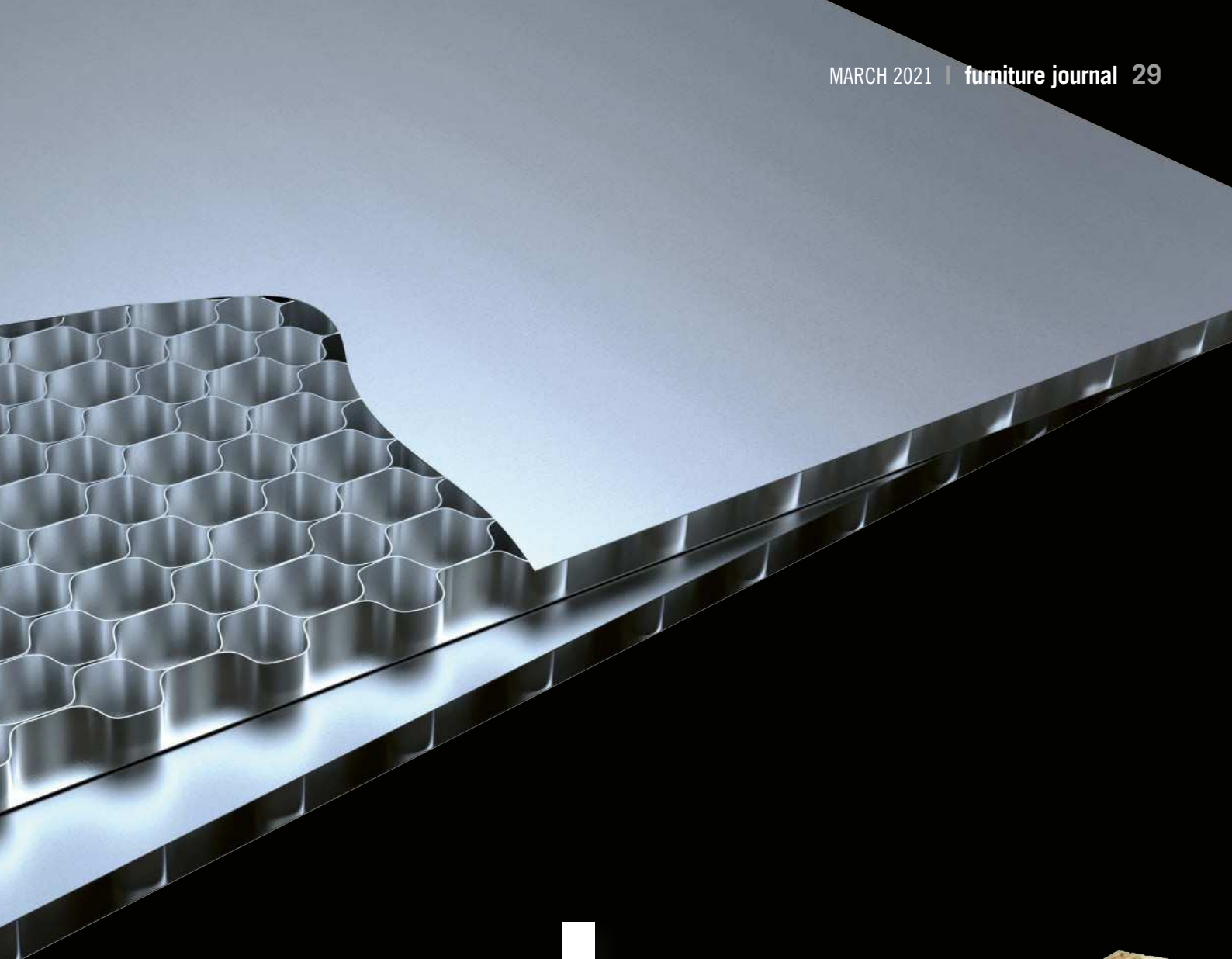
Are you bonding honeycomb panels, architectural panels, insulation and caravan panels or making fire doors? Then you really need to know about the range of single and two-component liquid polyurethane adhesives from Henkel, recently introduced by adhesive specialist Kenyon Group.

PUR adhesives provide excellent flexibility and durability and bond well to a large variety of materials. Kenyon's technical team offers a broad range of Henkel products along with the necessary technical advice to ensure you choose exactly the right product for your application.

Where easy application, reliability and durability are required, Henkel's one-component PUR adhesives are ideal because

the individual polyurethane compositions react with substrate moisture or ambient humidity. Adhesives such as Henkel's Loctite UR 7225 are mainly used for panel production and can be applied on larger surfaces with medium strength requirements. The products provide a foamed adhesive layer and therefore have gap filling properties, giving room for manufacturing tolerances. They are also free from VOCs and may be applied in normal (but well-ventilated) industrial environments.

For more challenging applications, two-component PUR adhesives consisting of a resin (component A) and a hardener (component B) mixed in a defined ratio provide higher tensile and shear strength as well as elasticity and they are perfectly-suited



panels

for use with joints that are exposed to dynamic loads like vibrations or heavy impacts. They also come with the added advantage of low-temperature durability and corrosion resistance.

Most of Henkel's two-component polyurethane adhesives are used with Henkel Loctite UK 5400 or 5401 hardeners, individual requirements determining the most appropriate resin component and the hardener.

Henkel's two-component Loctite UK 8103 B30 PUR is a solvent and offers high process reliability combined with good ageing properties and low calorific value for use in fire-retardant panels. It has a wide variety of physical properties and has been formulated for use at elevated and very low

temperatures while providing fast processing for high productivity.

Kenyon Group, a Henkel Premium Partner, has been supplying adhesives since 1979 for all aspects of manufacturing and assembly, predominantly in the furniture-manufacturing and related markets. The expertise and knowledge within the Kenyon team has been gained over many years and it's backed up with a comprehensive range of market-leading adhesives technologies and a large UK stock-holding across three warehouses. You can be sure of delivery exactly when you need it.

For more information on Henkel's single and two-component solutions for bonding honeycomb and other lightweight panels, call Kenyon Group on 0161 627 1001 or email: salesteam@kenyon-group.co.uk





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The next level

WPR-Taka has been present in the UK market for over 15 years, offering an excellent service, outstanding products and innovative solutions to multi-national manufacturing companies.

WPR-Taka is the only company worldwide that's known to produce both high-performing hotmelt PUR adhesive and high-performing profile and panel-wrapping machines. Together, they offer a 360° service. Vertically integrated, the company produces its own raw material for the production of hotmelt PUR, guaranteeing total control over the quality of each batch along with zero risk of raw material shortage during critical times

WPR-Taka's continuous research into profile wrapping and panel lamination has led to the development of a wide range of products. Among them are hotmelt PUR adhesives created for specific applications or needs like: profile wrapping with traditional and rigid foils like CPL; panel lamination when glossy and high-quality surfaces are required; lamination with rigid foils, high working speeds

and difficult geometries; slot nozzle and roll coater applicators; and edgebanding.

The breadth of WPR-Taka's product range has led to the development of perfectly-matched adhesives and machines that fit exactly with the requirements of global blue-chip companies serving both the wood and PVC markets.

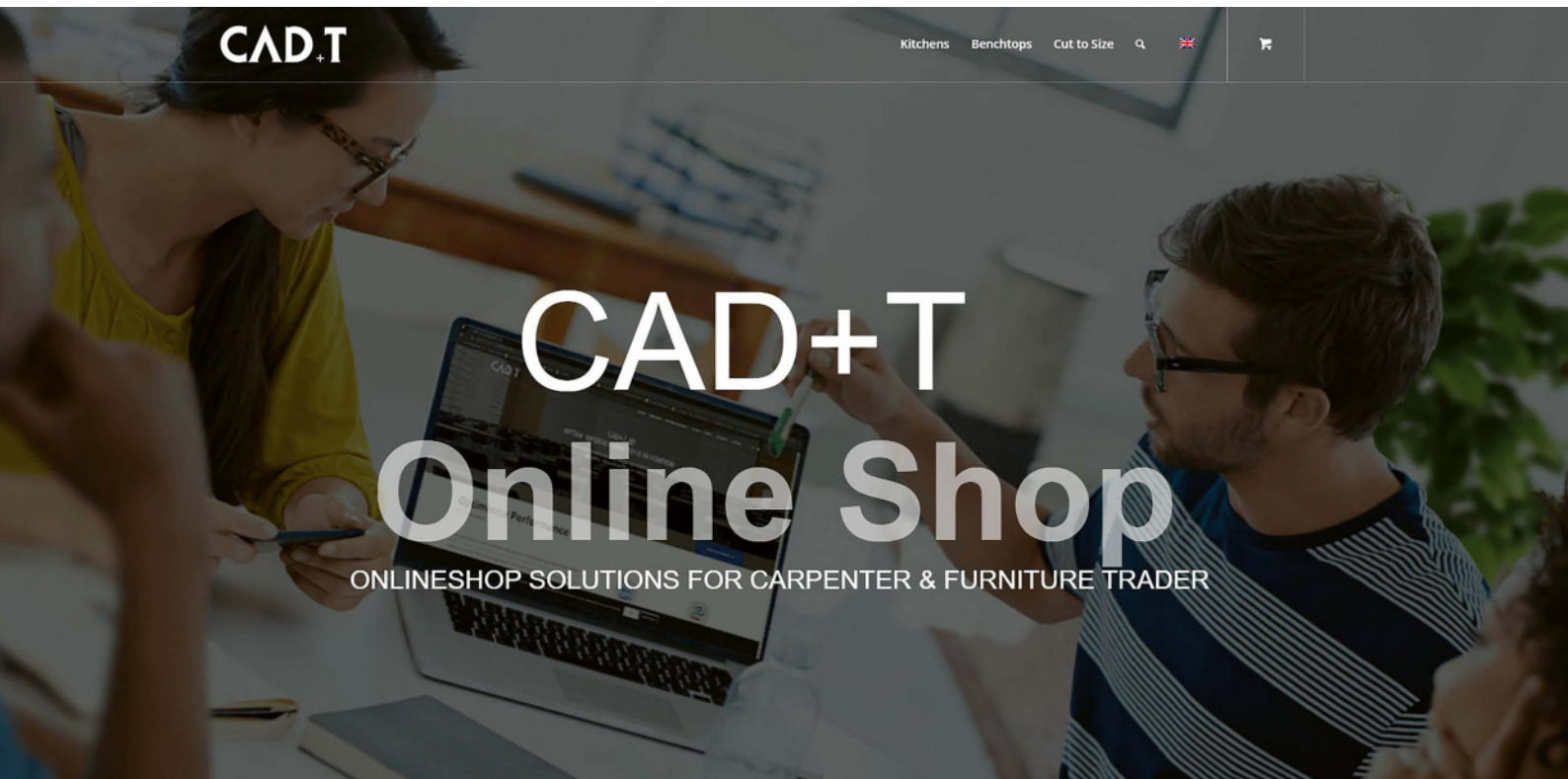
WPR-Taka has three factories in north-east Italy from where it has been manufacturing hotmelt PUR adhesives for the last 16 years. Thousands of tons have been sold into the uPVC industry in the UK through its UK partner, Adhesive Solutions Ltd. WPR-Taka claims to have approximately 80% of the uPVC market and they want to make inroads into the UK wood sector.

WPR-Taka's partner for woodworking adhesives in the UK is Brit-Ad. With more than 30 year's experience in the wood market and a deep knowledge and understanding of the adhesive business across many European Countries, Brit-Ad has a UK-based team that offers both a technical

service and spare parts stock, including technical support with 24-hour call out and training; a UK-based warehouse of PUR adhesives and spare parts; maintenance and cleaning of machinery; maintenance checks for all WPR-Taka machinery users; and specialist consulting to optimise the lamination process.

To find out more, or book a technical visit, contact Anthony Rook from Brit-Ad Ltd on 07484 341294. Alternatively, email arook.ba@gmail.com or visit www.britishadhesives.co.uk





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CAD+T launches a new online shop with which to design and modify your furniture designs.



Austrian software specialist, CAD+T has launched a new online shop. The simple and effective planning tool, which is designed to work with CAD+T's existing ERP and cloud-based software solutions, has been partnered with a fourth-generation configurator tool to create a fully customisable sales tool for furniture designers and manufacturers.

The new online shop, which has launched in the UK this month, allows users to design and modify furniture designs in the third dimension using fully customisable and pre-designed templates. Users can clearly identify different materials, shapes and sizes in an easy-to-navigate room environment but unlike its predecessor, features can be adapted for different users (including end-users) via an online portal before the software's configuration software automatically creates the required technical drawings, material requirements, product pricing and cutting lists needed for the next stage of the manufacturing process.

The updated configurator tool is also no longer limited to use on CAD+T planning and construction modules. Instead, it can be incorporated independently via its own hosting onto web pages or a customer's e-commerce websites – a desirable function for those modifying their route to market since the pandemic. It's also scalable,

which means there are no limits to the number of servers that can work in tandem with the configurator; and it comes with a fully-customised interface for internal staff members.

Martina Schwarz, CAD+T's International Sales and Marketing Manager, says, "The new software widens our clients' opportunities to sell their products in different ways, whilst still having a complete solution that is unique to their business. Whether you're looking to design a piece of furniture from scratch using our standard configurator tools or offer a bespoke online ordering service, our new software offers an intelligent solution that streamlines screen-to-machine production.

"It's also fully adaptable and isn't limited to mainstream furniture manufacturing. We have a customer that creates specialist bed frames that are designed around a person's height and weight. Our new software allows the customer to input their stats via a website and create their very own, made-to-measure bed. This shows how customisable our software is and the wealth of new opportunities it can offer the manufacturing sector. Plus, with our new cloud-based, SAAS (Software As A Service) compatible technology, customers can benefit from a flexible and powerful one-stop solution designed around their business."

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Total Control

“Automation and digitalisation are game changers in the furniture manufacturing industry,” says William Loughridge, Managing Director at William Loughridge Bespoke Joinery Ltd. “We knew investment in new technology would benefit our business and, with an over-worked sliding table saw in need of upgrading, we knew it was the right time to optimise our production processes.”

The brief was clear: the company needed a machine that could cut 18mm chipboard, MDF and veneer panels quickly and precisely while offering a level of automation that would allow them to increase their capacity, reduce material waste and streamline their production.

“We presumed a beam saw would be our only option but due to its size, it would have taken up 50% of our factory floor,” says William. “This wasn’t a practical solution for us. We needed an automated machine that was also space-saving.”

The solution was a new Striebig Control vertical panel saw with fully automated cut cycle and a host of new automated features. William went to see another joiner who was using a Striebig Control. “Even after six years of continual use in a busy joinery shop,” he

says, “It was still producing precision cuts with an accuracy of 0.1mm and working quickly from detailed cutting lists.”

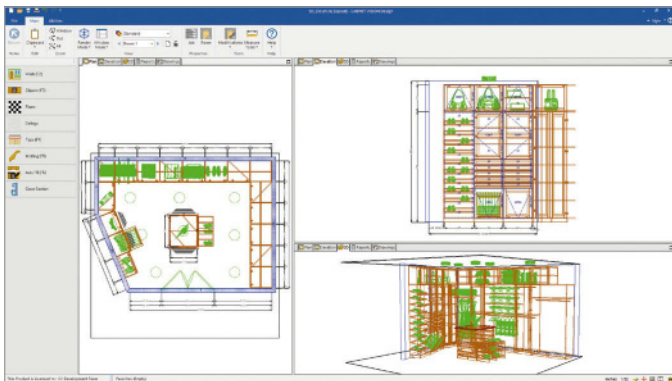
A further demonstration of the newly released Striebig Control model and advanced ExpertCut panel optimisation software at TM Machinery’s Leicester showroom provided the incentive for the Irish joinery firm to invest in their own Striebig Control a few weeks later.

“The fully automated machine partnered with the panel optimisation software topped my wish list,” admits William. “Prior to the Striebig, our only option was to create cutting lists manually and physically set-up the machine to complete the job. It was labour-intensive and human error always played its hand.”

The beauty of Striebig’s ExpertCut software is that cutting lists are transferred to the workstation remotely, allowing records for cutting optimisation to be imported from standard ERP, CAD systems via CSV-format Excel files before the saw gets to work. William adds, “This has revolutionised the company’s screen-to-machine practices. What’s more, the software analyses each 3D design we create on Hexagon’s Cabinet Vision

William Loughridge turns to TM Machinery and Irish partner, TI Machinery, to future-proof their business and optimise their cutting processes.





and breaks down the cabinets into individual machinable components automatically. It calculates the exact number of sheets we need and the most efficient way to cut them. It even works out the wastage on each job and determines which off-cuts can be re-used on future projects. We have reduced our waste by more than 80% since integrating Striebig's software into our production."

The introduction of the new vertical panel saw has simplified the operation on the factory floor: "Not only does the operator no longer need to input cutting lists manually onto the machine, the labelling system speeds up the panel distribution, too. Once cut, we used to write the dimensions of each panel on a panel edge manually and sieve through each panel to find which needed to be edged or taken to our CNC. Now, a label

is generated automatically via the saw's printer. It makes each component easy to identify and saves so much time."

When it comes to speed, the results speak for themselves: "Previously, a complete kitchen might have taken us three days to cut the necessary components. Now, the same kitchen can be finished in less than a day. It offers us the potential to triple, if not quadruple, our orders, whilst reducing manual handling."

"The saw's touch-screen operating system is user-friendly and the fully-automated cutting cycle makes it fast to use. The automatic head positioning system and panel end detection are particularly useful features, as this means we don't have to move the stops manually when cutting different lengths." William's saw also has adjustable feed speeds, constant return speed of the

saw unit, an operating-hour meter and a digital measuring system on both axes.

When it came to integrating the ExpertCut optimisation software into the business, William says the process was seamless: "We expected some disruption to work flow but the transition period was really smooth. What the Striebig has done is open our eyes to new ways to make our business run more efficiently. We strongly believe this software will be fundamental to the success of our business going forward and we would recommend it to anyone."

TM Machinery is the exclusive UK distributor of Striebig vertical panel saws. For more information 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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Panel fixing made easy

Lamello and SCM demonstrate how easy it is to connect cabinets quickly and efficiently.

Lamello AG and SCM UK share a common goal: to offer simple, smart and effective solutions that enhance productivity in the woodworking industry. Both innovators in their own right, their products are intrinsically linked and as they continue to push the boundaries of design and technology, they've joined forces to offer a one-hit machining process that gives CNC users a quick and cost-effective way to join panels without the need for glue.

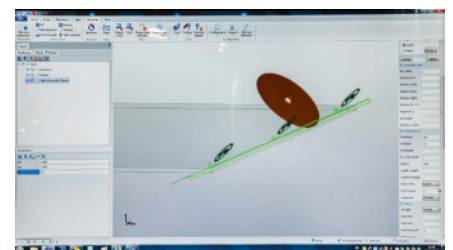
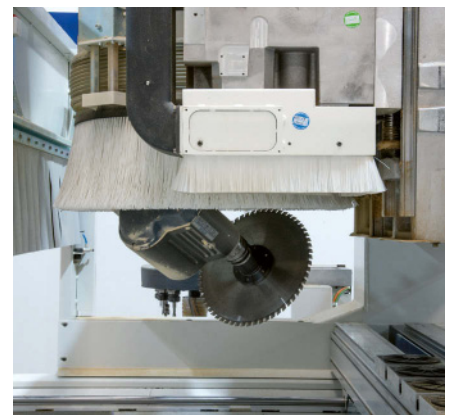
"For many years there has been a need to standardise the way we connect cabinets," begins Duncan Smith, Showroom Manager at SCM UK. "In Europe, this has long been Lamello's niche – in many countries they are seen as the industry standard – and their joining solutions have become the go-to fixings for many manufacturers. Whilst relatively new in the UK, the macros Apps developed by SCM that allow for effective one-click insertion of Lamello's P-System and Cabineo have been tried and tested over several years. As new fixings are launched and the technology behind our machines continues to advance, our in-house team continues to create and update Lamello-ready

macro Apps that are free to download from our very own Maestro software system."

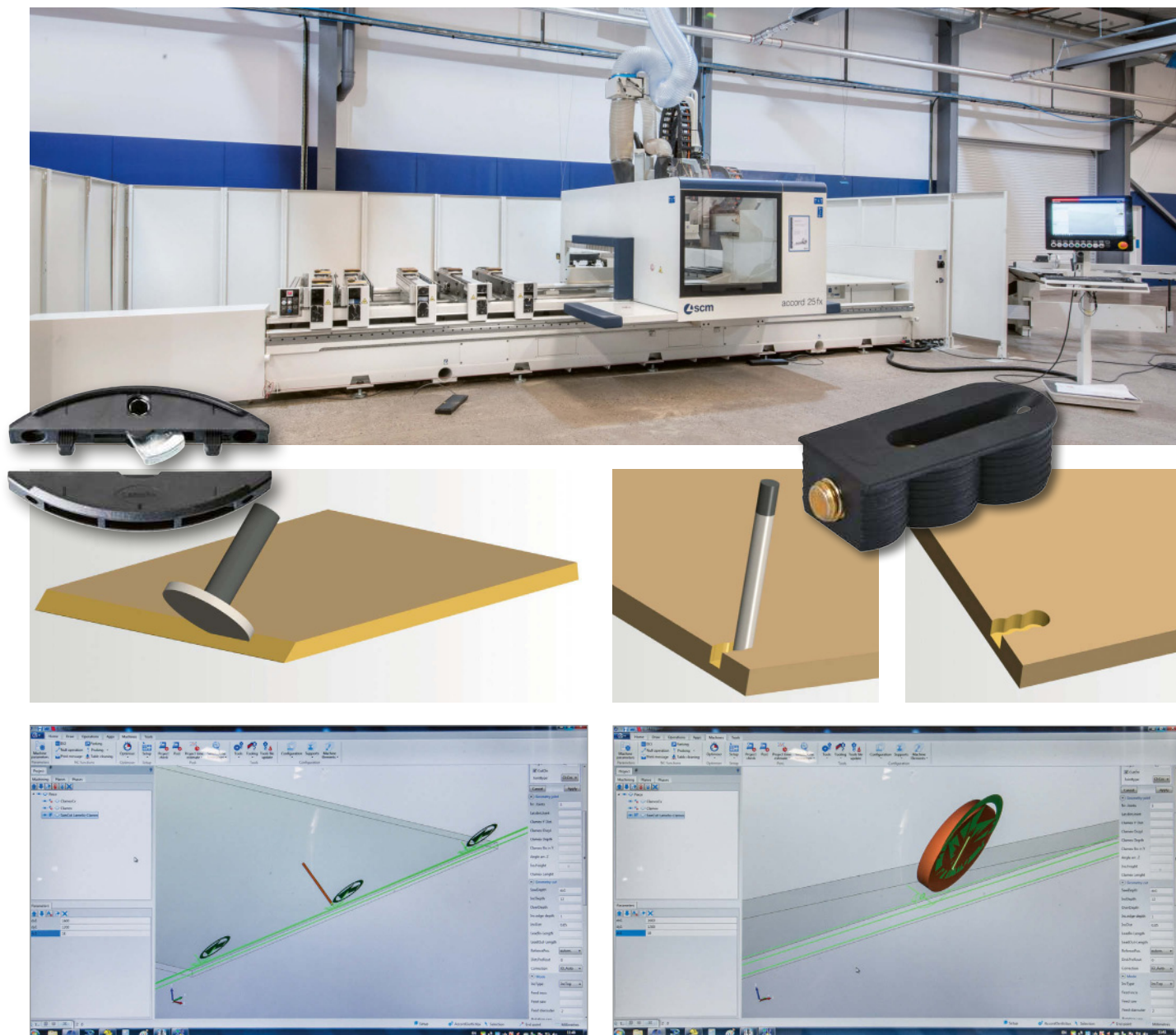
Although these are used by SCM customers globally, Duncan admits the UK market is only now starting to understand the true time-saving benefits of Lamello's range when used on SCM's CNC range.

"Regardless of the size of your production or the CNC model being operated, our universal Lamello macro Apps offer simple and effective one-hit machining. No second machining is required – that's the beauty of this process – it can all be completed on a single machine. You could be a small joinery workshop using a Morbidelli N100 three-axis flatbed CNC or a large manufacturer operating a top-of-the-range, fully-automated X400. The principle remains the same. Our macro Apps offer quick, precise and consistent results for joining panels, whichever model you use."

With multiple processes to choose from on SCM's Maestro Digital System, each function has been designed to offer solutions to a wealth of panel processing requirements. "One size doesn't fit all," says Duncan. "When it comes to the Cabineo, where do you want



Duncan Smith



the macro to start? Do you want the panel to be drilled or routed? Do you want repetition or do you want to work with 90-degree butt joints or mitre joints? Alternatively, when it comes to the P-System, do you want the router tool to complete the job in one sweep or use the saw blade to cut 1.2mm and draw back out? Our macros have been designed for easy manipulation, offering you complete flexibility. You can even set-up parametric conditions within that panel that make the CNC introduce more connectors automatically if the width or length of the panel changes. And, because our software is designed in-house and we don't rely on third parties, our customers have everything at their fingertips. It's simplicity at its best."

For those customers who haven't yet experienced Lamello's CNC connectors for themselves, demonstrations at SCM's Nottingham showroom illustrate just how quick, easy and accurate the process is: "We

encourage our customers to come and see our machines in action and to watch the whole process. We also perform demonstrations remotely, via multi-cam live broadcast, on our customer's preferred web collaboration platform. We place a piece of MDF on the table of one of our three, four or five-axis models and cut six squares from it. Every side is machined and assembled in under five minutes flat," explains Duncan. "Customers are always wowed by the sheer speed of the process and the level of accuracy achieved when using Lamello's fixings. These results are simply not achievable when using traditional cam and dowel fittings. You can't match the speed, precision and overall strength of the product which, not forgetting, is completed entirely on one machine. This, partnered with free software updates offered to customers several times a month and access to hundreds of readily-available macro Apps to drag and drop into your cabinet

programmes makes for a winning combination. All that's left to do is purchase an aggregate and your fixings from a Lamello dealer."

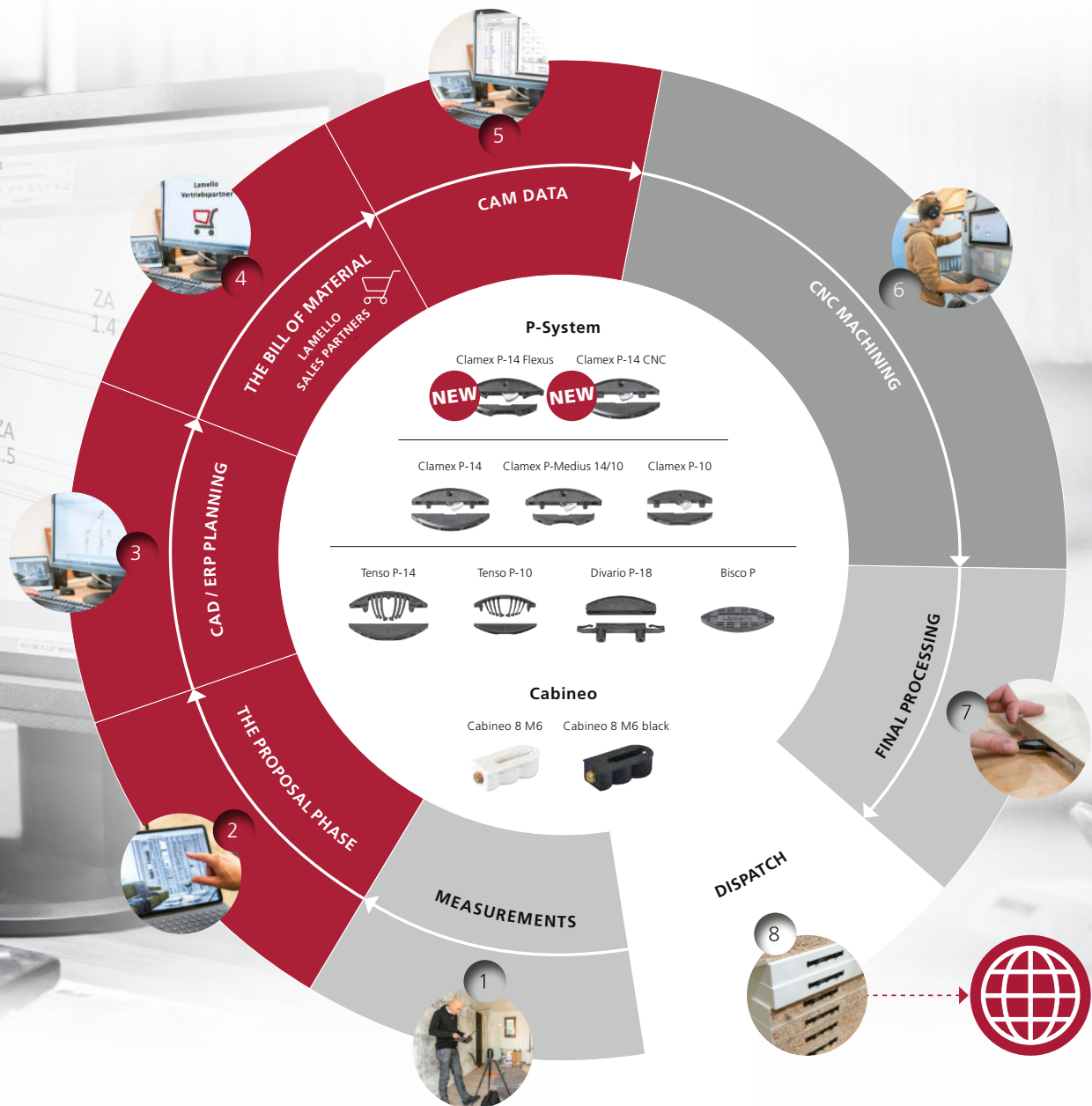
Duncan adds, "Smart partnerships lead to good outcomes. For us, it would be a limitation not to have Lamello's fixings featured on the software on our machines. SCM and Lamello work in sync. We are both innovators and we are both committed to our customers. That's why together, we offer dynamic solutions that allow our customers to stay ahead of the curve."

Visit www.lamello.co.uk for more information or follow Lamello's official social media pages by searching @Lamello_ Community on [Instagram](#), [Facebook](#) and [LinkedIn](#). To book your demonstration, visit www.scmgroup.com/en_GB or call 01159 770 044. Readers with the free Furniture Journal App can watch a Lamello joint being cut on a Morbidelli by touching the image marked with a link sign.



Networked production

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● CNC machines, Aggregates, CNC tools



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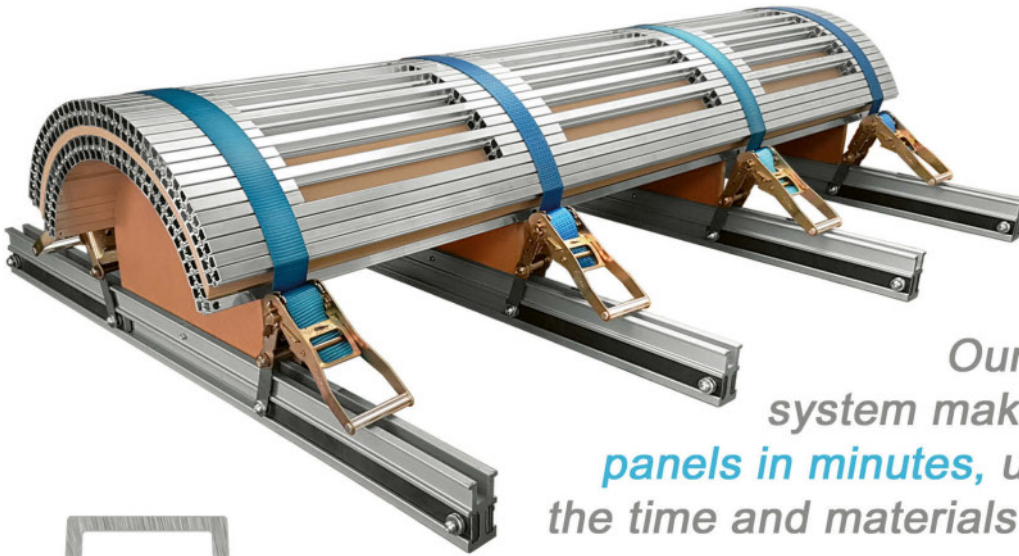
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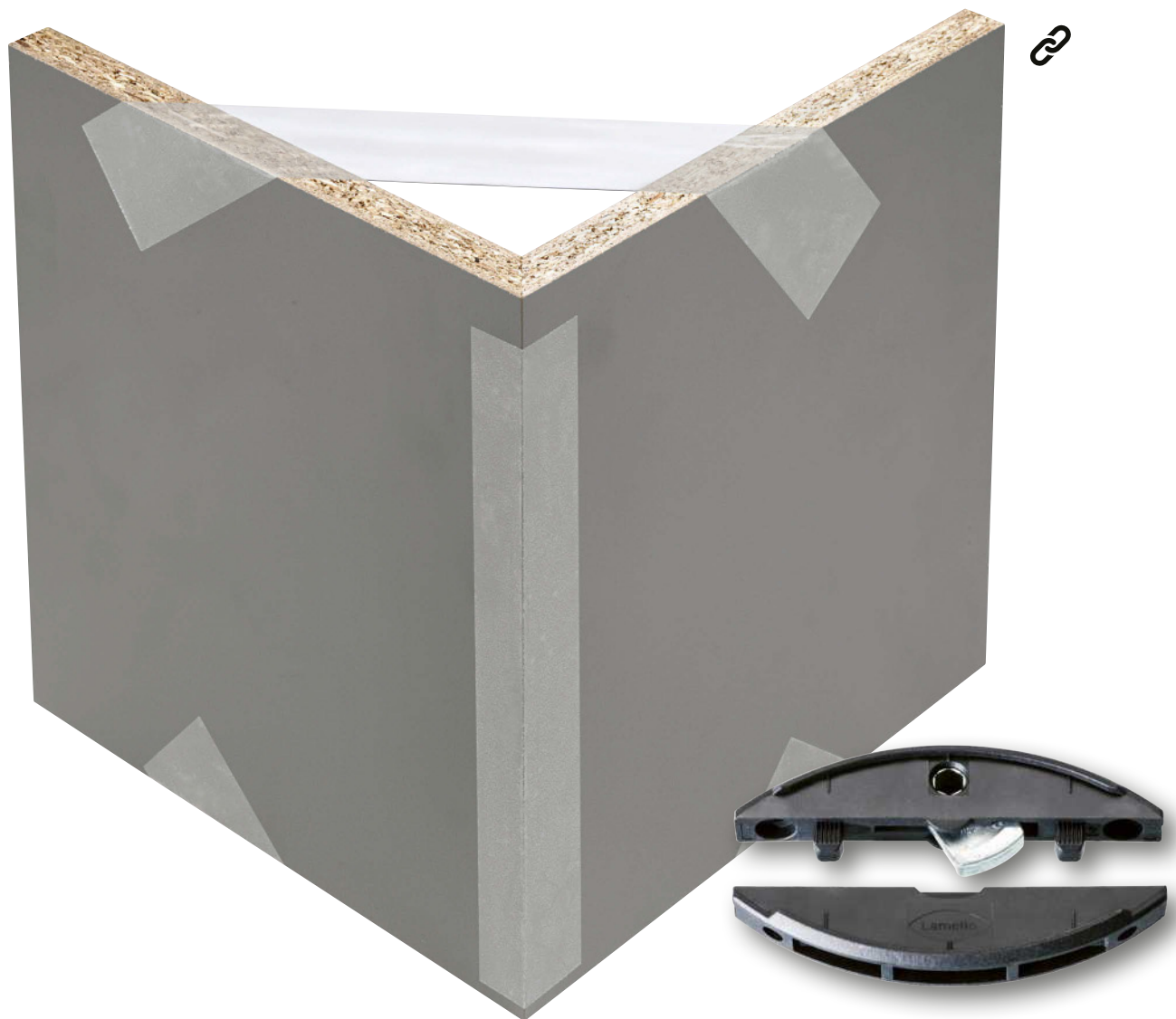


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To glue or not to glue

Ostermann supplies glue and Lamello fixings as well as downloadable CAD data for CNC users.

No matter whether box, carcass, frame or angle, to achieve mitred connections you have two options: a classic bond with glue or detachable Clamex P-14 connectors from Lamello. Ostermann provides both.

Is there a CNC machine available? Do you want to produce your workpiece as a small series? Should the mitre connection be detachable? If at least one of these questions is answered with a yes, Clamex P-14 by Lamello is the simple choice.

For large workpieces that are difficult to transport when put together, Ostermann recommends the detachable Clamex P-14

connector from Lamello. The flexible connector is ideal for mitre joints and surface, corner or dividing panel connections. Precise milling and positioning can be done with a CNC or alternatively with the Lamello Zeta P2 P-System biscuit joiner. Even with fixings inserted, the furniture elements can be transported easily and without any scratching of the surface. On site, the furniture parts are assembled quickly and easily.

For processors using CAD software, CAD data for the Lamello range is available and can be downloaded in the Ostermann online shop. If the data is already integrated into your CAD software, your CNC system can automatically carry out the necessary milling for the connector. If you work with a compatible ERP system, data is transferred directly from your CAD planning and given out in detailed item lists. If your software is

connected to the Ostermann online shop via an interface, your order will even be placed automatically from the software.

If your preference is manual gluing of mitres, elements can be joined easily with one or several strips of transparent Redocol PVC extra strong adhesive tape. The elements can then be bonded with white glue such as Ostermann's Redocol Kombicoll Super-N. Fixed by the tape, the individual sides are easy to fold together and can be connected and tensioned without shifting out of place. The tape can be removed quickly after the glue has set without leaving residues.

For more information, contact Ostermann on 01905 793550 or visit www.ostermann.eu/en_GB/. If you are reading this edition using the free Furniture Journal App, touch the main picture for a direct link to the Ostermann UK website.



Début of Weinig's

Fast and fully customisable, the new Powermat 50 from Weinig has arrived in the UK.

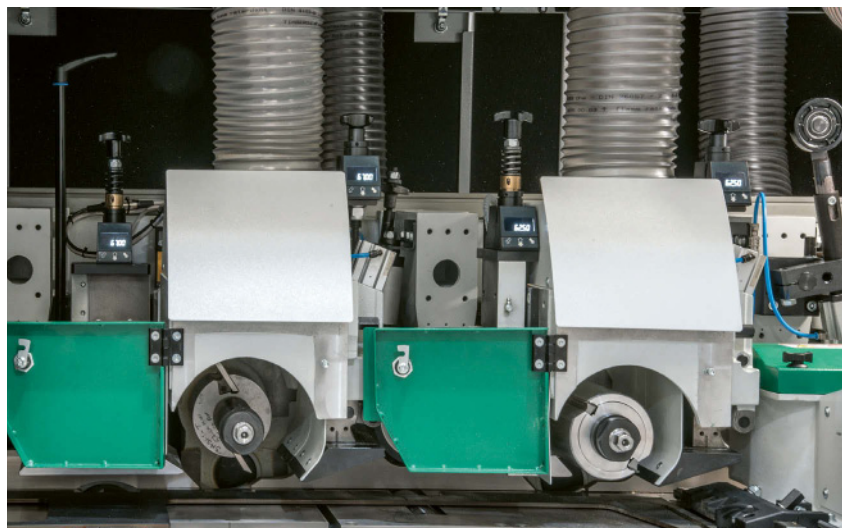
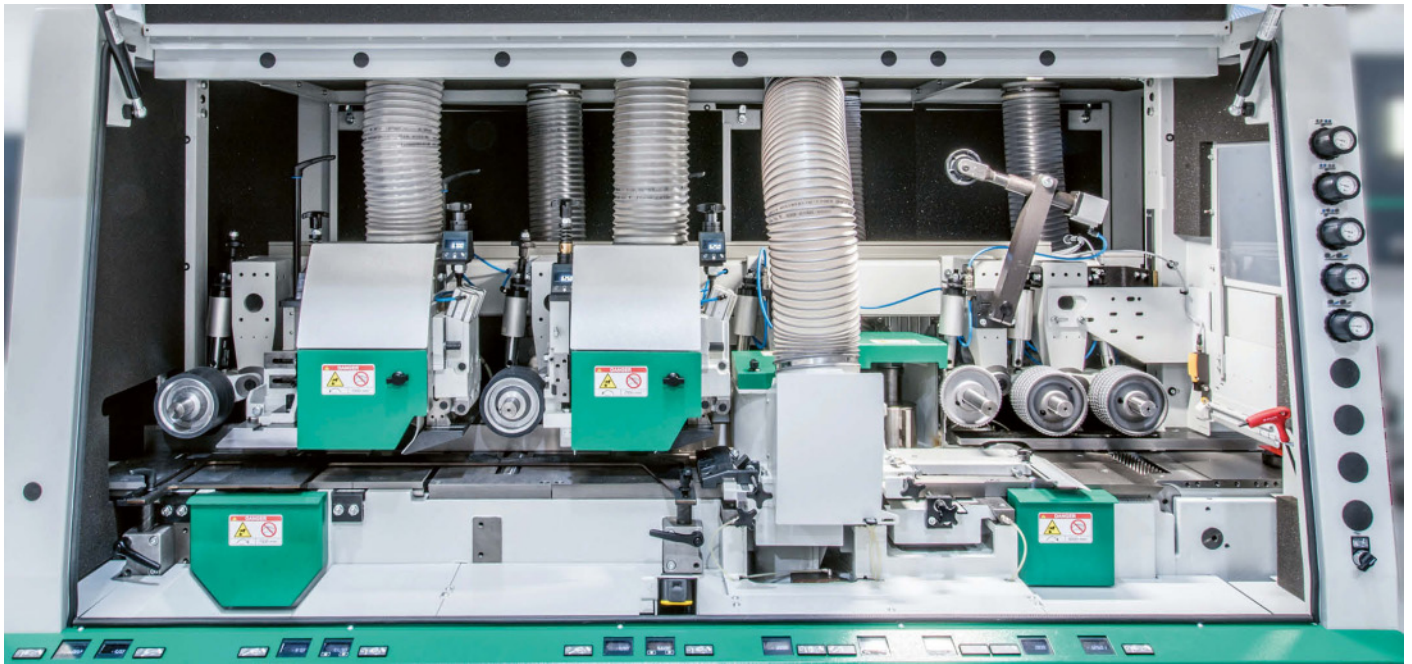
The Profimat 50 from Weinig has arrived! Part of the all-new Profimat series, the Profimat 50 has been designed to offer small to medium sized manufacturers maximum performance and flexible production when planing and profiling all types of timber.

With its robust cast iron machine base and precision-machined spindles, the Profimat 50 ensures a high surface quality on all workpieces, whilst sitting comfortably within an 8.8 metre square foot print. The robust moulder, which is fully customisable

and is offered with optional tool packages, has been designed to work up to 260mm wide – the width of a stair tread and, in many cases, a window board. The new model can be specified with five or six heads and powerful motors up to 15kW.

The five-spindle model has a frequency controlled feed speed of 30m/min and a spindle speed of 7,000rpm as standard with 8,000rpm available if 15-33% more production is required without any reduction in surface quality. The moulder also comes equipped with a manually adjustable 6mm

The Profimat 50 can be equipped with an intelligent control package that's ideal for frequently repeating products. A 10.1" touch screen display offers clear user guidance to set profiles at the touch of a button. Motorised CNC controlled axes provide automatic setting for planed-all-round production. As standard, the machine is controlled manually.



Profimat 50

lateral guiding fence, adjustable table plates and an easily adjustable fence after the right spindle. A driven table roller in the outfeed adds to the quality of the finished product.

The Profimat 50 can also be equipped with an optional groove guide for short or difficult workpieces, a 2.5 metre straightening table and an optional 1.2m infeed table with three-roller infeed to process large dimensions or wet timber effectively.

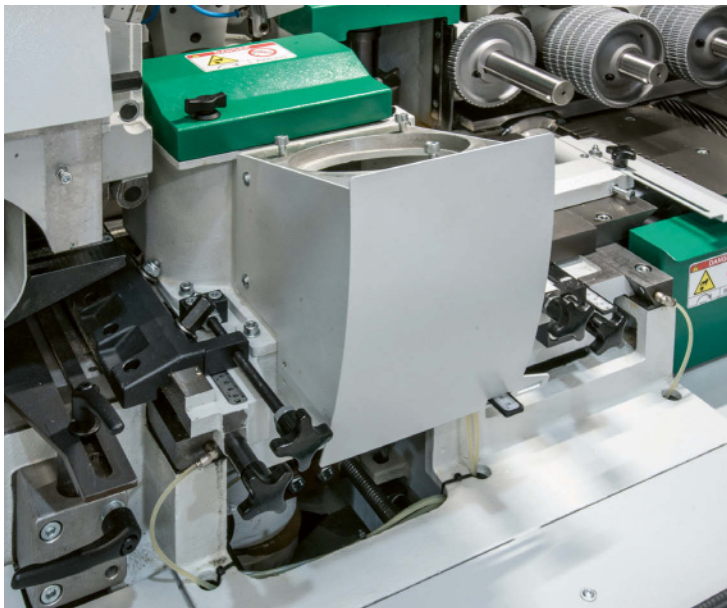
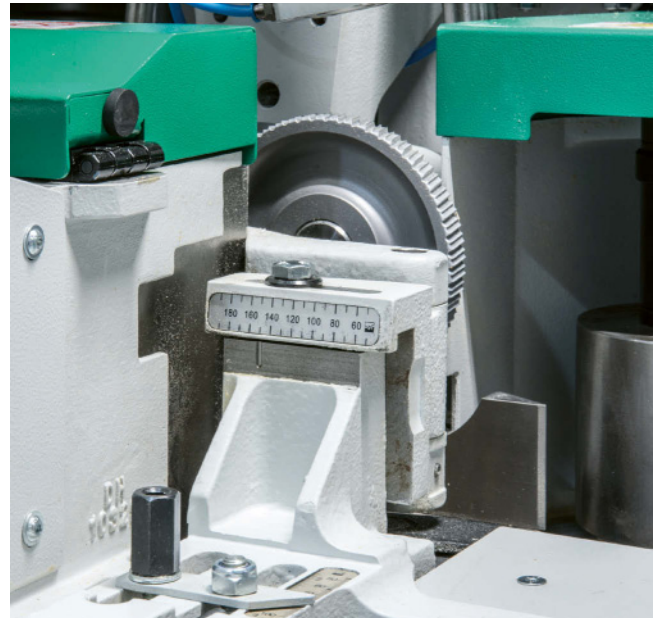
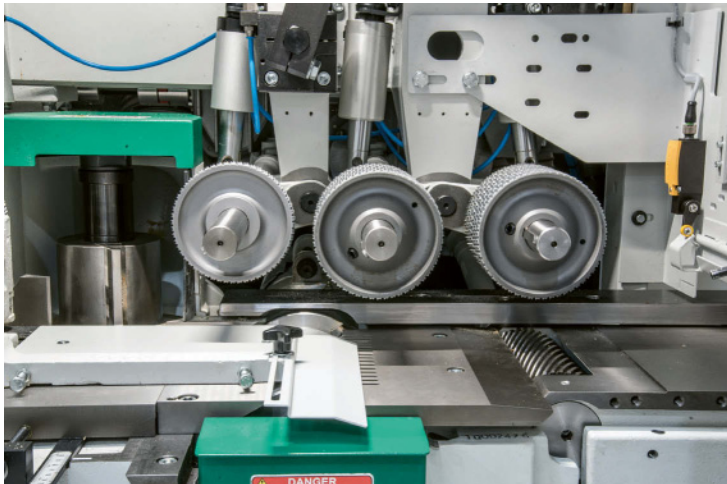
For further ease of use, the new model comes with Digi-Set and machine read-outs as standard. An optional control package

with Memory Plus and electronic digital read-outs is available, offering CNC-controlled axes for the automatic adjustment of the width and thickness for planed-all-round production.

Whilst offering the user a wealth of innovative technology at their fingertips, the Profimat 50's electrics have been designed to offer high energy efficiency without limiting performance. The use of frequency converters to start and stop all spindle drives reduces power peaks during start-up and switch-off while reducing the thermal stress

of the motors when braking the spindles. It also means less energy is used when operating at partial load, making this model highly energy efficient.

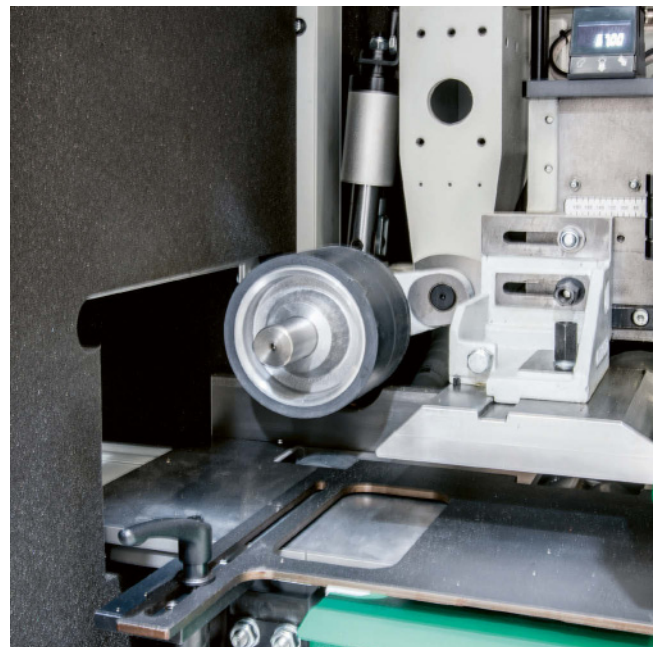
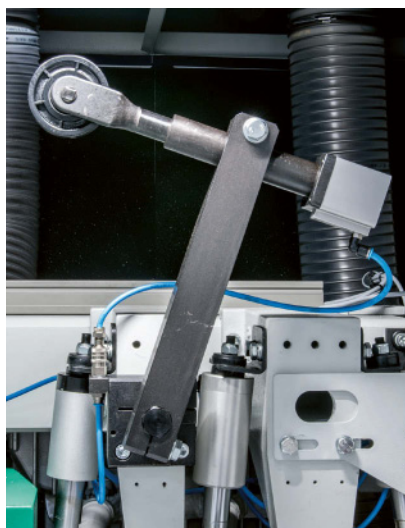
The Profimat 50 has been engineered with low-maintenance components for exceptional reliability, quick adjustments and low running costs. It features a feed system with separate drives for quick and easy maintenance and a fully detachable dust extraction hood that not only leaves the left spindle easily accessible for tool-changing but also helps to reduce extraction energy



Top left: The Profimat has a 230mm working width, or an optional working width of 260mm.

Top right and centre right: The design of the Profimat ensures short setup times, high user safety and ergonomic operation via simple controls.

Right: The Profit 50's no-nonsense design features a detachable hose and swivelling pressure roller for easy, safe maintenance.



consumption by 20% when compared with a 140mm hose on the same model.

Malcolm Cuthbertson, Managing Director of Weinig UK says, "The Profimat 50 is a development of Weinig's Profimat series. Following on from the launch of the compact Profimat 30 last year, this model offers small to medium-sized manufacturers flexible machining and precise, fast planing and

profiling. Users can expect to find a wealth of technology at their fingertips that, until now, has only been available on larger moulders in the Weinig portfolio. Designed and manufactured entirely by Weinig's in-house engineers, the Profimat 50 offers the speed, reliability and quality needed in today's market. This, partnered with a price tag of just £42k, offers manufacturers an affordable

way to boost performance, precision and safety, whilst opening the door to a diverse range of revenue streams."

For more information on the new Profimat 50 visit www.weinig.co.uk, call 01235 557600 or, if you are reading this article with the free Furniture Journal app, touch the picture marked with a link sign to watch a video of the Profimat 50 in action.

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Diego Piersanti



Morbidelli cx100

When boring

There are many ways to get better productivity during boring operations – but some are not as obvious as others.

On the face of it, making holes might not seem like a topic that's very interesting – unless your drilling machine isn't doing it very efficiently, or it isn't giving you the flexibility to insert a batch-size-one order in the middle of a production run, or it's slower than you'd like and plagued with any number of problems that makes boring very boring indeed.

To the designers behind SCM's Morbidelli machines, boring has never been more interesting. In fact, they are so enthusiastic about the subject that they've gone to great lengths to develop ground-breaking technologies that reduce the number of strokes, reduce setup time, increase productivity, provide flexibility, simplify maintenance, improve accuracy and reliability and more. And they've

incorporated them into every level of machine in the Morbidelli range from the compact cx100 to the top-of-the-range pwx100, a machine that will mass produce thousands of panels and cope with batches of 20-25 pieces.

Every manufacturer knows that boring needs to be done precisely, without which misalignment is inevitable. It's acknowledged as one of the most time-consuming jobs in cabinet manufacture because of all the movements the machine must make to produce the high number of drilling paths in a typical cabinet. Then there are all the different panel sizes to cope with: everything from a drawer front to the end panel of a wardrobe. Zero setup time from clever software that's been designed to streamline every aspect of boring is a



becomes interesting

feature of all Morbidelli machines from the cx100 up – but there are some other very important key details that really set these machines apart and deserve close attention.

“In a kitchen, there is a huge variety of panel sizes that needs to be processed within a small timeframe,” says Diego Piersanti, SCM’s Key Accounts Manager. “There are a lot of drilling machines on the market that will do that to a greater or lesser extent but in Morbidelli machines, it’s the details that make the most significant difference to the process.”

With a reduction in the number of strokes comes an increase in speed and enhanced productivity and this is an area SCM’s engineers have worked particularly hard on. Take hinge drilling, for example. Most machines drill the 25mm cup hole, then the two pilot holes one-by-one – three operations. Morbidelli machines have a dedicated unit so they drill the 25mm and

the two pilot holes at the same time. Instead of using three strokes to do the job, they use one. That’s 66% faster. In one panel, it doesn’t amount to much but in thousands of panels... you save hours.

“On horizontal drilling machines like the model ux100, we also have an option where the top and bottom heads both have an internal head that’s NC controlled and that can adjust to reduce the number of drilling strokes further,” says Diego. “When you have to drill holes for shelves, regardless of the number of holes, you generally need one stroke for the front of the cabinet and one for the back. The heads on the Morbidelli ux200 adjust based on the width of the panel so they can drill the front and the back in one stroke. The time you can save, especially on big panels like wardrobes, is a massive plus.”

Even the clamps on Morbidelli machines have been designed to improve throughput

and accuracy during the drilling process and one clever design tweak has proved particularly effective when working small panels. Drawer fascias typically require reclamping in order to facilitate different drillings because the clamp that takes the panel into the machine can get in the way. That means lost time but it can also reduce accuracy as the panel has to be released and reclamped. Morbidelli clamps are shaped in such a way that the bit can drill through the middle section of the clamp, cutting out the need to release and reclamp. The shape of the clamp means even patterns that involve a 25mm hinge hole or a standard drilling for shelves can be drilled without reclamping.

Ensuring reliability in a machine is essential because nobody wants downtime. It stands to reason that if something isn’t moving it isn’t wearing so when designing the biggest heads for Morbidelli machines, the engineers chose not to have a single

"The Morbidelli CX100 is less than 10 square metres and it has everything a small joinery or special department that runs prototypes might need. It's very simple to use. The materials on the back of the bed are anti-scratch, ideal for delicate materials, and the panels move on ball bearings so even those who process pre-edged panels know their edging is protected.

"Put the panel on the bed and the clamp pulls it in. The stop is unique: it is fixed on the drilling head so if you have a panel with a cut-out you can move the stop to an upper level where you have the reference. We have the flexibility to move the stop along the Y axis.

"The thickness of the panel is not important because you don't need to regulate the clamp – 16, 18, 25, 35mm... you don't do anything, just feed it.

"You indicate you are out of the safety zone with the pedal and the machine takes the panel inside. Pressure comes from the top to ensure perfect alignment top and bottom. The clamp moves the panel along the X axis while the head is moving along the Y to drill, groove and route.

"The panel can be returned to the operator, or it can be sent to the other side of the machine to speed up operations with a second operator – like a throughfeed.

"The software is easy to understand. It will even tell you if there is any wear and there isn't much life left in the bit. You control the number of strokes according to the quality of bits you use and the material you are drilling.

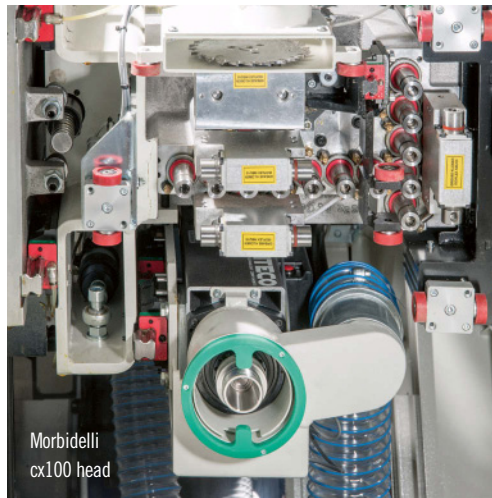
"The drilling head has 18 spindles for drilling on all four edges and on the surface."



Rollers, clamp and safety sensor



Each spindle has its own grease point



Morbidelli cx100 head



The stop is fixed on the drilling head



Ro.Ax

motor that runs constantly regardless of the number of shafts required for a given drilling pattern. Instead, each head is divided into separate operating groups and each group has an independent motor that only operates when needed. It saves wear on shafts that aren't running – and energy.

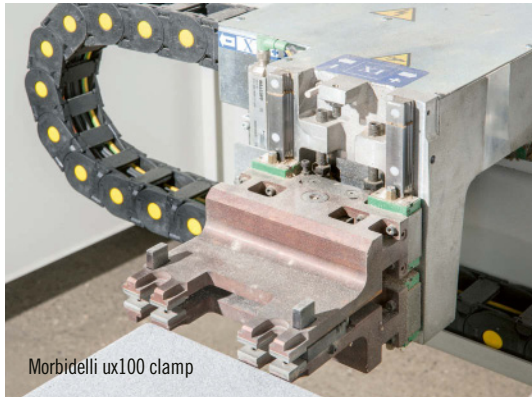
But they've gone further:

"With a multitude of drilling bits running continuously at 6, 7, or 8,000 rpm all day you need really good reliability," says Diego. "The greater the number of components, the greater the

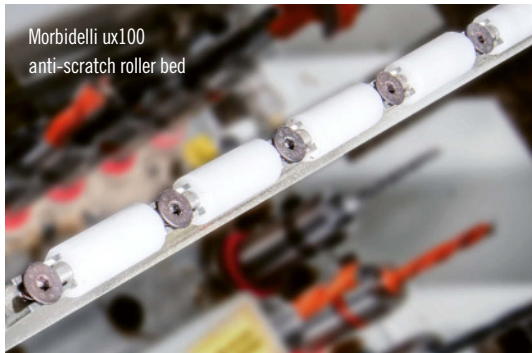
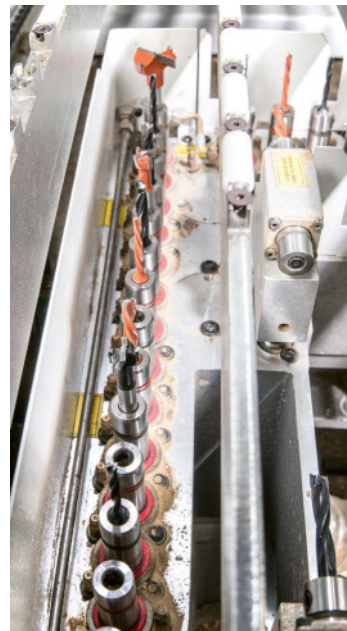
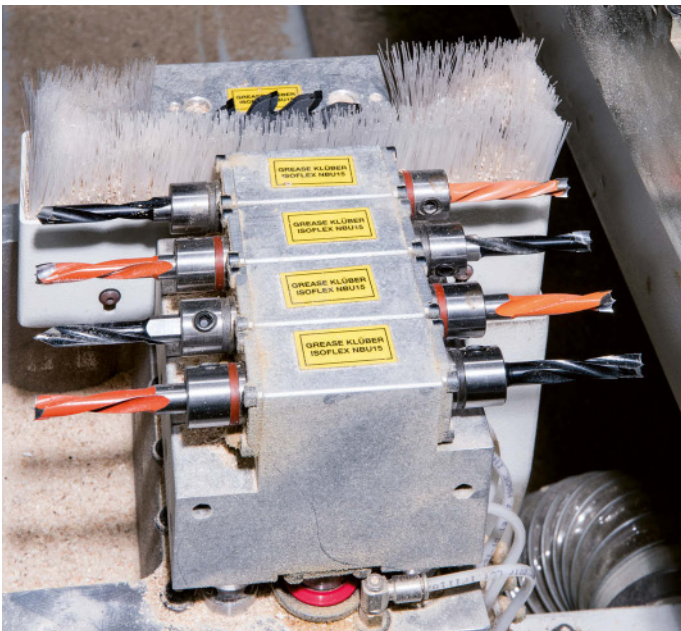
opportunity there is for something to fail. That's where having Ro.Ax [Roto-Axial] technology in a drilling head is so beneficial. The shaft that retains the drill bits is made from fewer components. With a shaft that rotates at very high speed, if you reduce the number of parts, you reduce the tolerances. The design becomes more stable, it performs better and it is more reliable.

"We also increased the diameter of the Ro.Ax shaft so we can apply more power and drill very hard materials like HPL, and Ro.Ax technology makes it easy to run at speeds of up to 8,300rpm, making the drilling higher quality while prolonging the life of the bit."

It might seem like an obvious point to make but getting grease to the right places during routine maintenance is essential for reliability and longevity. "Most drilling heads facilitate internal greasing of the gears from one or two points of entry," says Diego. "You pump the grease in from one point and it has to go right through the head – but you can't see it because the head is a casting. What happens if the last part of your drilling head doesn't get grease because of some small obstruction? With SCM drilling heads, we have one point of entry for each spindle so the grease is provided in the correct amount for each one. You only need



Morbidelli ux100 clamp

Morbidelli ux100
anti-scratch roller bed

"When do you decide to move to a ux100? It's a matter of numbers. Different machines are quantified by flexibility and productivity. The ux100 and ux200 can drill up to 1200 panels in a shift. On batch-size-one it can be 8-900.

"The ux100 has clamps with a special shape to allow the drilling head to go through. It also has a system for checking the thickness, the length and the width of the panel. You set the parameters. If it is within tolerance, the machine will start to work. If it is out of tolerance but close, you decide. Or if it is out of tolerance – or if the operator loads the wrong panel – the machine won't run.

"The ux100 will also manage tolerances to provide the best product. If the panel is half a mil out of tolerance on the length, you can move the error to the middle or round the back of the panel. You can decide: middle, first side, second side.

"The drilling head is large. It doesn't have one motor that runs all the bits, each area that usually works at the same time has an independent motor. If you are using mostly one area, you are saving wear and energy on the rest of the shafts. It's that level of detail that I like."

to grease the head one time per year or once every 1,000 hours, compared with every 200 hours in some competitor machines. It's a small detail but it makes a big difference."

But what happens if a shaft breaks on your drilling head? On most machines, repair means removing the entire head, sending it to a specialised repair centre and waiting for it to be returned. Removal and replacement are jobs for an engineer. If one of the shafts gets damaged on an SCM machine, most times you just need to replace the shaft with another. "It's just few simple screws, nothing complex," says Diego. "A good maintenance operator can

replace it and you are ready to go – less cost and a much faster repair. It's a big plus."

Most of these key features can be found on all Morbidelli drilling machines from the compact, simple-to-use cx100, cx210 and cx220 through to the ux100, ux200 and z100 industrial models and the mighty all-singing-all-dancing pwx100, though of course, the further up the range you go, the greater the productivity and the more all-encompassing the software becomes. But not everybody wants the flexibility to work batches of 5,000 or more and the facility to drop a batch of 20 pieces in the middle of a production run in 40 seconds, or a machine that will analyse thousands of combinations

to give you the best drilling bit setup from 300 bits to provide you with the best performance over 100+ different panels and prioritise them in seconds.

For those who do, we'll bring you more on the pwx100 in a later edition.

For smaller workshops, manufacturers who want a prototyping unit, or those of you who have a need for 8-900 batch-size-one panels per shift productivity of a ux100 or a ux200, call SCM on 0115 977 0044 or email scmuk@scmgroupp.com

To watch a video presentation of the Morbidelli machines featured, download the free Furniture Journal app and touch any picture marked with a link sign.



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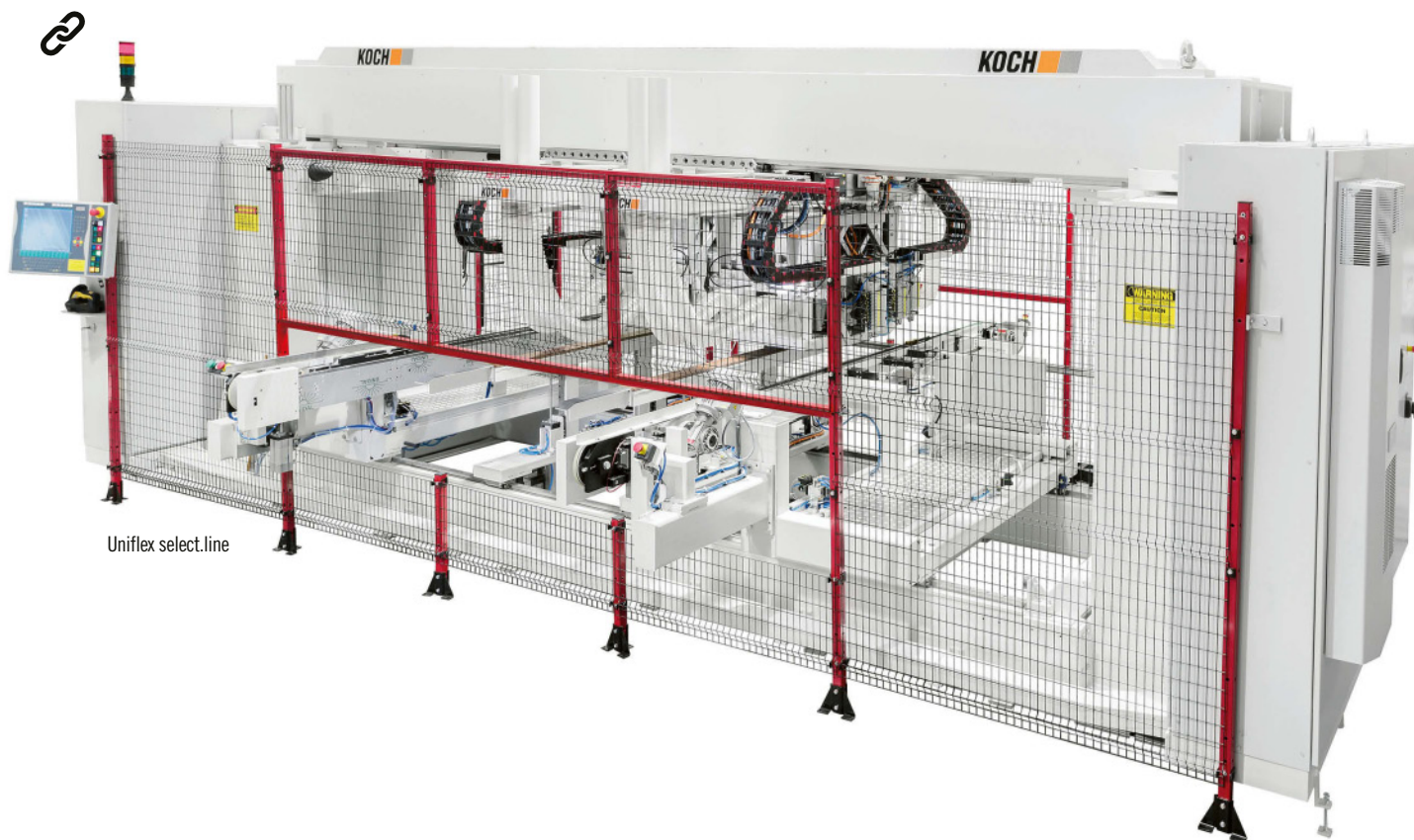


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Uniflex select.line

Flexible drilling from Koch

Koch presents its flexible processing solution: the Uniflex drilling machine for batch-size-one production.



Uniflex Point-to-Point drilling head

Over 60 years of experience and continuous technological progress have made Koch a world-leading manufacturer of machinery for woodworking – and if there is one sector that Koch is known for more than any other, it's joining technology.

Innovative technologies for sawing, shaping, drilling, gluing, dowelling and its own unique process, WoodWelding®, have made Koch a dynamic and reliable partner for the production of furniture, case goods, furniture components, doors, drawers and other wood products.

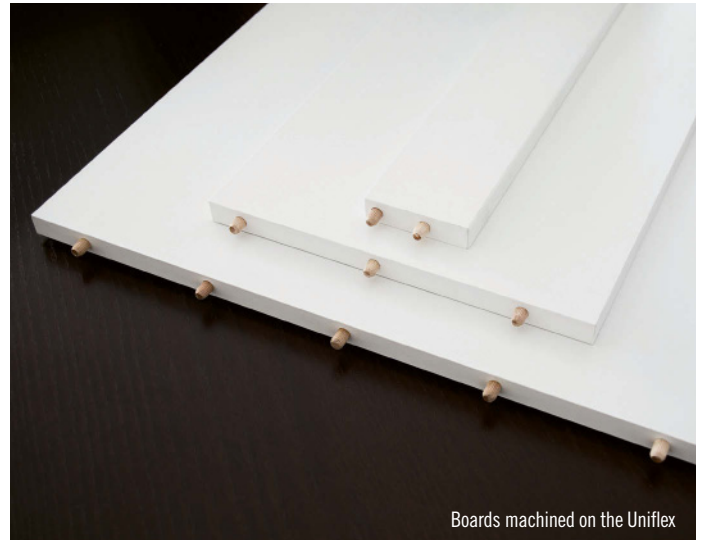
The Uniflex, Koch's through-feed drilling machine, is a specialised unit that's been

designed specifically for drilling and dowelling on a point-to-point basis. For maximum flexibility, the Uniflex can be equipped according to individual needs with a dowelling station as well as grooving, routing, notching and sawing units that can be added if required.

Depending on the focus of production, the Uniflex can accommodate a variable number of drilling spindles and heads for vertical, horizontal and long edge drilling. Point-to-point processing guarantees precise, consistent results for changing drill patterns and workpiece widths, making this versatile machine not only ideal for larger volumes but also for batch-size-one



Centronic parts



Boards machined on the Uniflex



Centronic in conjunction with Uniflex.

manufacturing. In addition to larger panels, small and narrow parts can be processed on the Uniflex and Koch's optional double-cycle function will further increase your productivity by processing two panels at the same time.

A powerful solution for processing cabinet side panels and narrow parts for batch-size-one productions is the combination of Koch's Centronic and Uniflex.

By combining the Uniflex drilling and dowel-driving machine with a Centronic machining centre for six-sided operations, Koch is able to offer a cutting-edge concept for machining panels and narrow parts. The machine line is specially designed for a high-

performance batch-size-one production. In order to create exceptional benefits that match exactly with your production requirements, Koch will adapt each machine individually. The Centronic and Uniflex machines can be used as an island solution, or they can be integrated into an existing line.

While the workpieces are transported to the machine via roller conveyor, a scanning system reads the barcode on the panel and automatically uploads the information to the Centronic. The workpieces are then fed individually into the Centronic via an NC-controlled gripper system. Here, all the drilling is performed from above and below the workpiece, as

well as all longitudinal drilling at the workpiece edge. Milling and grooving operations from above and below can also be carried out on the Centronic. The processed workpieces are then transported via a gripper onto a belt conveyor and are moved into the Uniflex where each part is drilled horizontally and vertically at the edge, as well as dowelled horizontally.

Visit www.kochtechnology.de for more information on the Uniflex and the Centronic, or, if you are reading this article with the free Furniture Journal app, touch the image marked with a link sign to see a very informative, guided video presentation of the Koch Uniflex select.line.



All in the head



Gian Maria Lenisa

Hiteco's Gian Maria Lenisa explains why it's worth knowing more about the electro-mechanical components inside the new CNC machine that's at the top of your wish list before you make your next investment.

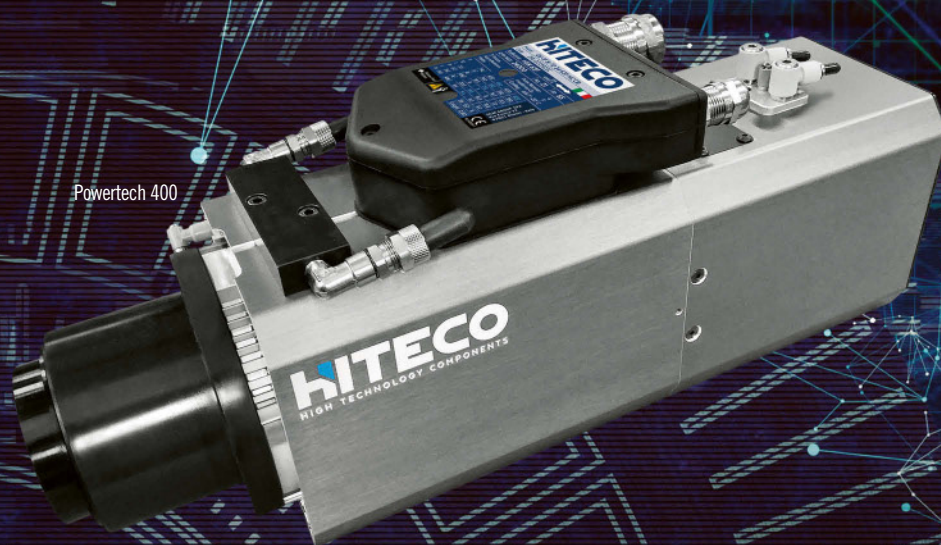
In these difficult times, it's always good to hear when a company is doing well. But Hiteco, the name that's probably behind the high-tech electro-mechanical components in your CNC machine, isn't just doing well, it's already seen growth in excess of 20% in the current year, strengthened its presence beyond Italian shores and added three key new products to its range of electro-spindles, birotary heads, boring units and aggregates.

There are some very good reasons why Hiteco is powering ahead.

Founded in 1977 as an internal division of SCM Group, Hiteco's expertise has seen their products used in SCM machines and, since it became an independent division in 2008, the machines of other manufacturers as well. Furniture Journal caught up with

Hiteco's Gian Maria Lenisa, West Europe Area Manager and Matteo Arlotti, Hiteco Service Manager to find out why it's worth knowing more about the electro-mechanical components inside the new CNC machine that's at the top of your wish list before you make your next investment.

First, we asked Gian Maria what makes a good spindle: "Making a good spindle means satisfying the client's needs and that means considering the application for the machine very carefully," he says. "We have an internal technical office that realises all FEM projects. All our spindles are designed and assembled, balanced and tested internally and components like bearings are supplied by market-leading companies from Germany and Japan to ensure maximum reliability. Internal tests allow us to control a lot of



Powertech 400



Robotech QX

parameters like temperature, vibration levels (with the new iM Smart Sensor), etc. These parameters ensure better communication between the spindle and the machine, making Hiteco products more durable and smarter. That's important because we are not just talking about an electric motor; we're talking about a really high technology component that 'speaks' to the machine and the operator. We're ready to run with 4.0 industry."

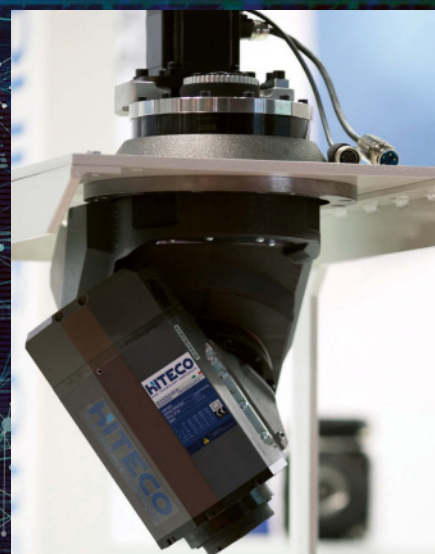
The iM Smart Sensor is one of the latest Hiteco products to come to market. An intelligent sensor that can support the entire production process, it monitors parameters like vibration, speed and temperature. The iM Smart Sensor can be applied to all Hiteco components, reducing machine stops and maximising productivity.

So what are the key points to take into consideration when considering whether the most appropriate head is fitted to the machine you're interested in?

First on the list has to be the type of material the machine will be processing.

Hiteco has experience of solid wood and wood-based products as well as aluminium, composites, even stone and iron – but equally importantly, it makes a difference if your machine will be used for milling or cutting. "We need to get inside the client's head to better understand the application," says Gian Maria, who knows better than most how badly things can go wrong when sellers of machines don't ensure fitness for purpose. "Technically, after that, we can talk about other details like power, torque, maximum speed, rated speed, cooling, tool holders, etc."

When 50% of the performance of a CNC machine comes down to the terminal operational group – the spindle and head – Hiteco's 'application first' approach has clear advantages. "If we are talking with a client who wants our technology for a CNC machining centre, we'd want to know how many axes the machine needs to have – it could be three, four or five. We have all three solutions. If the machine is a four-axis model, we will suggest the newly introduced Robotech Series QX spindle. If the machine



requires a five-axis solution, we will suggest the five-axis Tilt J QX Birotary head. If the machine will be used for aluminium, the type of product to be machined and whether tapping is required in addition to milling and cutting determines whether the spindle would be better if supplied with the optional encoder. We can offer both TTL or SINCos encoders."

The new range of Robotech electro-spindles has been designed mainly for robotic use and single/dual-side birotary heads with a power of up to 30kW. These are not only for the wood technology sector; they are used for other materials such as light alloys, plastic and composites. Reliability, easy application, modularity, compactness and high performance are the added values the QX electro-spindles offer and the range encompasses powers from five to 11kW and includes both short nose and long nose versions with, in the latter case, a set of three front bearings for maximum stiffness. These electro-spindles can reach speeds of 4,000 rpm.



Matteo Arlotti



Hiteco also offers a wide choice of electro-spindles for three-axis machines to satisfy every kind of machining requirement on MDF wood or solid wood for nesting manufacturing – and the Powertech 300/400 range includes models with different cooling methods (electric fan, compressed air and liquid) and offers speeds of up to 28,000 rpm without an increased space requirement. The reduced weights guarantee a simple, fast machine structure.

“We also provide heads for a lot of other different Servomotor producers: Fanuc, Schneider, Fagor, Siemens, Delta, Mitsubishi...” says Gian Maria. “Other helpful options that take us into the five-axis birotary head market [Ed: A birotary head is the operator group that allows a three-axis machine to become a five-axis machine] are oil mist, MQL, mechanical brakes and Encoders on the axes.”

Spindles like birotary heads, boring units, aggregate units and so on are our main business. Our Birotary heads are suitable for every kind of material and type of machinery. Wood-milling, aluminium-cutting,

composite-milling, stone-milling... every case is different from the next, which is why our ‘application first’ approach is the reason Hiteco stays ahead of its competitors. Our mission is to understand the application and suggest the most suitable Hiteco product for the specific application that the machine will be used for.”

Even if you’ve double checked everything before you purchased, the best of electro-spindles can still malfunction if you don’t look after them. Hiteco’s Matteo Arlotti outlines some of the main reasons for failure:

“The use of unbalanced or worn tool-holder cones and tools is a key reason for failure,” he says. “It is important to check their state of wear periodically and the balancing to avoid generating abnormal vibrations, which, over time, can damage the spindle. In some cases, it can also create risks for the safety of the operators.

“Incorrect maintenance of the electro-spindles – in particular in terms of cleaning and lubricating the tool holder cones, the shaft and the tool gripper – can also lead to problems. End users do not often carry out

maintenance with the frequency indicated in the manuals, or with suitable products. That risks compromising both the longevity of the spindle and the accuracy.

Although perhaps less common, incorrect installation of the spindle in the machine can also be a problem, “particularly the pneumatic and electrical connections or when there has been incorrect management of the sensors on the electro-spindle.”

If you experience any of the above, all is not lost. Hiteco has a department that’s dedicated to the repair of its products. “We also offer field assistance, installation and training services and we have a network of service points distributed all over the world,” says Gian Maria. “We guarantee an extremely rapid and professional response, not only to reduce machine downtimes and production problems but also to create added value through effective and innovative solutions.”

For more information about Hiteco, visit www.hiteco.net/en or, if you are reading this with the free Furniture Journal app, touch the picture with a link sign to watch a video or touch [here](#) to request contact.



VS

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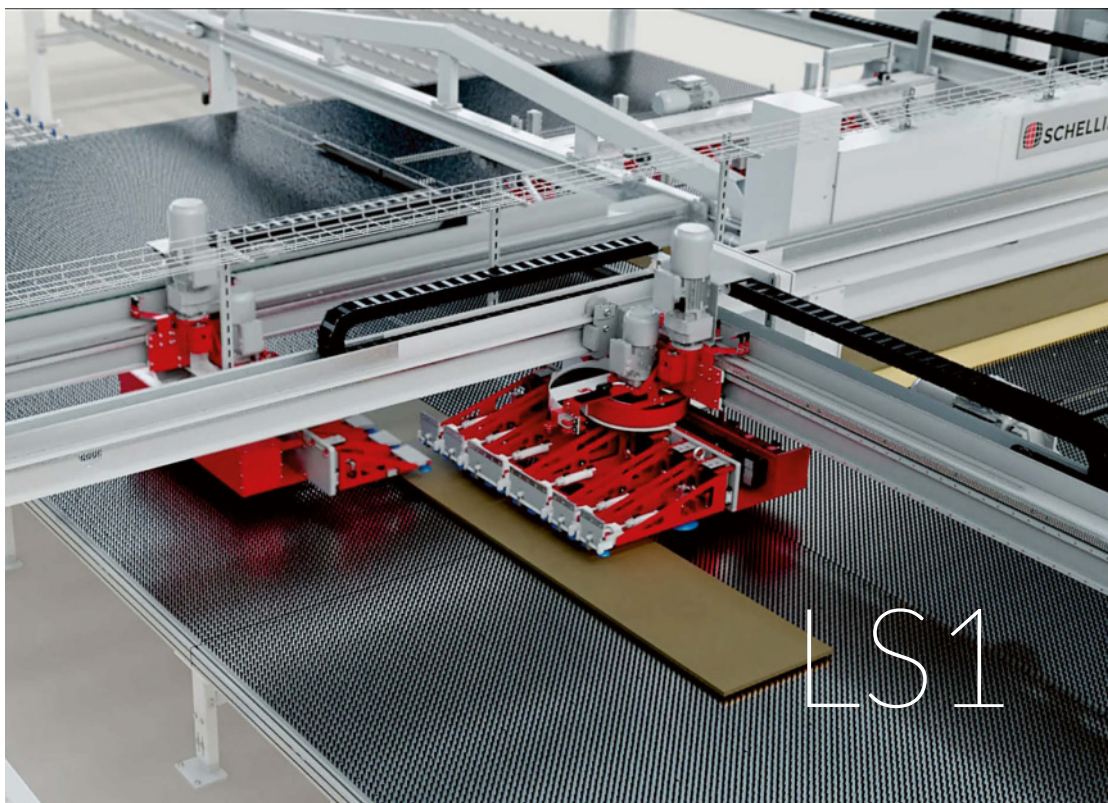
The new VS Area Storage System and LS1 range from Schelling are just showing how well they are adapting to the climate in the market. The LS1 is making batch size one production even more efficient and the VS can be adapted to suit any requirements. It can even be over multiple levels for those short of space!

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LS1



Pick of the crop

Nifty and packed with well thought-out features, Combilift's Aisle Master-OP (AME-OP) debuted virtually in February.



Combilift officially launched the latest addition to its product portfolio in a virtual press conference on February 3rd. The new Aisle Master-OP (AME-OP) is a stand-on electric-powered model that combines the advantages of a narrow-aisle articulated forklift and an order-picker for versatile operation in warehousing and manufacturing applications.

The main feature of Aisle Master-OP is the step-through operator compartment which has design copyright protection across multiple markets in four continents. The low floor height of just 280mm enables convenient, single step access from both sides of the truck, which speeds up order picking compared with situations in which the operator has to get in and out from a seated position. The AME-OP truck has all the key advantages of the conventional Aisle Master - indoor and outdoor operation for loading and offloading and for stock replenishment at other times during shifts when order picking is not required.

The Aisle Master-OP is available in a number of variants, with lift capacities from 1,500kg to 2,500kg, lift heights of up to 15m, and can operate in aisles as narrow as 1650mm. It features a patented chain steering system that allows the truck to articulate more than 205°, and an inline drive motor and front drive axle, all of which enable narrower aisle operation. The multifunctional programmable joy stick control lever in the operator compartment, which includes controls for the hydraulics and traction, is adjustable to enable comfortable and ergonomic working conditions for operators of all sizes. The Operator Presence Detection floor pad engages the parking brake automatically when the operator steps off the truck to carry out order picking.

To watch the new truck in operation, download the free Furniture Journal app and touch: youtu.be/51BcvUuUI-k For more information on Combilift trucks, visit www.combilift.com

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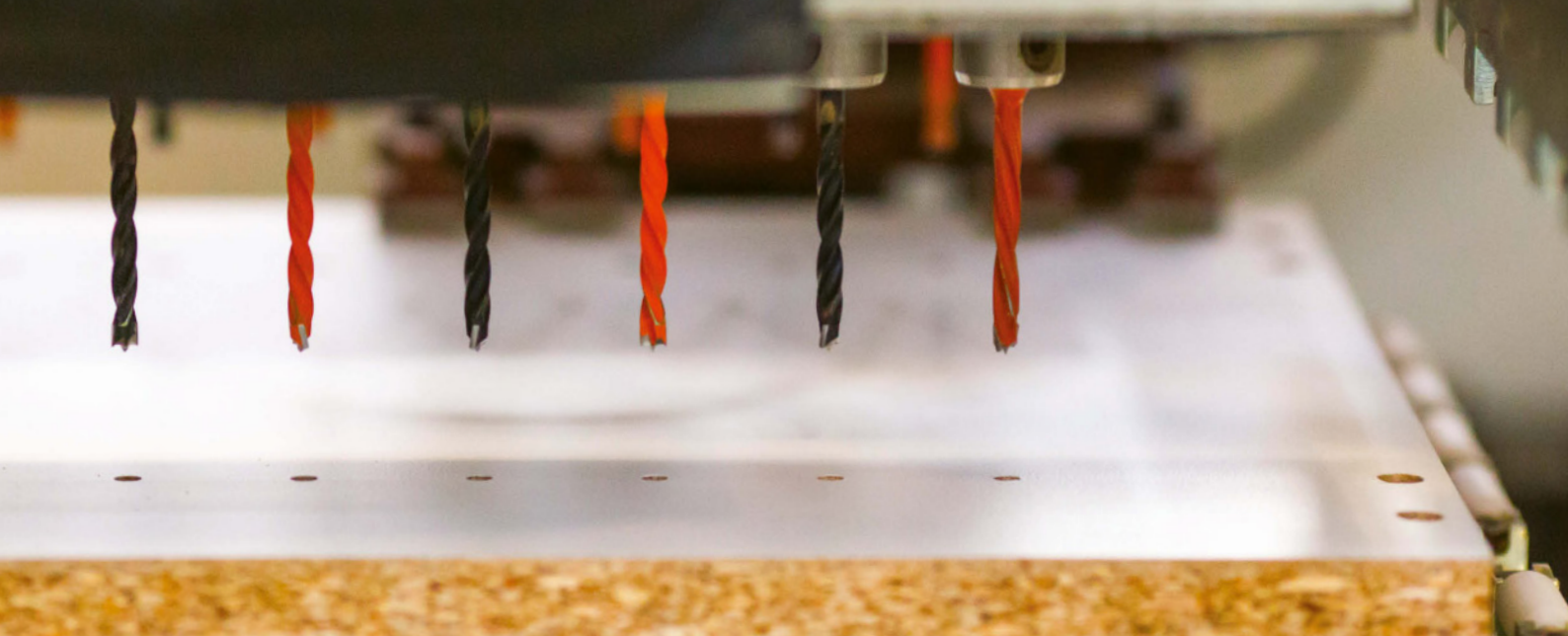
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