

NOVEMBER 2021 furniture

JOURNAL

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Senoplast goes antibac - and it's revolutionary

Spray finishing with **Superfici**, **Wagner** and **Cefla**

All-electric **Combi-XLE** débuts



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Contents

2 Czech this out!

With unique products and a no-hard-sell approach to winning business, Hranipex UK has started a quiet revolution.

7 New website for Plasfoils

The latest information on Itochu's Bonlex décors at your fingertips.

8 Still waters run deep

Take a closer look at Marine Blue from Decorative Panels Lamination.

10 Ideas for shop-fitters

Materials from Ostermann enabled the creation of a striking and very practical interior for this jewellery shop.

14 Spirit of the times

We are the ones with the green spirit, it says on Senoplast's website but there's a lot more to the latest generation of Senosan décor products than environmental friendliness.

16 Décors with history

Looking for a new décor supplier with a reputation among the market leaders? Take a closer look at Top Linea.

18 Merinolam from IDS

An interview with John Bagshaw as IDS adds Merinolam to its offer.

20 More for less from Egger

Getting the wood look and the painted look for less with Egger.

23 Medite from Panelco

Medite's panel products are available ex-stock from Panelco.

24 Cut, spread and match!

Cutting, spreading and pattern-matching made easy by Assyst Bullmer's automatic upholstery solutions.

27 Joined up thinking

Lamello's handheld Zeta P2 P-System: an efficient solution for joining panels and wood.

28 Grass joins the FMC

The Furniture Makers' Company has welcomed Grass Movement Systems as a new corporate member.

32 Portable Power

The new SYS-PowerStation from Festool: portable energy where you need it.

35 Go Global

How good is your ERP software? Global Shop Solutions invites you to take a manufacturing health test.

36 Changes at CAD+T

Thomas and Martina Schwarz take over as founder Anton Schwarz steps down as CEO of CAD+T after more than 30 years at the helm.

38 Perfect Painting from PCL

Prestige Coatings Ltd is automating its spraying operations with a Superfici Mini P from SCM UK.

42 Electrifying performance

Wagner adds special variants to its range of high speed rotation atomisers.

45 Cefla's new Elispray

Excessive overspray becomes a thing of the past with the latest version of Cefla's Elispray.

46 Brand new Striebig

Striebig's brand new panel lifter-equipped Edition 60 vertical panel saw débuts.

48 Inside Story

Introducing the Pro-Master 7125, Weinig's new five-axis CNC.

50 Connect with Weinig UK

Weinig UK's Connect series continues – and October's event focused on the Pro-Master 7125 CNC

52 Drilling by numbers

The Brema Eko 2.2 is a vertical drilling machine that's been designed to impress.

56 Storage and retrieval

Homag's automatic storage and guided vehicle systems deliver intelligent logistics.

59 Record for Daltons Wadkin

Daltons Wadkin announces a new partnership with SCM at its open-house.

60 On the rise

Save time, cut costs and spare yourself the problems of back injury with an Elephant lifting system from IMA-Schelling Group.

62 Winning Votes

Boost your green credentials and cut your landfill costs by shredding and briquetting.

64 Go Green

What do Andrew Marr, David Attenborough and a new forklift have in common? Just ask Combilift!

67 Combilift for EWT

When English Woodlands Timber launched into online marketing, it was Combilift who helped them fulfil orders.



Czech

With unique products and a no-hard-sell approach to winning business, Hranipex UK has started a quiet revolution in the edgbanding sector.

Relaxed in the pleasant surroundings of his new meeting room, Simon Mitchell talks enthusiastically about the company he joined eight years ago.

He knows the edgbanding market is crowded. He knows his competitors are hard-nosed. He knows they fight hard to win business. But quietly, he's confident.

He'd be the first to admit that Hranipex UK, the Czech-owned edgbanding company he's been managing director of for the last four years, was the number two supplier to a lot of companies before the pandemic hit. But that seems to be changing and it's the approach Simon has instilled in his sales team that's making the difference.

As soon as he could after lockdown, he brought his team back off furlough and had them call all their customers to see if they were OK – "Not to sell," he says, "just to make sure they were OK and to say we are here if we are needed."

"People appreciated a friendly voice on the end of the phone. That's where we are different. We're not all about hitting sales targets. We're human. We are a consultative, technical, honest sales team and I can't stress enough how much we love what we do."

It's an approach that seems to have struck a chord with customers. Hranipex UK is set to more than double its turnover this year.

Simon Mitchell



this out!

"We always ask customers what they are getting from their current supplier and what they could do differently," he says. "There is always something. But we don't go in and sell hard. We ask what they need, how often they buy, why they use that supplier, whether they get everything they need, whether they order in advance, whether they have to buy full rolls... It's about finding out what the need is."

"Sometimes there isn't a need and their supplier is great. If we can't improve on that, we'll leave a card so if they struggle to get something in the future, or they need a backup, we are there. Once they look through the catalogue and realise we can offer adhesives and **cleaning products** as well as edgebands that match all the main manufacturers of MFC and MFMDf – and we have a range of veneers and melamines as well – the enquiries start to trickle in."

We are becoming number one for a lot of companies now because we're not pushy."

In the last year, Simon and his team have won business from all corners of the industry but it's not just down to their approach. The advantages of Hranipex products are also being noticed, especially their ABS hot air range.

"One of our biggest advantages is our hot air ABS range, **AdvantEdge**, and we're particularly good at it," he says. "We introduced **AdvantEdge** two years ago with 14 décors. We now have over 170 décors in stock – and in the UK, we have around 50 décors in the warehouse for next day delivery. Our technology is patented. We apply a functional, post-extrusion layer so we can take any roll off the shelf, colour match it, apply a layer and send it to the customer with minimum order quantities of one roll."

"We had a customer last year who wanted a unique 54 x 1mm aubergine high gloss. We were able to extrude the high gloss, apply the functional layer and deliver it to him within a week. The technology is there."

One of the biggest sellers in the Hranipex range is adhesives and the company has its own formulations of EVA, PUR and PVAC. Hranipex PUR technology includes standard cartridges as well as own brand PUR mini cartridges, which are an alternative to granules. "They come in blister packs so you just open what you need to use, pop it in, melt it down and that's it," Simon explains – and it seems there is no shortage of mini cartridges.

"We have our own formulation of D3 PVA glue for laminate pressing. It is one of our biggest sellers. People are buying it by



Warehouse - space to grow



the IBC. Like everybody, the quantity we can get our hands on at the moment is limited but it is available."

Simon's confidence that he can win over customers large and small has been echoed by his bosses at Hranipex in the Czech Republic. Together, they've invested substantially in new, purpose-built offices and warehouse space that will take Hranipex UK to the next level and set it up for growth.

The new building, not a mile away from their old warehouse and office, is three times bigger: "We moved in during the second week of July and started trading

from this site on 2nd August. We have additional floor space and the office space is bigger so we now have the capacity for growth. We have two empty desks but we will fill them next year. We've created a nicer working environment with natural light all day. We also have a meeting room, which is informal and suits the sales team much better, and a nice samples area with swatches of most of the décors we make on the wall."

The warehouse is the biggest change. The 12 aisles of racking Simon's warehouse team had at the old site have been extended upwards by two extra levels and six more

racking systems have been added for fast-moving, high volume stored goods like Egger W980, Kronospan K101 and the ever-popular greys, blacks and whites. A vertical storage system provides easy access to part rolls and the packing area includes an extra rewind table so four rolls can be rewound at once to the lengths ordered by customers.

The whole IT system has been upgraded with new scanners and computers in the warehouse and that's in addition to a new pallet wrapping machine, two new pallet strapping machines and a waste baler for cardboard. The baler has been a Godsend



for recycling the cardboard containers that come from the factory when products are reboxed in a double-layered box with a cross-weave tape for transit in the UK. "It's great for our environmental policy," Simon confirms.

"We also have two new Comblift Aisle Master trucks, which increase the speed of operations in the warehouse. We can have one loading and the other picking, or two unloading at the same time."

The outside area is huge. The team can deal with two wagons at once. The 'goods in' bay can hold 50 pallets and the outbound can hold another 30. "We had space at the

old site for just 15 pallets. That was it. We've only added one additional part-time member of staff but since March 2020, we've increased our daily outbound capacity by about 30-40%. Everything is quicker and the team works so well together. The new building has moved us to the next level. We can work much more efficiently.

"I can't stress enough how much we love what we do here. We work well as a team. We are a small, more approachable, more flexible manufacturer and we are just as happy to work with customers on specialist products as we are to supply half a million metres of white 22 x 0.45mm edge for

carcassing. That's really what makes us different. That's what makes me enjoy what we're doing: the fact we really do have something extra to offer, something our customers know and appreciate."

To find out what Hranipex could offer you, call 0121 767 9180, visit www.hranipex.co.uk/en/ or email uk-hranipex@hranipex.com

Alternatively, if you are reading this article with the free Furniture Journal app, touch any picture with a link sign, or any interactive blue text to find more out about the product. You can also download the catalogue and surface swatches [here](#).



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New website for Plasfoils

Plasfoils, the exclusive UK distributor of Bonlex PVC and PET foils for doors and panelling systems, has unveiled a new website at www.plasfoils.co.uk.

Plasfoils previously operated as part of Plafilms, part of the Plastribution group, and one of the UK's leading distributors of films and supply chain services for businesses across the UK packaging and labelling industry. Recently it was decided to create a new brand identity for the Bonlex distributor, resulting in the 'Plasfoils' name and a modern, clean logo design being produced, similar and in keeping with the remaining Plastribution Group companies.

Providing an enhanced user-friendly experience and containing the latest information on all aspects of Itochu's Bonlex PVC and PET décor products, the Plasfoils website is a completely new design. Instantly welcoming to visitors and providing easy access to Bonlex's broad range of finishes and colours for a variety of applications, the site incorporates a product selector enabling visitors to search for and select their preferred colour, then contact Plasfoils for more information as required.

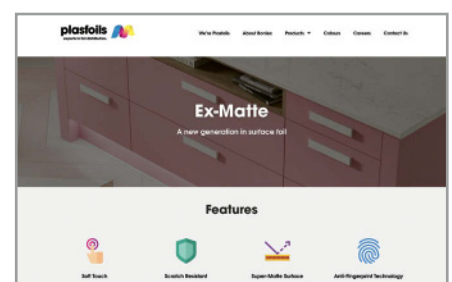
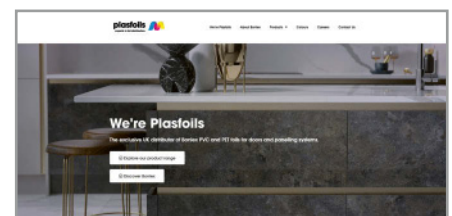
The new website also provides an insight into Bonlex and the company's background, as well as access to Plastribution's careers page and a 'contact us' form - and with more and more visitors accessing the website from handheld devices, it has been fully optimised for mobile and tablet use.

Plasfoils' Chris Green said, "We're delighted to unveil our new website, which is not only clean, fresh and features our strong new branding but is also more flexible and responsive than anything we have had before. Having established our own branding, the aim of the new website was to develop a portal that meets the needs of our customers by providing them with an engaging platform from which they can select a product in the desired colour, arrange for a sample, or make an order quickly. I believe that we have achieved that."

The new website comes at a pivotal moment in the company's growth, as on 1st November this year, Plastribution Group in its entirety moves into brand new, bespoke designed offices in Ashby-de-la-Zouch, Leicestershire.

For more information visit www.plasfoils.co.uk or call 01530 561962.

The latest information on Itochu's Bonlex PVC and PET décor products from Plasfoils' new website.



Still waters run deep

Looking for a new deep blue for your next kitchen, bathroom or contract range? Take a closer look at Marine Blue from Decorative Panels Lamination.

Calming, peaceful, eternal, sincere, reassuring, inspiring...blue is a colour that's long been known for evoking an atmosphere of tranquillity and right now it's a trending colour that many mainstream furniture manufacturers have embraced in their kitchen and bathroom furniture ranges. But did you know that it's also the perfect colour for offices? Research has shown people are often more productive in blue rooms so it stands to reason that any good contract offer wouldn't be complete without a blue.

Dark blues have been around for a while and new variants of the ever-popular pastel blue are still emerging. However, there is a new blue that's just been launched and it takes the best of the dark blues and subtly softens it into a blue with depth and a finish that's almost a powder-colour. It's called Marine Blue.

Marine Blue is the latest addition to a growing range of products in the dp-décor collection from Elland-based Decorative Panels Lamination. Soft, subtly flecked and finished with an almost imperceptible stipple to the surface that provides a light lustre, Marine Blue is both elegant and luxurious. Laminated to MDF, chipboard or dp-lite and available in various widths and thicknesses to suit your needs, it's a colour that's already proved itself in the market – but this one has a subtle twist that's different enough to provide your kitchen, bathroom or office designs with product differentiation. And it will quite literally 'flow' alongside many of the other designs from the dp-decor and dp-specialist ranges.

Such is the surface resistance of the majority of paper foil finishes offered by

dp-Lamination that most meet FIRA 6250 and BS6222 severe use, making them ideal for use in kitchens, bathrooms and bedrooms on all but worktops. Moreover, being a paper foil means Marine Blue can be flat laminated to board and it can be profile wrapped to provide fully-matching parts that can be used, for example, as framed doors, corner posts, pelmets or any other matching moulding.

Within the collections offered by Decorative Panels, you'll even find antimicrobial products that open new possibilities for you in healthcare.

For more information and samples of the new Marine Blue CU37 from the dp-decor range contact Decorative Panels Lamination. Email info@decorativepanels.co.uk or telephone 01484 658341.

Ideas for shop-fitters



The imaginative use of some very different materials from Ostermann enabled the creation of a striking and very practical interior for this jewellery shop.

What is it that actually makes a good retail environment? An inviting flair? A recognisable design? A multitude of well-thought-out details? Whatever it is you need, you might be surprised to know that Ostermann's portfolio includes a broad range of products for furniture and wall design – and Ostermann was the supplier of choice for this strikingly simple yet very upmarket exclusive shop fit-out.

Take a closer look at the jewellery shop illustrated on these pages and you'll find some quite striking surfaces and furniture elements that mirror the exclusiveness and refinement of the merchandise.

The combination of white marble, matt gold and glass stand for refined taste and classic elegance. To create an atmosphere that put the focus firmly on the jewellery, a

restricted colour and surface pallet was chosen for the furniture while indirect lighting from the mirrors and suspended ceiling added to the ambience.

For the sales tables and display cabinets, Ostermann supplied wooden boards with a white marble look and their matching "Carrara marble" edgings, giving the exhibits a calm and elegant setting. In keeping with the restrained room concept, the walls around the cabinet surfaces were clad with matching light marble décor boards from Sibü.

The matt-golden fronts of the presentation counters and wall cabinets add to the tasteful luxury of the shop interior. They were made using a Fenix NTA surface and the matching ABS edging, Alu Oro Cortez and Alu Acciaio Hamilton were used to match Fenix NTA.

Above Left: Ostermann's 100mm Marble Carrara edging was applied to the wood décor boards.

Above Right: Ostermann's silver, gold and stainless steel-coloured ABS edgings, Alu Argento Dukat, Alu Oro Cortez and Alu Acciaio Hamilton were used to match Fenix NTA.

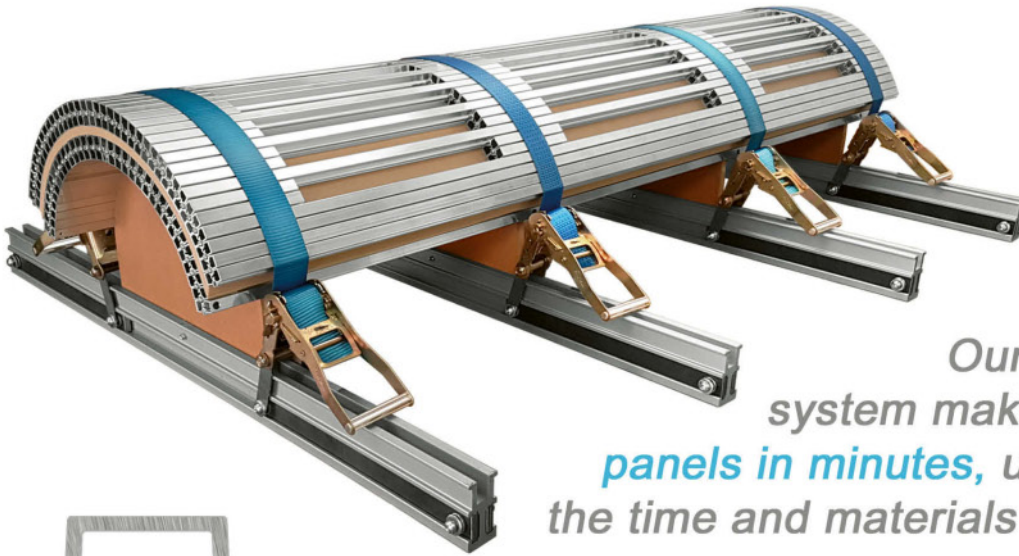
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Delivered by the metre, Ostermann now supplies linoleum customised to the required length and width.

Below Left: 'Salsa 1' matt black handles from Ostermann.

Below Right: Professional lighting design is an important part of shopfitting.



finish. The exquisite design is rounded off by several mirror and glass surfaces.

For the drawers beneath the display cases, Ostermann supplied its popular aluminium handle, 'Salsa 1'. Delicate in its linear design, the matt black handle brings the golden fronts with their equally matt finish to the fore. The handle solution is available for many standard carcass widths from 295 mm to 1195 mm and if comes in a choice of four colours.

Sub Line 3 LED profiles were attached to the right and left of the mirrors. Ostermann's matching ECOflex LED strip works perfectly here. The high quality aluminium profiles with a matt plastic cover are ideal for the background and accent the lighting of furnishings and protect the LED strip from

dust and moisture. They are available with two different cover versions, opal and black.

Most jewellers like to present their expensive rings, necklaces and brand mark watches on rubber, leather or velvet bases to protect them against accidental damage and scratches so it might come as a surprise to find linoleum used in this particular application – and in this case, the choice was Ostermann's popular furniture linoleum.

At the consultation desks in the back of the shop, this natural, pleasant material was permanently integrated into the tabletops. The linoleum's matt black colouring fits perfectly with the dark coloured elements within the natural, veined patterning of the marble décor.

In addition to a delivery by the metre, Ostermann now supplies linoleum (Desktop and Bulletin Board) customised to your required length and width. The surfaces are cut with millimetre precision and can be pressed immediately after delivery. The inconvenient step of cutting the material in the workshop is no longer necessary, saving both processing time and waste from unnecessary material remnants and reducing the potential for error.

For more information on what Ostermann has to offer the shopfitting sector, or for inspirational ideas that bring style and practical benefits to lift your designs, call Ostermann on 01905 793550 or visit www.ostermann.eu

Spirit of the times

We are the ones with the green spirit, it says on Senoplast's website but there's a lot more to the latest generation of Senosan décor products than environmental friendliness.

It doesn't really matter what you throw at it, Senoplast's incredibly soft AM1800 TopMatt AF décor copes brilliantly – and like all the latest Senosan surfaces, it's now antibacterial.

Launched at Interzum 2019, Senosan AM1800 TopMatt AF was lauded for its velvety matte finish and its effective anti-fingerprint properties. Now in its third generation, this prize-winning décor has become the industry benchmark with thinner films being introduced recently for an even more attractive price-to-performance ratio without any loss of quality.

With the advent of Covid, Senoplast's boffins went into overdrive to prepare this already successful film for a market it knew would need not only the outstanding properties for which Senosan décor products are best known but also increased hygiene to reduce bacteria and germs – and the result is a finish that's claimed to eliminate 99.9% of them within 24 hours.

Ingeniously, the Senoplast lab has achieved its anti-microbial surface in a completely different way without using the controversial silver-ion or copper sulphate technology that's become the norm in antibacterial products. "Innovation is vital to our survival and is therefore firmly anchored in our corporate philosophy," Hannes Eder from Senosan GmbH told Furniture Journal. "With antibac, we offer customers a further product improvement that takes into account the constantly increasing hygiene requirements."

The antibacterial effectiveness of Senoplast's AM1800 TopMatt AF, which is

now part of all Senosan décor films including high gloss products, has been tested in accordance with ISO 22196 and JIS Z2801 and its effectiveness has been confirmed by an independent, certified test institute.

But Senoplast has one more ace up its sleeve:

Almost all production and processing waste resulting from the manufacture of décor products at Senoplast's factory in Piesendorf (Austria) is reincorporated into the production process. Senoplast has invested in a new regenerate processing plant, which makes it possible to retrieve plastic recyclates from the market, process and reuse them in existing products and its foils contain a large proportion of these recycled plastics. And the world's largest furniture retailer is already being supplied with this new product line.

For more information on the new generation of Senosan décor films, call Senoplast UK on 01952 243999 or visit www.senosan.com



Grey 85382, one of the
five new colours in the
super-soft AM1800
TopMatt AF collection.



Décors with history

Looking for a new décor supplier with a reputation among the market leaders? Take a closer look at Top Linea.



Italian furniture is synonymous with avant-garde and beauty. Continuous innovation and improvement in design are used as the standards pursued by the greatest designers. And the products of décor specialist, Top Linea Spa fit perfectly among the best.

A family-run company with forty years of history behind it, Top Linea never fails to create new designs that amaze and its ideas can be found on the doors, end panels, shelves, worktops, desk tops, UV coated panels, laminates, MFC and MDF panels of some of the best-known producers in the industry.

In Top Linea's portfolio you will find all types of wood from timeless walnut to the current knot-free wood grains as well as the refined textures of fabric, stone, leather and metal. At www.toplinea.com/en/collections/ are examples of Alpago Eko Wood, Top Linea's Top Matt collection, its Bouclé textile collection and Brilliant solid colours in Top Gloss as well as its Cansiglio Synkro collection of figured woodgrains and the Collato natural wood collection. You'll

even find leather and metallics. Some set new trends while others move between more familiar themes.

Whatever you are looking for – a stone that replicates the marble in an ancient Italian city, the cement and metal used in the industrial style, the wood of wine barrels or natural woods – Top Linea has a décor to satisfy even the most demanding among your clients – and there are matching ABS edgings.

Choose Top Linea and you'll even be able to polish your environmental credentials. With a total installed power of 1.2 MW from solar panels at its 28,000 square metre factory, Top Linea has successfully reduced its CO2 emissions by 40 tons per year.

If you'd like to join the lineup of big name kitchen, bedroom and bathroom manufacturers who already use Top Linea products, for more information email: info@toplinea.com call +39 0438 895484 or check out social media: Facebook: @TopLineaSpa, Instagram: top_linea_spa and LinkedIn.



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Merinolam from IDS

As International Decorative Surfaces adds Merinolam to its offer, we talk to Managing Director, John Bagshaw about what it means to furniture manufacturers and fabricators.

In these challenging times, it's good to know that some companies still have the courage to introduce new products to the market. In an exclusive interview, John Bagshaw was quite up front about his reasons for taking on Merinolam:

FJ: You recently added Merinolam to your portfolio, can you tell us why?

John: "IDS has enjoyed a good relationship with Merino for over 10 years - we know them well and like how they do business. They are in the global top five producers of laminate and their investment in high-quality manufacturing processes and commitment to design innovation and environmental sustainability all perfectly align with our own principles and business practices.

"We knew there was a market need for an ex-stock range of fire-rated laminate offering immediate availability to customers anywhere in the UK and we felt Merino were the right brand for this exciting partnership."

FJ: What does Merinolam have to offer fabricators and furniture manufacturers?

John: "Merino offers them a collection of 55 creative and high-performance laminates in a spectrum of popular colours and designs

specifically shaped to the needs of the UK market.

"Over 70% of the Merinolam range is available in FR grade, ex stock reflecting strong demand for Fire Rated laminate. The collection includes a dedicated FR+ range in a wide choice of plain colours, woodgrains and patterned décors. We've also responded to the trend for fashionable and tactile matt surfaces with the Luvih super-matt anti-fingerprint range and there are several speciality décors including metallics and through-colour options.

"Furniture manufacturers and fabricators can be assured of a high quality, versatile and competitive material that can be used with absolute confidence across a range of horizontal and vertical applications including counter tops, cash and wrap desks, displays and furniture. What's more, everything is supplied polycoated as standard, assuring protection against potential damage."

FJ: Polycoating isn't usually included as standard, is it?

John: "No not typically but we felt it was important when developing the Merinolam range. Polycoating provides essential

John Bagshaw



FR+ laminates in Midnight Blue, Pearl Black, Marigold and Suede Ink



FR+ laminates in Scandinavian Pike Oak and Slate

protection all the way through the supply chain from the manufacturer to the end customer, safeguarding against potential damage. Day to day we are handling thousands of surfaces, offloading, picking, packing and dispatching to site and the polycoating provides ideal protection against the surface being scratched during these processes, the ultra-matt textures being a good example. Customers rightly expect their products to arrive in pristine condition ready to fabricate with and we have a stated aim of delivering products 'on time and in full' and that means with no damage."

FJ: Is FR Grade laminate becoming more important?

John: "Yes, FR grade is becoming more important, particularly in the wake of Grenfell. We're seeing growing demand from customers who recognise the benefits of putting in place additional fire safety measures for peace of mind and potential future proofing."

"Merinolam is the only stocked FR range currently available in the UK. With other manufacturer brands on the market, products are made to order and have a lead time which

could potentially delay projects. Fabricators and contractors operate in a timescale-led environment where delays cost money and they rely on fast and timely product supply to keep everything on track."

"We can also offer FR laminate from Polyrey and Formica on a made-to-order basis in any décor from their entire portfolio, which offers fantastic creative scope for projects. Merinolam offers a market-led selection of highly popular colours, patterns and woodgrains that a customer can get in 24-48 hours if they want it."

"The important point fabricators and furniture manufacturers should be aware of when working with FR-rated laminates is that the laminate manufacturer is not liable for the fire rating of bonded products and components as this will vary depending on the materials used. It is for this reason that all combinations should be FR tested independently to meet specific requirements."

FJ: What other benefits does Merinolam offer?

John: "Customers can order whatever they require for their specific project, whether a single sheet, a mixed pick or multiple pallets. They have complete flexibility to utilise

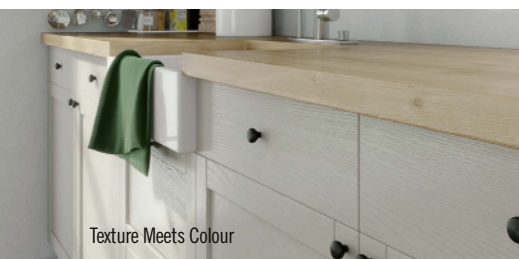
different colours with no minimum order quantity from one sheet to 1000 sheets in absolutely any décor of their choice. We have the capability and agility to pick and dispatch whatever customers want, whenever they need it from stock."

FJ: Product availability and supply chain issues are hot topics at the moment – as a distributor, what's your take?

John: "IDS is the UK's largest distributor of decorative surfaces and our financial strength, size, network of UK-wide branches and strong relationships with manufacturing partners means we can hold an extensive stock on the ground across all our product lines, assuring continuity of supply and a guarantee of accurate, on time delivery. That has always been at the core of IDS's philosophy and we have remained steadfast in our approach during these challenging times. As with all our product lines, Merinolam can be picked, packed and delivered to customers within 24-48 hours nationwide ensuring projects remain on track."

Contact IDS: 0845 7 298 298,
info@merinolam.co.uk or
www.merinolaminates.com

More for less from Egger



Solid wood furniture and painted furniture are expensive but with **Feelwood** and **Texture Meets Colour** from Egger you can get the look for less.

With décor trends not as clear cut as they once were, keeping up with demand for the latest designs can be difficult. At the same time, customers have grown more confident in their own personal style, so there needs to be an element of flexibility in your offering.

New woodgrain introductions to Egger's collection of high quality decorative panels provide an unrivalled range of stylish décors and realistic textures. They also have the added benefit of being a durable, hygienic and sustainable alternative to real wood or veneer.

Natural finishes have been a popular choice for many years, but over the last 18 months, Egger has found there has been a spike in the demand for its woodgrains. With Egger's **Feelwood** range, you can get the look of real timber by using state of the art synchronised technology to impress the natural grain onto the panel. The range is available in 22 décors across four textures.

With its **Texture Meets Colour** range, you get all the benefits of a painted timber look in a cost-effective alternative. It meets the demand for a solid colour, textured finish by

offering a mix-and-match concept. The bespoke range allows customers to create a personalised finish from 14 neutral uni colours and four textures.

Linear woodgrains offer a contemporary look when choosing a woodgrain finish. In 2020, Egger introduced 11 décors with its ST19 texture. The combinations of woodgrain décors with the innovative new texture produce contrasting matt and gloss elements to create a striking finish that almost looks synchronised.

To complement the vast range of woodgrain décors, Egger's design team has put together a décor combination guide. It shows which uni colour and material décors to pair with the woodgrains to create a high quality look for less.

Made using hack chips and sawdust (40%), recycled material (40%) and round wood (20%), Egger's MFC boards have a negative carbon footprint of -13.3kg CO₂/m² and that's also great for the environment – and your environmental credentials.

For more information about Egger's latest product innovation visit egger.com.

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Medite – from Panelco

Medite manufactures panel products covering many applications and most are all available ex-stock on next-day delivery from Panelco.

Design is a key component of any project. The requirements needed can sometimes be tricky and provide unexpected obstacles, which prove costly or difficult to navigate, adding unnecessary time and costs but solutions are not always as far away as you might think.

Panelco has been working with Medite for over 15 years and the two companies have a strong working relationship. Offering many solutions to projects, Medite provides Panelco with materials to use for painting, bonding, pressing, cutting, routing and machining, as well as offering flame-retardant, moisture and water-resistant options.

Medite has proved to be the perfect partner over the years, supplying high-quality products that can be used in several different applications at the same time, always with a high standard of product consistency. Panelco's ex-stock range of MDF is designed to cover

many applications and the company holds in excess of 100 stock lines supplied by Medite, each tailored to a variety of requirements.

The Medite Makes It Real campaign has a dedicated portal which is proving to be a popular tool. Working closely with Medite, Panelco is able to give its customers the opportunity to get involved and become part of this professional network – and the benefits include being able to share and discuss your Medite projects and the chance to win some amazing prizes.

Panelco, working alongside Medite, is looking to assist in your requirements, show you what's possible and help you in any upcoming projects. The Medite Makes It Real portal is a key asset in this, providing a library of ideas and concepts. To find out more, go to panelco.com/panelco/medite-makes-it-real or call Panelco to speak to the sales team directly on 01782 392100.



Tricoya



Cut, spread and match!



Cutting, spreading and pattern-matching made easy by Assyst Bullmer's automatic upholstery solutions.

When HSL Chairs decided to take the plunge and order their first automatic fabric cutting machine, they chose Assyst Bullmer's Multiply machine, the Bullmer Turbocut and a Bullmer Compact600 Spreading machine.

With Cutting depth of 2.5cm of compressed material and cutting speeds of up to 80m/min, the Turbocut allowed HSL cut material significantly quicker than before and with greater accuracy. Paired with a Bullmer Compact600 spreader for automatic material unwinding and spreading, high volume orders became easy and much quicker, providing HSL with a significant time and labour saving, as all the cutting could now become a one-man operation.

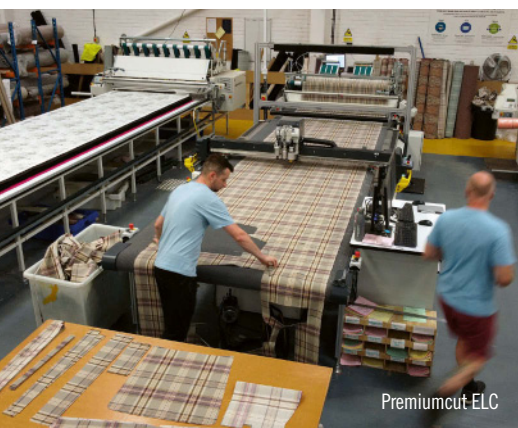
The cutter was placed on rails, which allowed it to move between spreading tables, reducing downtime.

HSL's first investment was back in 2014. A few years later, HSL had stepped up its production and needed to add an additional cutting line to work alongside the Turbocut. This time they ordered the Bullmer Procut

– the ultimate machine for mass production. Capable of cutting up to 10cm of compressed material at the same speed as the Turbocut, it was again prudent to couple this with a Bullmer Compact600 spreading machine.

So pleased have HSL been with their Bullmer machines that when the company saw demand for pattern-matching increase in early 2021, HSL placed a further order with Assyst Bullmer, this time for a Premiumcut ELC and Matrix Scanner for pattern matching. Pattered material is now unwound and passes underneath the Matrix scanner, which scans the pieces and automatically nests them, ensuring correct positioning within the material so it can be accurately cut by the machine. The single ply cutter also has the significant benefit of cutting any small runs or individual orders while the multi-ply cutters continue cutting large quantities.

For more information on how Assyst Bullmer machines could increase your productivity and decrease your labour costs, call 01924 373900 or visit www.assystbullmer.co.uk



Cutting Technology by Bullmer



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CUTTING SOLUTIONS



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No edge
drilling

High clamping
force

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pre-installed

Advantages and features

- **Process optimisation due to clean surface machining;** No horizontal boring required!
- **Reduced height of 10 mm** for panel thicknesses of 12 mm or more
- **One-piece connector without dowel;** no need for preassembly of screws or dowels in the side sections
- **Flat-pack delivery** with preassembled connectors
- **Possibility of disassembly** for transportation or if the fixed shelves need to be adjusted
- **Possibility of retrofitting shelves** or vertical partitions in a cabinet that has already been installed



Joined up thinking

Fast. Precise. Versatile. Easy.
Lamello's handheld Zeta P2 P-System offers an exceptionally efficient solution for joining panels and solid wood.

Designed for use with all P-System connectors in Lamello's range – including the bestselling Clamex P, Tenso P and Divario P – the Zeta P2 offers flexible design solutions for furniture manufacturing and greater stability and easier assembly for flat-pack production.

So how does it work?

The integrated vertical mechanical drive on the Zeta P2's cutting spindle is the centrepiece of the P-System. During the cutting process, the vertical mechanical drive

automatically performs a vertical movement to create a clean and accurate profile groove. Your chosen P-System fitting is then manually inserted into the groove, ensuring a fast, form-locking anchorage.

To accommodate the entire P-System range, the Zeta P2 can cut P-System grooves with varying installation depths by simply turning the P-System depth adjuster. This removes the need to continuously change or purchase additional cutters when working on multiple projects at one time. The vertical movement for the P2 P-System groove is also triggered automatically when the maximum cutting depth is reached, making it quick and easy to accomplish perfect results every time.

Shaye Chatfield, Lamello Area Sales Manager International for Lamello UK and Ireland adds, "The Zeta P2 is simplicity at its best. All you need is Lamello's Zeta P2 biscuit

joiner and your chosen fixings to be able to create a wealth of designs. Cut the slot, insert the fixing, mate the components and the job is done. It saves you time on every application, especially when you're comparing it to more traditional joining techniques that require glues and clamps – and, with precise cuts, simple processing on both sides of the panel and a slide-tolerant design that allows for perfect workpiece alignment, it offers serious design scope in (and out) of your workshop.

"By simply deactivating the P-System groove function and changing to a 4mm blade, you can also use original biscuits, making it a popular choice for everyone from artisan furniture makers to large furniture manufacturers looking for a quick, efficient and portable solution when joining panels."

For more information or to book a demonstration, visit www.lamello.co.uk

Grass joins the FMC

The Furniture Makers' Company has welcomed Grass Movement Systems as a new corporate member.

The Furniture Makers' Company, the City of London livery company and charity to the furnishing industry, has announced Grass Movement Systems has joined as a corporate member.

Grass Movement Systems Ltd was established as a subsidiary of the Global Würth Group of companies in 2010 by incumbent sales director David Shoebridge. Grass ranks among the world's leading specialists in movement systems to the furniture industry and the business has been creating products that inspire its customers for more than 70 years. The company operates in the UK from an office and warehouse in West Bromwich, West Midlands.

Corporate membership provides opportunities for companies to support the Company's charitable activities, get involved with civic events and network with other members. As a corporate member, Grass can nominate up to three senior executives to become corporate liverymen.

Wayne Nabal, managing director at Grass Movement Systems, and David Shoebridge will be formally admitted as corporate liverymen at a ceremony at Furniture Makers' Hall, London, in December 2021.

"We are absolutely delighted to be a part of The Furniture Maker's Company through our corporate membership," said Wayne Nabal. "We look forward to engaging with a wider audience in our industry and supporting the worthy causes in Education, Excellence and Welfare."

David Woodward, Master of The Furniture Makers' Company, added: "We are very pleased to welcome Grass Movement Systems as a corporate member and specifically Wayne and David as corporate liverymen. We look forward to admitting them at a formal ceremony at Furniture Makers' Hall in the near future."

"Our corporate members are of the greatest importance to us. We are delighted that so many different companies from the wider furnishing industry understand the importance of joining as members and supporting our charitable endeavours. All members, individual or corporate, are invited to participate in the many events in the city livery calendar, which are great for networking, entertaining, as well as having fun."

If you would also like to talk to the Furniture Makers' Company about corporate membership, call 020 7562 8522.



Wayne Nabal

David Shoebridge

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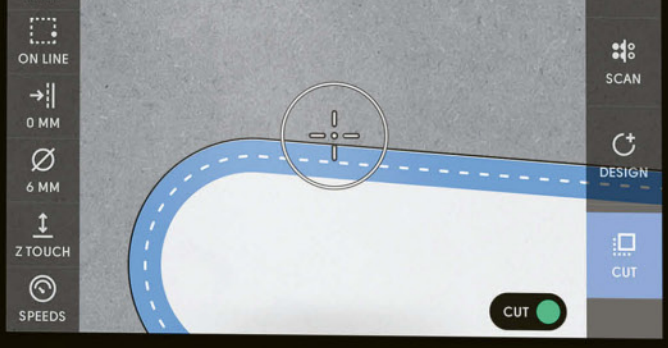


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Portable power

The new SYS-PowerStation from Festool: 1500 watt-hours, a full 2,990 watts of continuous power output and a top power output of up to 11,000 watts in a portable energy storage device.



Work whenever you want, wherever you want, with whichever mains-powered machine you want. The SYS-PowerStation puts an end to those cumbersome lengths of cable and the constant search for power sockets, keeping you supplied with power wherever you go.

The new SYS-PowerStation is compact, portable and stores up to 1500 watt-hours of electricity – equivalent to the energy supplied by 20 battery packs – and that's enough energy for a full day's work. Users can now enjoy independence from traditional power sources, sockets, site distribution boards or generators.

Using the SYS-PowerStation with a Kapex KS 60 sliding compound mitre saw and added mobile dust extractor as an example, you can complete 560 cross-cuts, enough for a parquet floor. With the Planex long-reach sander and connected mobile dust extractor, which are also mains-operated, you could even sand a 200 square-metre surface.

In contrast to its predecessors, the new SYS-PowerStation stands out for its zero-emissions operation. It is silent and produces no harmful fumes when in use – making the SYS-PowerStation better for your health and

the environment, as well making it ideal for use indoors. "The SYS-PowerStation turns every mains-powered machine into a cordless machine," explains Product Manager Volker Kaupp. "Even power-hungry machines such as a large carpentry saw can be rendered portable and reliably powered by the SYS-PowerStation. Then there's the comparatively low weight: at 16kg, the SYS-PowerStation is only 50-70% of the weight of its competitors. The portable energy supply comes in the ultra-compact Systainer3 format."

The combination of high-performance, large power storage, compact design and comparatively low weight makes the SYS-PowerStation a one-of-a-kind on the international market. It is not only compatible with all Festool corded power tools, it also supplies electricity to all mains-operated power tools from other manufacturers and it powers these just like a standard electrical outlet.

Located on the front and easy to access is a USB-C port for fast charging of other portable devices such as tablets or smartphones.

For further information on the new SYS-PowerStation visit www.festool.co.uk/powerstation



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Go Global

How good is your ERP software? Global Shop Solutions invites you to take a manufacturing health test.

Would you like to simplify your manufacturing? Then now might be the time to take a closer look at Global Shop Solutions ERP software.

Texas-based Global Shop Solutions provides the applications needed to deliver a quality part on time, every time from quote to cash and everything in between –and that includes shop management, scheduling, inventory, accounting, job costing, quality control, CRM and over 20 more functions.

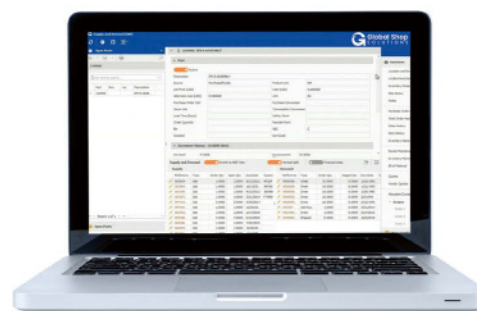
Global Shop Solutions' ERP software helps manufacturers improve in eight core areas including getting parts through the shop faster, scheduling and delivering on time, improving quality, growing sales, knowing their costs, having accurate inventory, controlling labour costs and serving customers better than ever.

Available in the cloud or on premise, manufacturing customers benefit from real-time inventory accuracy, improved on-time delivery, lower administrative costs, increased sales and improved customer service. To see the system in action, take a look at Global Shop Solutions' [YouTube channel](#) or take the [manufacturing health test](#) and see how you compare against other manufacturers.

Headquarters in The Woodlands, Texas Global Shop Solutions has a state-of-the-art R&D facility as well as a training centre. Through its offices in the US, Mexico, Indonesia, Singapore, Australia, New Zealand and the United Kingdom, the company supports thousands of manufacturing facilities in over 25 countries and nearly 30 industries.

Visit the website:

www.globalshopsolutions.com





Left to right:
Martina Schwarz
Thomas Schwarz
Rosemarie Schwarz
and Anton Schwarz.

Changes at CAD+T

Thomas and Martina Schwarz take over as founder Anton Schwarz steps down as CEO of CAD+T after more than 30 years at the helm.

After more than 30 years, founder and CEO of the international CAD/CAM and ERP software company, CAD+T Consulting GmbH, Anton Schwarz, is stepping down as CEO. The move, which will take effect from Autumn 2021, will see the current CTO, Thomas Schwarz and International Sales Director, Martina Schwarz, reprise the role and continue to carry the business forward.

Anton founded CAD+T in 1990 and in the same year, launched the company's first AutoCAD®-based design software. Success followed and a year later, the company opened its first subsidiary in Germany, growing its bespoke software and consultancy offering to the furniture design and manufacturing industry. Within 10 years, the company had over one thousand clients worldwide and, as his workforce grew, Anton welcomed his son, Thomas Schwarz and later his daughter, Martina, into the business.

Today, the company has subsidiaries across the world (including the UK, UAE, East Asia and Australia) and employs over 80 members of staff. It's renowned for supplying complete software solutions to the furniture industry and offers over 60 software applications based on AutoCAD® and

Autodesk Inventor® for batch size one production and serial production.

Martina Schwarz says: "My father had a vision: to become a leading bespoke software provider for the furniture design market. He has achieved this and so much more. Now, with the industry entering a new generation of developments, and cloud-based solutions leading, it seems like a fitting time for him to pass the baton onto the next generation of the Schwarz family.

"My brother and I share my father's vision. We want to continue to create innovative software solutions for the global furniture design and manufacturing industry with the family ethos still very much at the heart of our business. After all, companies are about people. The quality of our technology, product offering and service depends on the people behind them. We want to offer our customers continuous added value and that all stems from the enthusiasm and dedication of our staff. We intend to continue on this path and work with our customers to embrace technology and the power of digitalisation and help them reap the benefits it has to offer."

For more information visit
www.cadt-solutions.com

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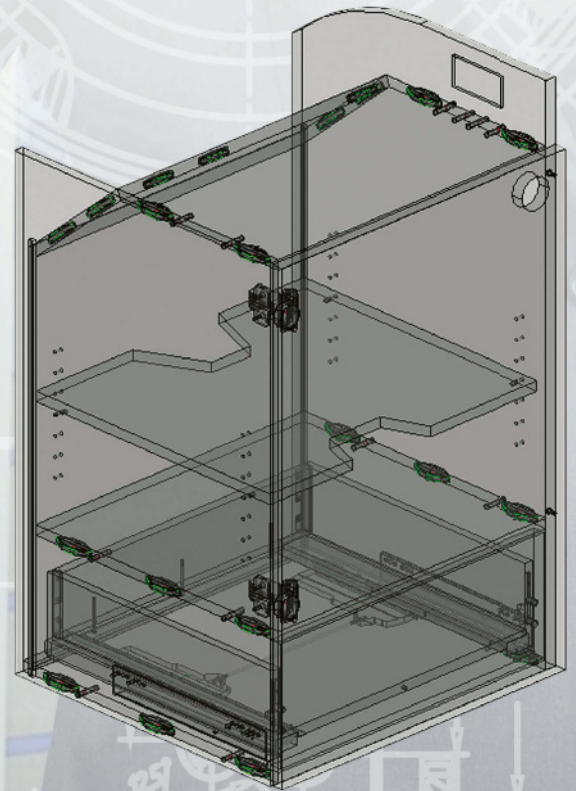
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**30+ years of experience
More than 4,000 clients and
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Perfect painting

Under the direction of Mark Murgatroyd, Prestige Coatings Ltd is automating its spraying operations with a Superfici Mini P from SCM UK.

Paint, painting, preparation, materials... there's not much Mark Murgatroyd doesn't know about them. Now the managing director of Whetstone-based Prestige Coatings Ltd, Mark is putting his decades of experience in the coatings sector behind the company he's joined and is broadening its offer from the cosmetic automotive, metal and plastic finishing PCL has excelled at for many years to concentrate more on developing its wood finishing division. And key to his vision for the future is automation.

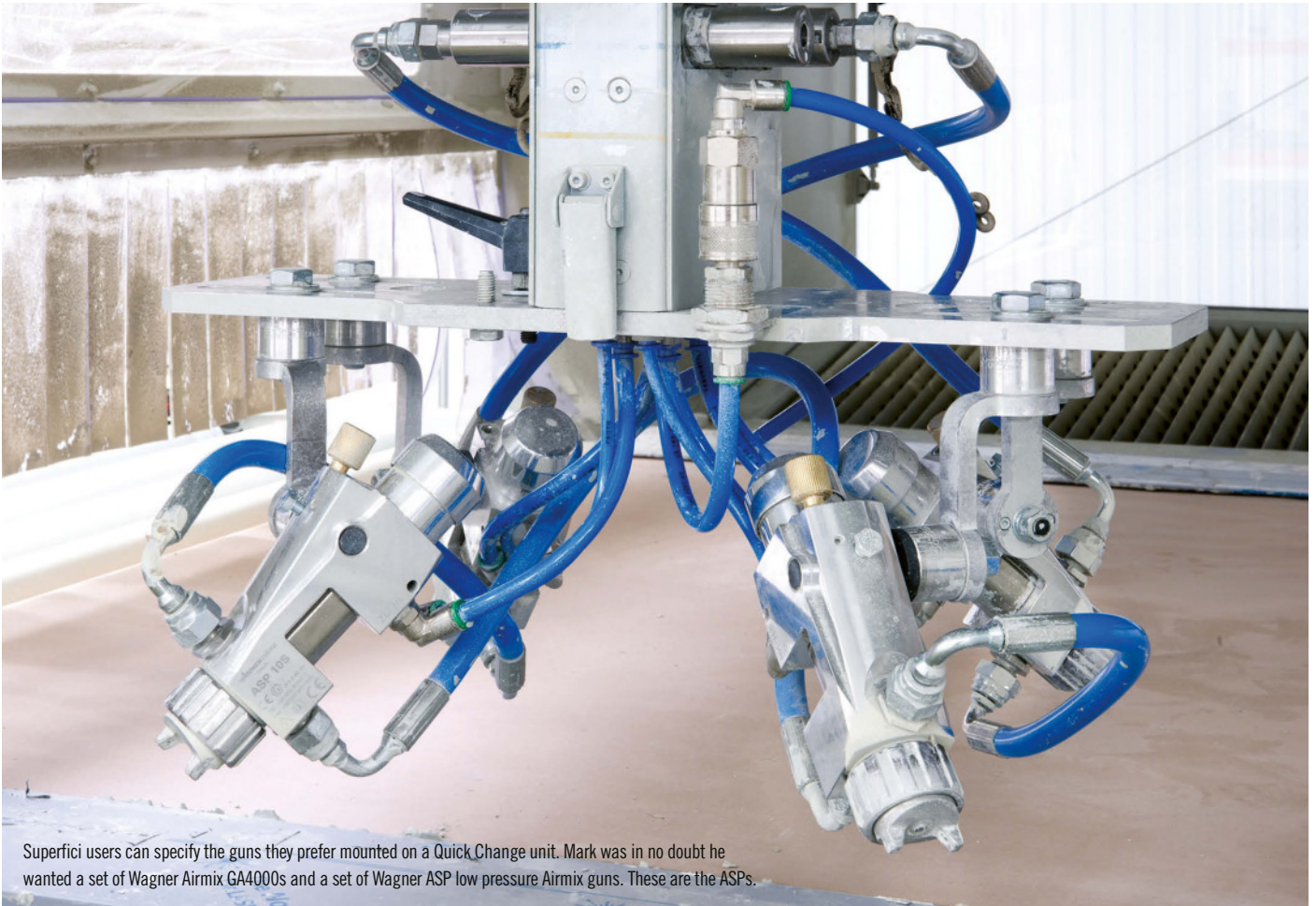
"Wood finishing is our speciality," Mark told Furniture Journal. "But our aim is to develop from the wood finishing we currently offer into a one-stop shop so customers can either send us panels to be finished, or a complete cutting list so we can source materials, make and finish the components they need and supply them with a fast-turnaround service. We've just invested in a Superfici Mini, we have a DMC

brushing sander arriving at the end of the week and a second on order, and further down the line we are looking at putting in nesting routers, edgebanders and edge sealers for sealing the edge of the MDF. We want to offer furniture manufacturers a fast-turnaround cutting and painting service with the exceptionally high quality of finish demanded by the automotive industry."

In preparation, PCL – shortly to be rebranded Rocket Performance Coatings to more accurately reflect the fire-rated and other specialist coatings it also has something of a name for – has built a small industrial estate to house what Mark expects will soon be several automatic painting and finishing lines. Pride of place has been given to a Superfici Mini Plus P from SCM.

So why did he choose the Superfici Mini Plus P?

"I know all the manufacturers of automatic spray machines and I know what their machines are capable of," Mark told me



Superfici users can specify the guns they prefer mounted on a QuickChange unit. Mark was in no doubt he wanted a set of Wagner Airmix GA4000s and a set of Wagner ASP low pressure Airmix guns. These are the ASPs.

from PCL

candidly. "I went straight to Superfici because I knew they had a machine that was compact and it fit into the building we wanted it to go in. A lot of the other machines would have been too big. Generally, the bigger machines are faster but we didn't need that kind of speed. If you've got a 100m curing tunnel and you have to maintain 9m/min because that's what the tunnel runs at, you need a fast machine. We're running at 3m/min but when you do the maths on the Superfici Mini, it's already got the capacity to make a comfortable 100 square metres per hour. When the machine we've got reaches that level I'll put another shift on and run 16 hours a day – and that's when we'll start looking at a second line. We've already made space for a second Superfici."

Delivery would have been a major issue for PCL with some potential suppliers quoting a lengthy wait but SCM was able to supply a machine within Mark's timeframe: "Even before the machine arrived, we had work

waiting to go on it. We were under pressure to get into production with some big orders we had to get out. SCM told me they would deliver on the 4th August and the machine came in on 1st. It took a week to install – and that was really good going because I insisted on four sets of lines not two, two sets of guns not one and two Speedy Cups. There were a lot of extras to be fitted."

The Superfici Mini is indeed a compact machine with a total length of just over three-and-a-half metres and that includes an infeed roller conveyor of 676mm and an outfeed conveyor of 707mm. But with a working width of 1300mm and a maximum workpiece thickness of 120mm, it's quite capable of spraying the fire doors and the larger furniture components Mark wanted to put through it. In fact, Mark had the bulkhead raised to 250mm from 160mm so he could send 160mm drawers through. "It's outside the parameters of the machine," he admits, "But when the sprayers looked at the



Mark Murgatroyd



The infeed is 1300mm wide and Mark's Superfici Mini P uses paper rather than having the optional recovery or hybrid systems.



The two-litre Speedy Cups are ideal for running small batches.



The Plus P version has an additional filter unit mounted on top of the cabin in addition to a double dry filter air suction system with integrated exhaust fans.



"The team I'm working with includes Morrells Woodfinishes and Application Technology. Application Technology are specialists on the guns and pumps. We don't make guns and pumps, we build machines, so it makes sense to have someone supporting the application technology side. It's a good partnership."
Roger Gabb, SCM Group.

samples that were coming out, they agreed no one could hand spray that well. It gets beautifully into every corner."

The Superfici Mini Plus P is taller by a metre or so than the basic Superfici Mini version. That's because the cabin is pressurised for better overspray management. The Plus P version has an additional filter unit mounted on top of the cabin that ensures enhanced ventilation control inside and that's in addition to a double dry filter air suction system with integrated exhaust fans. Separate exhausts for the left and right filter tanks guarantee suction air is always perfectly balanced.

For increased flexibility, Mark wanted four lines instead of the two supplied as standard: "Because we have four usable lines on this machine we can run two high pressure and two low pressure systems if we need to. Low pressure means no bounce back, which makes this machine perfect for drawers, while being able to run high pressure means it can be very paint-efficient when we want it to be. If one line ever went down, having four lines also gives us spares."

The Mini Plus P comes as standard with Superfici's 'Quick Change' system and Mark confirms it's super efficient: "We can have four guns on high pressure, four on low pressure, or if we wanted to go from high pressure to low pressure we'd only need to snap two levers open, push the unit up and lift it out, then put low pressure guns on. Connect to a second line with low pressure and we can go from high pressure to low pressure in about 10 minutes. The big advantage is we can switch from primer to top coating in next to no time and one unit can be cleaned out while the next is working."

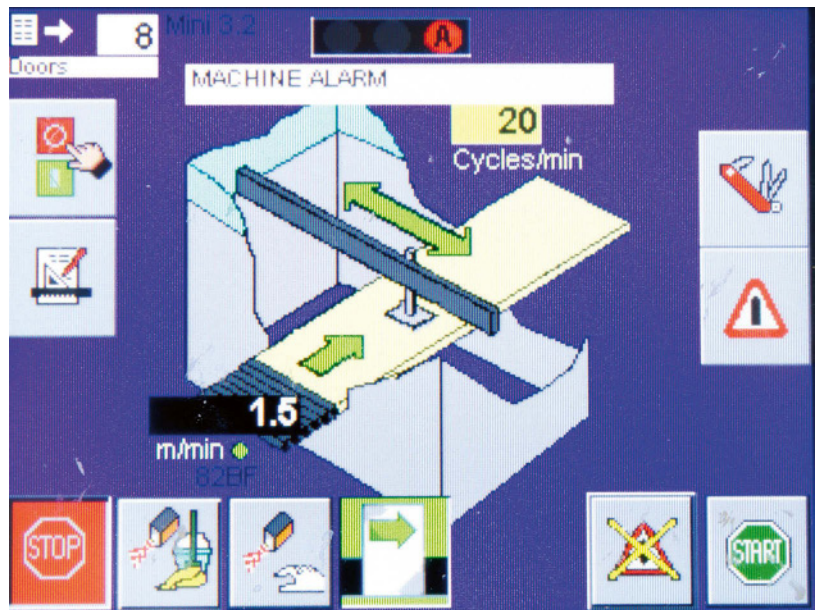
Superfici users can specify the guns they prefer but Mark was in no doubt he wanted a set of Wagner's Airmix GA4000s, which SCM supplied together with five Type 13-80 nozzles, five Type 11-80 nozzles and a set of four Wagner ASP low pressure Airmix guns with 0.8mm nozzles. "The beauty of the low-pressure Wagner's is they are on a click system," he told me. "Three click turns in means you get less paint out; three click turns on the air adjustment means your fan will



"Because we have four usable lines on this machine we can run two high pressure and two low pressure systems if we need to."



Lasers on the infeed table read the position and size of each component.
Bottom: Controlling the Superfici Mini Plus P is a B&R PLC control with 5.7" colour touch screen and easy-to-use Optispray software.



start to come in. We can adjust the fans down to a pencil line. We optimise the air cap angle: gun one at the front and gun four at the back spray vertically while the others are slightly offset so they get exactly into the corners. The Superfici fires the guns exactly where they need to be. It's so fast you can't even see it.

"If we put one guy on a 42 square metre kitchen he needs to sand-seal it, sand it, prime it, sand it, then top coat it. It takes a week and that's not including the drying time. The Superfici running at 2m/min will do all the painting in a couple of hours and the machine will do a better job, especially in the corners.

"The finish we are getting from the Superfici with these guns is better than we can hand spray, it's more consistent, it's right every time and it's repeatable. In corners, it never puddles. This machine is perfect for applying the hydroscopic coatings we need for fire-rated products where we must measure coating thicknesses with an ultrasonic sound micrometer and record that information for the OME when the product goes into the building. It's that accurate."

Mark adds, "And we've had the best spatter finish we've ever seen from this machine. It's just perfect. Even the most experienced sprayer can't achieve that."

There were a few other extras Mark wanted on his Superfici Mini: the laser system, which measures components entering the machine, is essential for the in-frame door sets many of his customers now want. It reads the frame and the gaps constantly and knows exactly when to cut the guns off, saving paint.

He also ordered two Speedy Cups with a pneumatic pump. The two-litre containers are ideal when small lacquer quantities are required and, says Mark, they are big enough to coat about six square metres. "We haven't got the quick colour change system that would enable us to go up to four colours at a time yet but we will have."

Controlling the Superfici Mini Plus P is a B&R PLC control with 5.7" colour touch screen and easy-to-use Optispray software – and for simplicity it's recipe-driven. "We can put recipes in, number them and it will

remember everything from pump pressure to the tips you've used. All you do is call up the recipe you want and it will run that again. Once it's set right, the consistency with this machine doesn't change – and I can run it with one operator. He doesn't need to be in full head gear and a full suit all day and having the Superfici does away with the need for six-monthly health checks for employees and the need to have compressor people in to check all the filters. We just need to make sure we're using a negative pressure system so nothing gets out to atmosphere. It creates a much better environment for our employees – so much so that we already have a few who would like to be trained to use it."

Mark is one delighted SCM customer. His Mini P is transforming his company, giving him increased throughput, better quality and absolute consistency – and it hasn't cost him an arm and a leg. For more information on how a Superfici automatic spray machine could transform your business, call SCM Group (UK) Ltd on 0115 977 0044 or visit www.scmgroup.com/en/superfici



Electrifying performance

Wagner adds special variants to its range of high-speed rotation atomisers with external charging for the processing of water-based paints.

From metal workpieces to automotive components and wood, Wagner's high-speed rotary atomisers can be used to achieve extremely efficient coating results on both small and large workpieces.

The Topfinish Bell 1S and Topfinish RobotBell 1 are equally well suited as all-round units for water-based and solvent-based coatings. Both models are now available as variants with external charge. They have been specially developed for demanding applications with water-based paints, where a particularly high coating quality is required.

The high voltage emitted via the electrode ring ionises the ambient air in such a way that the sprayed material is charged. The grounded workpiece is electrostatically coated. Compared to internal charging, external charging has the considerable advantage that the overall system does not have to be specially insulated for use with water-based coatings, reducing equipment costs significantly.

Both models can process higher-viscosity materials, too. The modular concept means they can be converted in just a few minutes to a version with internal charging for use with solvent-based coatings. The Topfinish RobotBell 1 ECH is mounted on a robot arm, while the Topfinish Bell 1S ECH is specially designed for use with reciprocators and linear axes systems.

The new versions also enable large spray pattern variations (70-800 mm). Alternative disk sizes and adjustable steering airs are available. An internal and external flushing device of the bell disk, as well as the direct disposal of excess material via a drain valve, ensure short colour change times for fast cycle times in highly automated coating.

Depending on the material, flow rate and workpiece, fine atomisation means an application efficiency of over 80% can be achieved. An exhaust air concept, which discharges the exhaust air to the rear, further optimises the coating result.

Wagner uses the same basic components for all high-speed rotary atomisers – turbine or bell disks and the easily replaceable valve blocks. The spare and wear parts are also identical. Simple operation, robust technology and durable components made of stainless steel reduce the effort required for assembly and maintenance.

For more information using the free Furniture Journal app, touch the images marked with link signs. Alternatively, visit:

www.wagner-group.com/en/industry/products/liquid-coating/product/topfinish-robotbell-1-ech/

www.wagner-group.com/en/industry/products/liquid-coating/product/topfinish-bell-1s-ech/





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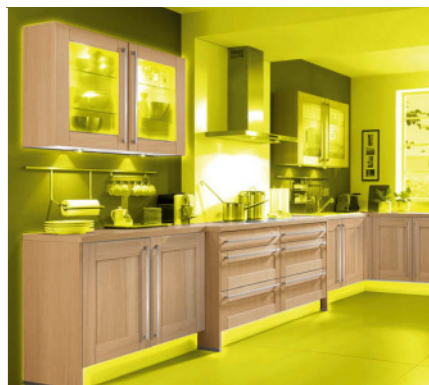
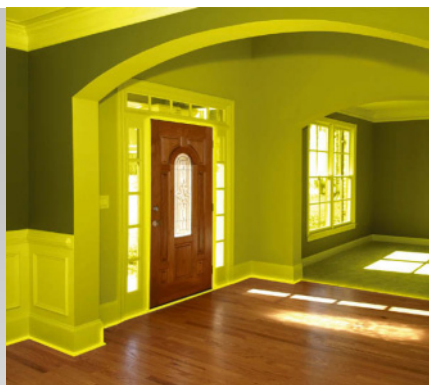


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Cefla's new Elispray

Cefla's Elispray is a tried and tested spray coating solution that's known for its high speed and high production capability – but with the recently overhauled version, Cefla has gone even further. Superior transfer efficiency, easier cleaning procedures and faster operation contribute towards significant savings, while patented solutions are providing users of the new Elispray with increased productivity and a reduction in the consumption of lacquers and solvents that's claimed to be as much as 20%.

The modifications Cefla has made include a double plenum that directs overspray where it is needed and allows it to settle gradually on the workpiece instead of being forced down. There's also been an increase in belt surface to maximise overspray recovery during long runs and Cefla's engineers have modified the layout of the suction areas so they interfere less with overspray. Operating at a lower speed than a reciprocating machine, the Elispray facilitates lower feed pressures – a further

contributor to reduced lacquer waste. It all adds up to longer filter life and less downtime for cleaning.

The patented product distribution system on the guns of the Elispray includes a rinsing circuit adjacent to the seals of the lacquer delivery circuit that rinses with either solvent or water, helping to detect and reduce local leakage points and lowering the working temperature of the joints for extended seal life.

As an option, Elispray users can specify Cefla's patented line feeding system, which now has a single lacquer circuit in the latest machine.

Critical components can be monitored while the Elispray is working, enabling maintenance to be planned in advance.

For more information visit www.ceflafinishing.com or www.mpsmachines.co.uk

Readers with the free Furniture Journal app can watch a video of the Elispray in action by touching the picture marked with a link sign.

Excessive overspray becomes a thing of the past with the latest version of Cefla's Elispray.





Brand new Striebig

Striebig's brand new panel lifter-equipped Edition 60 vertical panel saw makes the handling and cutting of larger panels safer and more efficient.

To mark its 60th year in the industry, Swiss vertical panel saw specialist, Striebig, has launched a brand new vertical panel saw: Edition 60.

Designed specifically for single-operator use, the new model, which is exclusively available in the UK through TM Machinery, includes an integrated panel-lowering device (PAV) comprising two panel-lowering units that position each panel automatically. This process eliminates the need to turn the sheet by hand during the cutting process, making the whole process of panel cutting a precise and effortless task that requires only minimal handling by a single operator.

The Edition 60 is suitable for use with panels of up to 3000 x 2150mm with a weight of up to 160 kg but a third lifter can

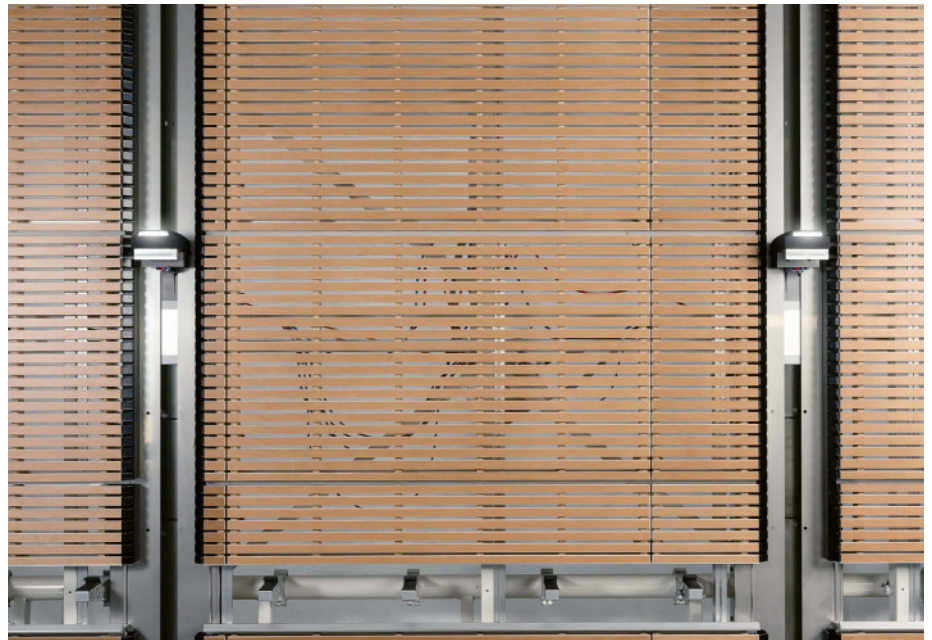
be added for cutting larger format panels of up to 5000 x 2150 with a combined weight not exceeding 240kg.

The new PAV system is also quick, offering an impressive feed rate of 5m/min under load and 10m/min without load. With additional features like integrated LED lights to guide you safely through the sawing process, you're guaranteed optimised and short processing times.

The new Edition 60 comes with numerous intelligent features designed to guarantee accuracy, speed and safe, hand-guided workflow. From a laser indicator for horizontal cuts and digital measuring systems on both the X and Y axis, to 17-pneumatically-braked support rollers and a pneumatic clamping motor carriage, the



Striebig Edition 60 bottom trim (above) and clamps (below).



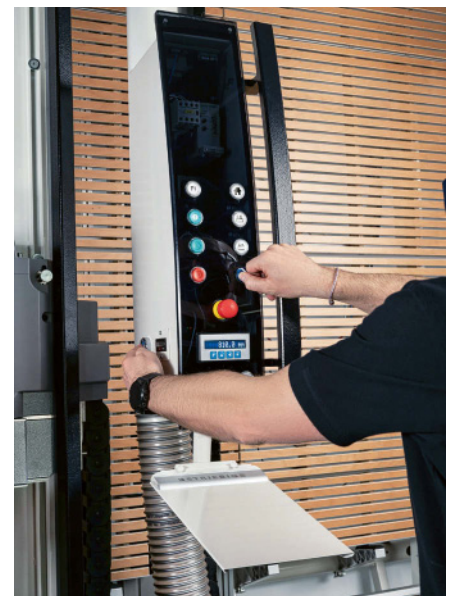
Edition 60's design encompasses simple and ergonomic operation.

It also features a user-friendly operating unit, a robust wooden support wall, powerful, high-torque 5.5 kW (7.5 HP) saw motor and an integrated TRK dust extraction system for seamless integration into any workshop. Striebig's exclusive OptiDivide optimisation software is also available on this model, offering further benefits including reduced wastage and time saving.

Matt Pearce, Managing Director of TM Machinery confirms, "With the introduction of the Edition 60, Striebig now offers the most extensive range of vertical panel saws on the market, with seven models providing varying levels of

automation. The Edition 60 gives our customers more choice. They no longer need to choose a larger, fully-automated model if they're looking to reduce panel handling significantly. It's ideally suited to small-to-medium-sized manufacturers who are looking to reduce labour and the risks associated with material handling and operator errors. With the Edition 60's lifters, which don't add to the height of the machine regardless of the panel size, one man can cut a sheet to size, quickly and efficiently. And with the impressive speed of the panel lifters, the cut cycle is quicker, reducing the time between cuts without compromising on accuracy."

For more information please visit www.tmmachinery.co.uk



INSIDESTORY

Are you looking to save time and increase production when machining doors, windows or stairs?

Weinig UK's five-axis Pro-Master 7125 CNC offers a highly adaptable solution for small-to-medium-sized manufacturers who want speed, precision and convenience. We take a closer look at the impressive list of credentials that sets this machine apart from the rest. For more information please visit www.weinig.co.uk



Mark Smith

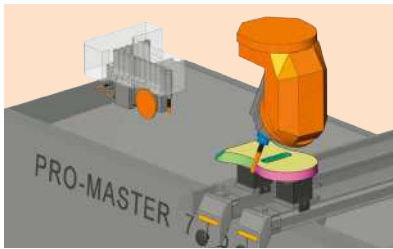
"The Pro-Master 7125 offers high-performance machining on solid wood," says Mark Smith, Regional Sales Manager for Weinig UK. "With generous working dimensions of up to 5420mm x 1400mm and a machining height of 210mm, the Pro-Master 7125 has been designed with an optimised cantilever arm. This not only offers the perfect solution for those looking to produce precision-milled workpieces without investing in angle aggregates or hand-finishing, it also increases the acceleration and high feed-speeds of the head, reducing the overall cycle time. With Weinig's fully-equipped machine package, higher efficiency and machining capacity is order of the day, making this 5-axis model a highly flexible and dynamic CNC."



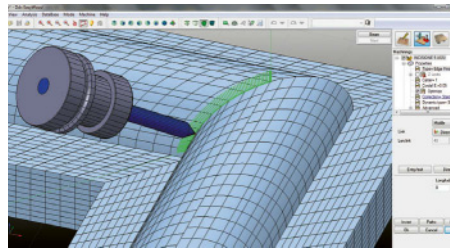
An optimised 16-spindle head with an integrated grooving saw and pressure booster for use on extremely hard surfaces comes as standard. An optional 24-spindle drilling head is also available.



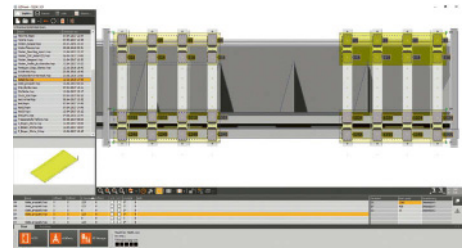
With either a manual or automatic console positioning system (X-Move), stops at the front and rear and four feeding supports, the level of automation can be customised for individual applications. Safety is also a priority with the Pro-Master, with patented three-field foot mats or safety bumpers available.



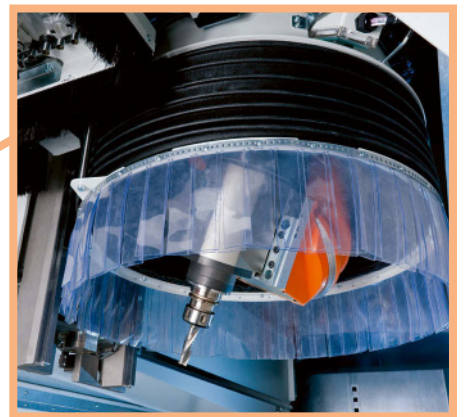
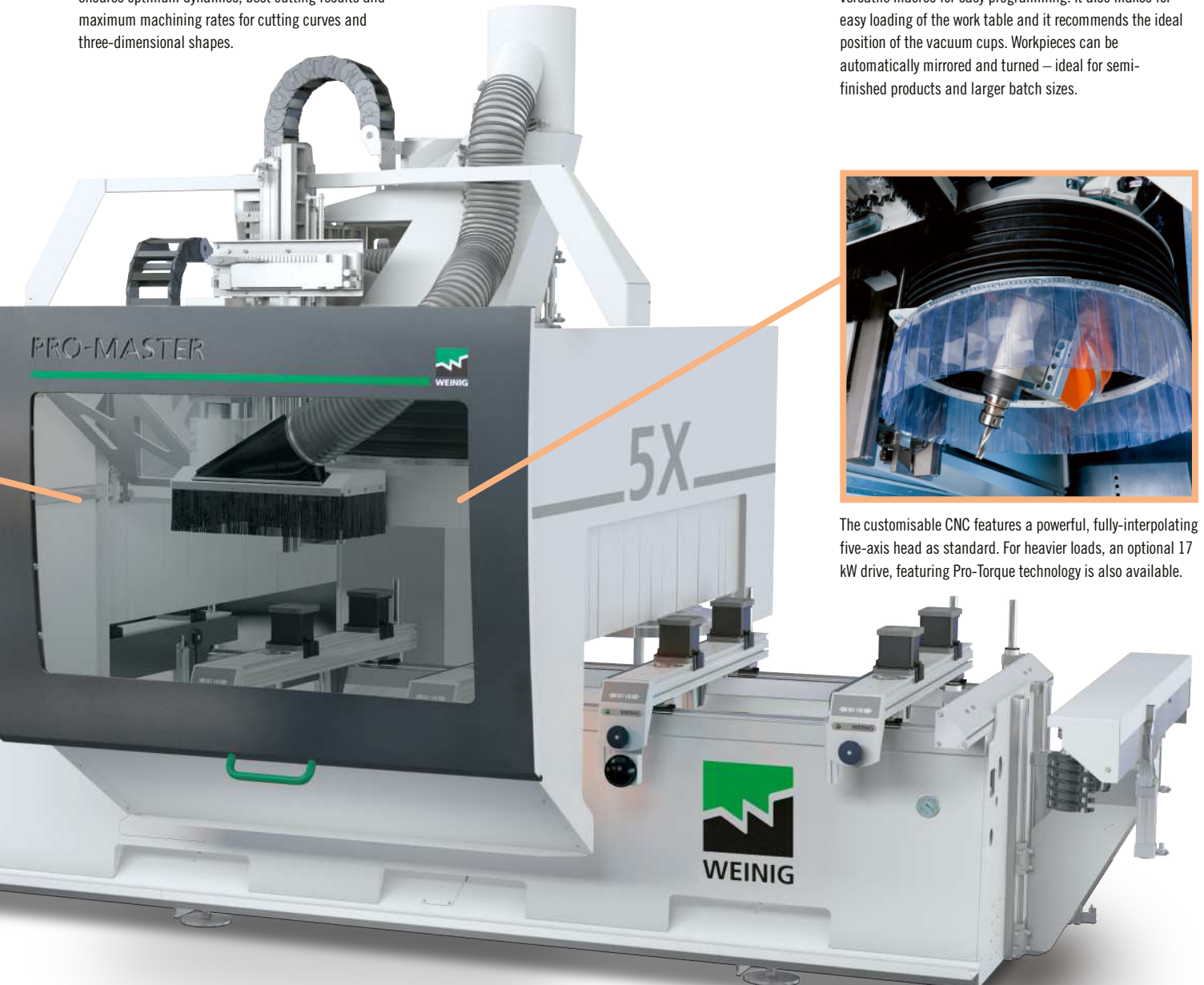
Open System Architecture offers simple connections to five-axis CAD/CAM software from all manufacturers. The optional Curve-3D performance package also ensures optimum dynamics, best cutting results and maximum machining rates for cutting curves and three-dimensional shapes.



CabinetControl Base allows you to create fixtures and cabinets as well as complete CNC program, in just a few clicks of the mouse.



The Pro-Master 7125 comes with an easy to operate CNC software package, displayed on a 12.5" monitor. The NC-Campus package features an integrated CAD module and versatile macros for easy programming. It also makes for easy loading of the work table and it recommends the ideal position of the vacuum cups. Workpieces can be automatically mirrored and turned – ideal for semi-finished products and larger batch sizes.



The customisable CNC features a powerful, fully-interpolating five-axis head as standard. For heavier loads, an optional 17 kW drive, featuring Pro-Torque technology is also available.

Master Solid Wood Like A Pro

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AVAXHOME-

the biggest Internet portal,
providing you various content:
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Connect with Weinig UK

Weinig UK's Connect series continues – and October's event focused on the Pro-Master 7125 CNC.



Mark Smith

Weinig UK has completed the third of its in-house event series, Connect with its CNC's For Solid Wood open-house. The three-day event, which took place at the company's showroom in Abingdon in October, offered visitors an exclusive opportunity to see Weinig's five-axis Pro-Master 7125 CNC in action and explore the possibilities it had to offer for those in door, window and stair production.

"For many of our visitors, Weinig UK's Connect series has been the first opportunity they've had to see new technology demonstrated to them on a one-to-one basis since the pandemic began," says Mark Smith, Regional Sales Manager for Weinig UK. With each Connect event focused on a specific manufacturing process, Weinig's machinery specialists have been able to tailor machinery demonstrations to meet the needs of their visitors and showcase the latest software and processing options available, helping new and existing customers stay connected with market trends and developments.

"This event has been about demystifying the world of CNC's and proving you don't need to be a CAD technician to use the

software effectively," says Mark. "Investing in a Pro-Master 7125 is the next step for many traditional machinery users who are looking to deliver efficiencies in their workshop. It's ultimately a step change in how they will manufacture in the future – saving on time, skill and labour – and it's been fantastic to see visitors embrace this change and the benefits that come with it."

Mark adds, "As well as running the machines throughout the event, we also demonstrated our software to reassure visitors just show easy the machine is to programme and use. We wanted to highlight the simplicity of a Pro-Master 7125 and break down the costs associated with the purchase into clear, manageable chunks. We believe this approach added real value to our attendees. The Connect series continues to be a great opportunity for our customers large and small to explore Weinig's machinery portfolio and we're looking forward to welcoming people to our next in-house event, Smart Workshops For The Smaller Manufacturer, on the 1st-3rd February 2022."

For more information visit their website www.weinig.co.uk

Connecting With Industry



Connect. Weinig UK's brand new in-house event series.
weinig.co.uk





Drilling

The Brema Eko 2.2 is a vertical drilling machine that's been designed to impress and you only have to look at the numbers to see it does just that.

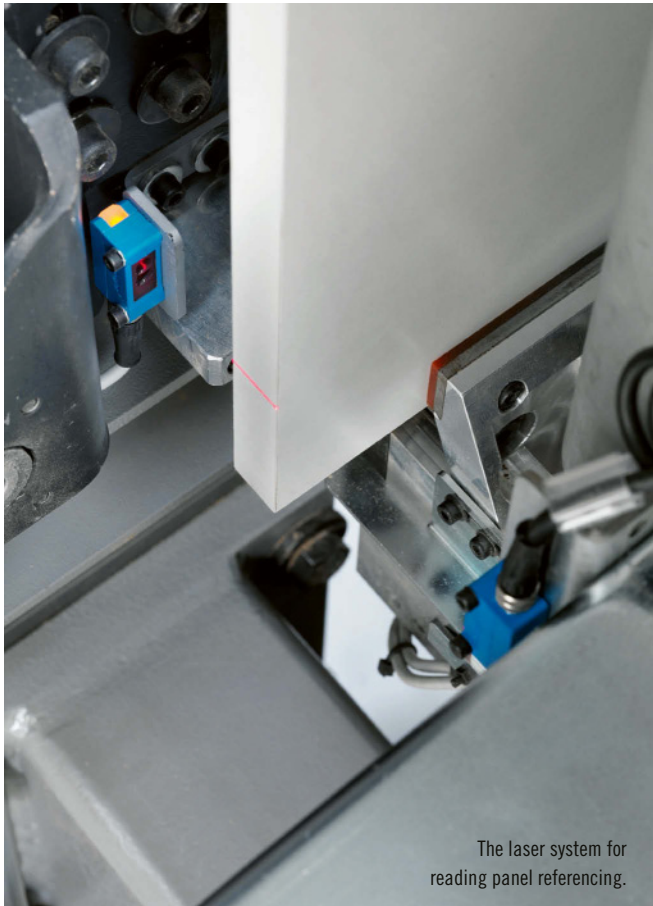
Six hundred panels drilled on five faces in an eight-hour shift from a single-operator machine with a footprint of just 17 square metres. You've got to admit, those are impressive numbers. But take a closer look at the Brema Eko 2.2 and you'll find there are more.

The Brema Eko 2.2 is a machine that was designed to impress and from the moment its new features were unveiled at Ligna 2019 it's continued to do just that. Designed with fitted furniture manufacturers in mind, the Brema Eko 2.2 – part of Biesse Group's woodworking portfolio – is a highly customisable

vertical drilling machine that will drill panels on all four edges as well as the face and it comes with sufficient routing capability to offer corner notching and grooving.

Talk to Paul Willsher, Biesse UK's Wood Commercial Director, and he will reel off a bunch of advantages that he says are unique to the Brema: he'll tell you about the class-beating 1250mm panel height it offers and how it will take boards of 8-60mm thickness and 3.2 metres long in its stride; he'll draw your attention to the zero-setup time it provides; explain the versatility that having a facility to unload from the left or the right brings to your operation; and introduce you to a list of impressive features – some

Paul Willsher



The laser system for reading panel referencing.



Double Grippers

by numbers

standard, others optional – that enable you to customise it to suit the way you want to work and put this machine in a class of its own.

One of the Brema Eko 2.2's key selling points is zero setup time, which makes it a good machine to look at more closely if you process numerous batches with relatively few panels in each batch. Using a laser, the machine detects the size of the panel and adjusts all the operations from that.

From an operator perspective, it couldn't be simpler to work with: a batch of barcoded panels from a panel saw or a beam saw is scanned by the operator using the optional barcode reader, which loads it into the work list automatically. All the operator has to do is place each panel on the machine one at a time and collect it when it's been processed.

"It will use the x-axis laser to detect the size of the panel, then it carries out the operation and returns the panel either on

the left or on the right, or through a panel return system," says Paul. "There's always a single panel going through but the machine can be loaded either manually – a one-man operation – or by robot. The loading area is on the left but unloading can be left or right. The grippers take the panel into the machine, it runs the program and it can be sent out to the right of the machine or brought back to the left."

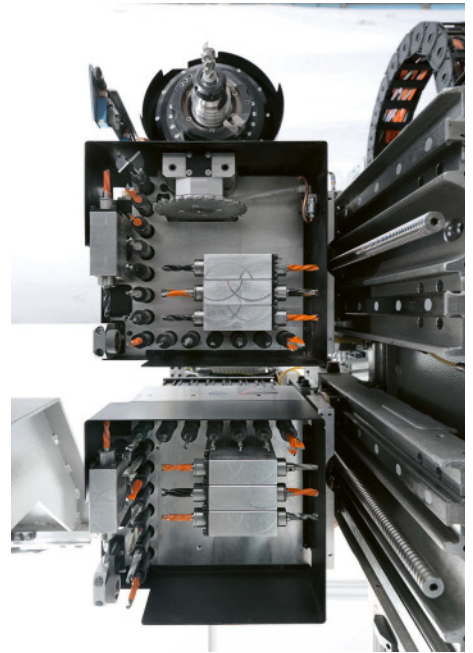
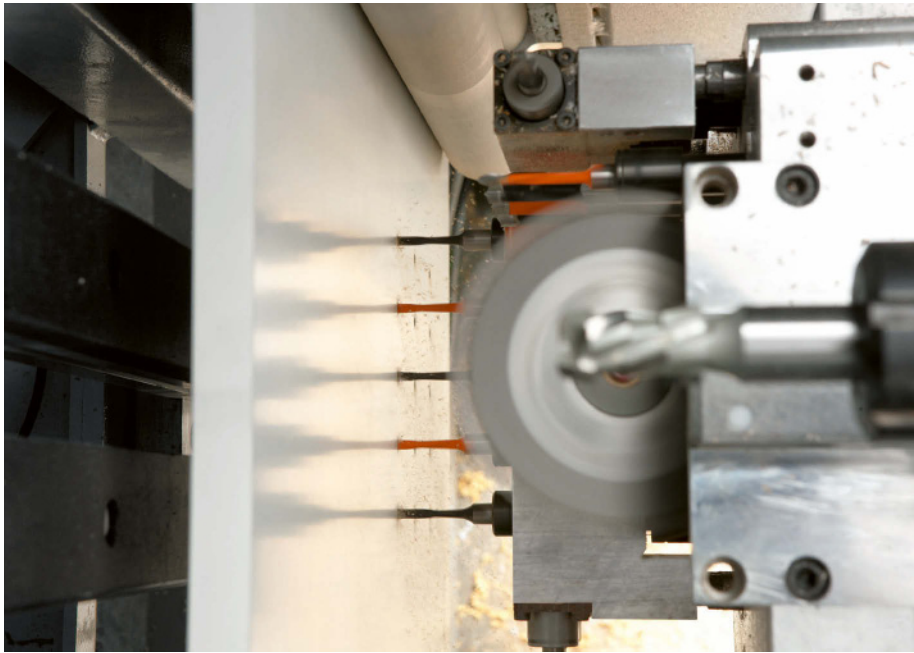
But it's not just zero setup time the Brema Eko 2.2 offers. Using an encoder integrated into the gripper to read the thickness of each board as it passes, the machine is also able to provide zero reference: "Zero reference of the operating group is a big USP," says Paul. "If you put a panel in that should be 18mm and it's actually 18.5mm, it doesn't matter because you have the reference on the correct side. Many machines won't do that. The software will

adjust the program in real time without the operator even knowing it's happening. When you put your cabinet together, you get a nice flush carcass every time because everything is worked off the zero reference."

Where some vertical drilling machines have one gripper, Biesse has equipped its Eko 2.2 with two and both have independent brushless motors. The main driver behind this was the greater precision and rigidity required for zero referencing but it's also essential where panels that require a longer stroke than the maximum 1500mm in the x-axis have to be moved.

And that brings us to another interesting number.

Equipped with the optional High Performance (HP) kit Brema released last year, the grippers on the Eko 2.2 will move panels at a speed of 110m/min – more than four times faster than a non-HP-equipped



Eko 2.2. And that, says Paul, increases the performance of the machine significantly:

“When the grippers are moving, typically they will move at 25m/min. With the HP kit, it will move them at 110m/min. The grippers reshuffle with one gripper staying connected while then other moves. It’s all about how fast the panel moves in the x-axis. By adding an HP kit, we can reduce panel processing time significantly. Every time the panel moves it moves at 110m/min.”

The greatest benefit is when processing larger panels. On a typical 400mm x 250mm drawer front the HP kit saves a couple of seconds while on a 3200 x 250mm bookshelf side, Biesse’s demonstration shows a whopping 26 second time-saving.

Of course, having an HP kit fitted to an Eko 2.2 that moves panels at a rate of 110m/

min does mean adding guards to protect the operator – but that’s where the machine’s footprint becomes 17 square metres. Without the HP kit, only 10 square metres are needed and it is a retrofittable option if you don’t need the speed to start with.

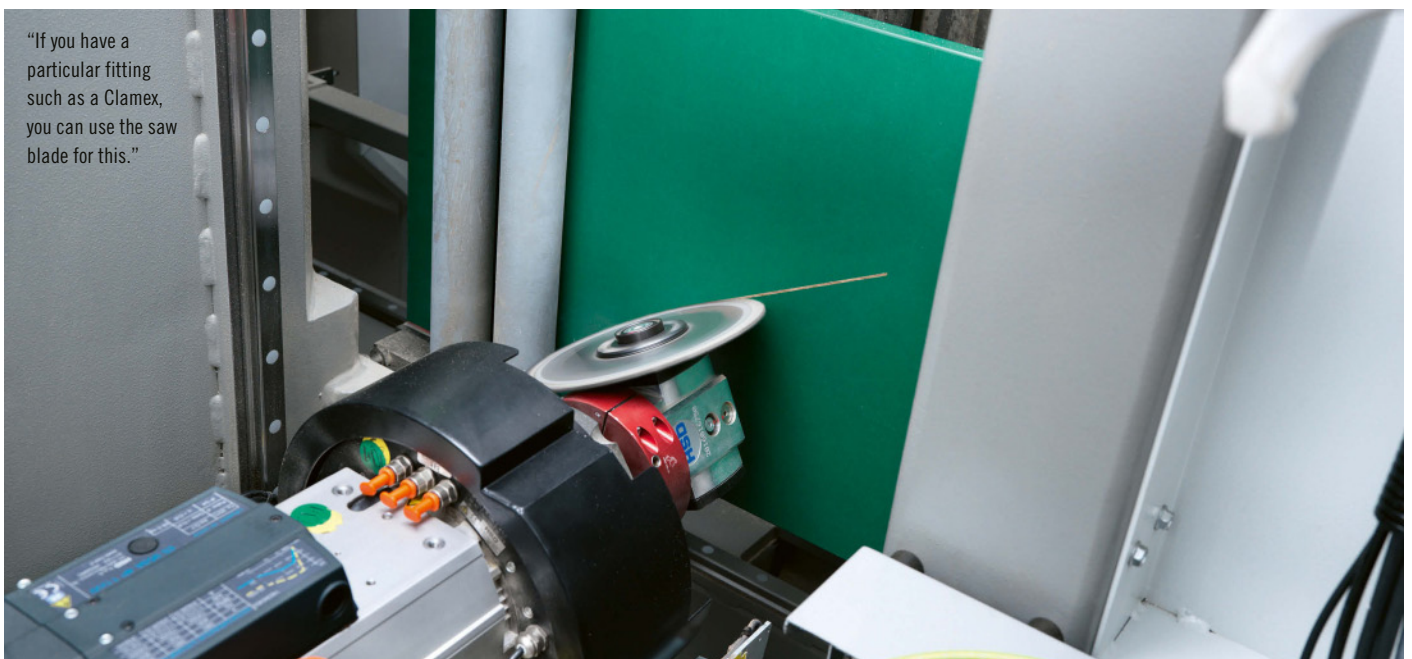
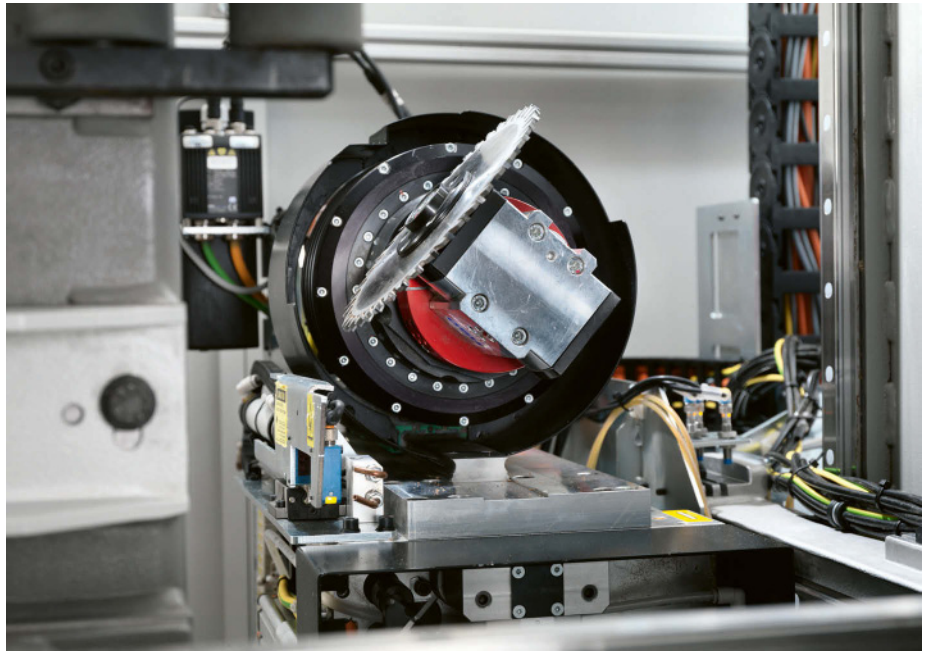
Inside the machine are yet more interesting numbers: the Eko 2.2 can be equipped with either a single drilling head, or two independently operating drilling heads and there is a choice of two different types of HSK electrospindle. The upper BH23 head can accommodate 7+7 vertical drills, 6+2 horizontal drills and a 120mm diameter saw while the lower BH21 head takes 7+6 vertical drills and 6+2 horizontals. As an alternative, you could specify one BH28 head, which would accommodate 7+10 verticals, 6+2 horizontals and a 120mm diameter saw.

As a further option, Biesse has provided the facility for an eight-position automatic toolchanger on one of the heads – an unusual feature for this type of machine. Being able to manage aggregates is a huge advantage because it basically means even a complex drilling pattern can be achieved using one program and there’s no need for the operator to stop midway through to change aggregates.

“The eight-position toolchanger is a big USP,” confirms Paul. “We can actually manage aggregates within the toolchanger so if you did want to use a sawblade, for example, you can manage it with the toolchanger. Some machines on the market have a toolchanger but can’t manage aggregates. The Brema 2.2 will. If you have a program that needs two aggregates, you have to have two programs with some machines and physically put the



The eight-position toolchanger



aggregate into the head. Having to put the aggregate into the head slows down the process. You don't get that with the Eko 2.2."

Combined with the macros in the bSolid software used to run the machine, the flexibility in the heads and the toolchanger of the Brema Eko 2.2 make it possible (as an option) to cut pockets for panel fixings and Biesse has macros covering all the major fixings from Lamello, IF and Ovvo as well as cam and dowel systems. "If you have a particular fitting such as a Clamex, you can use the saw blade for this," confirms Paul. "It won't insert the hardware but it will machine the panel to take the hardware. The macro is already in the program and there is an option available for gluing and inserting dowels."

The number of options available for the Eko 2.2 is quite broad and, in addition to

those already mentioned, includes a kit to detect the real height of the panel, a kit for processing of 2.5mm thick panels and, for anyone processing painted panels or high gloss, a kit for processing panels with delicate surfaces.

"The Brema 2.2 was invented for the end of the process so if you have a high gloss door, you would want to drill after spraying so you don't see spray overspill in the hinge holes," explains Paul. "We have a delicate panels kit that reduces the risk of scratching. All the rollers have a special finish like a felt cover rather than being hard and there are rubberised rollers for the panel to run on."

There are surprisingly few limitations to the Brema Eko 2.2. It will route but you wouldn't want to attempt serious routing of shapes on it because there is nowhere for

the offcuts to fall and if the range of profiles you wanted to machine extended beyond 25mm, the grippers wouldn't be able to grip the panel. But bar these, it's a very versatile, very fast, easy-to-use, compact drilling machine – probably one of the most productive in its class. It's certainly a machine worthy of a closer look if you're in need of a compact drilling solution and by the end of the year, Biesse Group UK should have one to demonstrate with a panel return system in their Daventry showroom.

For more information, call Biesse Group UK on 01327 300366 or visit www.biesse.com/uk/wood/ or if you are reading this article with the free Furniture Journal app, touch the image marked with a link sign to watch the Brema Eko 2.2 in action.



Storage and retrieval

Homag's automatic storage and guided vehicle systems deliver intelligent logistics that drive success.

If you are in the market for an automated storage and retrieval system to simplify and increase the efficiency of your production procedures, maybe it's time to take a closer look at what Homag has to offer. Regardless of the size of your operation, Homag's solutions are designed to increase production capacity while reducing personnel and costs that arise from quality issues.

Homag's Storeteq range consists of two fully automated horizontal panel storage and retrieval systems that optimise the storage and movement of panel stock of all sizes. The storage system can be used with a beam saw, a nesting CNC, or in combination with both a saw and CNC as a cell. It can also be used independently to manage stock and provide rainbow stacks for downstream processes.

The Homag range starts with the entry level Storeteq S-200 – the ideal solution for smaller workshops. At the top of the range is the **Storeteq S-500**, which covers almost every industrial manufacturer's panel storage and retrieval system requirements. Each model in the range can be configured to suit

the stock you need to store and manage and the space you have available. The Storeteq S-500 system is extremely efficient, increasing productivity by up to 40%.

To connect the processing steps in a production workflow between manually operated machines or automated processing centres, Homag has developed its **Transbot** automated guided vehicle system. These self-driving smart transport robots are automated guided vehicles (AGVs) that navigate freely through any space without the need for mechanical aids such as wires or rails. They connect together individual processing machines, automated cells and manual workstations.

The full range of benefits offered by this new generation of materials handling equipment can be applied to both small and large factories, from series production to batch size one – and they are adaptable and fully scalable if you need to make changes to your production processes or programs.

For a demonstration or more information, visit www.homag.com/en/contact/homag-uk or contact Homag UK on 01332 856424.



Homag's Transbot navigates freely through any space.

ADEX EXPO

1-3 December 2021



Join R&J Machinery to discover and demo the very latest woodworking machinery from world-leading brands

Established in 1994, R&J Machinery is the UK sole importer for Altendorf Group machinery, offering the complete range of Altendorf panel saws and Hebrock edgebanders. Our wide range of woodworking machinery partners consisting of TigerStop, Koch, EMC and Macmazza will also be present during the exhibition along with a wide range of impressive used machinery.



Altendorf Panel Saws

New for 2021, the Altendorf Hand Guard model features the world's first and only optical system that protects people, machines, and materials. Its unique early detection system features two cameras. When the Altendorf Hand Guard detects the user approaching, the saw blade retracts away in the blink of an eye. The machine is not damaged and is ready for use again immediately. The detection system works for all materials, and even knows when the operator is wearing gloves.

We'll have the full range of sliding tables saws on display, from the WA6 to the flagship F45, all with a full array of options to view.



Hebrock Edgebanders

The F-Series and K-Series offer proven edging technology for the modern workshop. Hebrock edgebanders are made in Germany to the highest possible quality and finishing level. PUR & EVA glue processing is a standard feature across the range.

The impressive K-Series offers **ZERO Glue line technology** in the form of the AIRTRONIC system, and a compact, user-friendly design for smaller workshops. This machine and all others are on-site and ready for full demonstration, with all models also in UK stock for quick delivery.



TigerStop Cross-Cutting

We are proud of our long-standing partnership with TigerStop. They offer some of the most advanced automated pushing and digital measuring systems on the market today. The TS1000 and TS2000 are fully automatic optimised up-cutting saws for all types of material, from wood to non-ferrous metals.



You're invited! ADEX EXPO

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Other machines in action will include the **Macmazza TS90 beam saw** from the long-standing Italian manufacturer. This has a 4,300mm cutting length and 90mm cutting height with full optimisation software.

EMC wide belt sanders will be on display with two specifications, from calibrating to fine veneer sanding.

Represented will be **Koch drilling and dowel insertion machines** for flexible and accurate processing from the leading German manufacturer.

For more information and to register your attendance...

01455 840224 sales@rjmachinery.co.uk

visit us online at www.rjmachinery.co.uk

Thermwood Model 90 Heavy Duty 5 Axis CNC for Three-Dimensional Applications

Used For:

- Plastic Trimming
- Molds
- Patterns
- Non-Ferrous Metals

The Thermwood 5 Axis Model 90 is a heavy duty, high-speed five axis CNC router specifically developed for three dimensional applications.

It is used for production trimming of thermoformed, composite and fiberglass parts as well as being utilized for machine patterns and molds directly from CAD data. This robust system offers a variety of options and features to tackle a multitude of different applications.

Model 90
(5' x 5' Table)

Scan QR Code to
learn more about
the Model 90



Model 90DT
(5' x 12' Tables)

The Model 90 comes with either single (5' x 5', 5' x 10', 10' x 5') or dual moving aluminum tables (5' x 5', 5' x 10' and 5' x 12') as well as a 12 HP router and a 4-position automatic tool changing system as standard. Larger routers and additional automatic tool changers are available.



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Daltons Wadkin MD Alex Dalton (left) with SCM Sales Manager Chris Jackson (right).

Record for Daltons Wadkin

Despite a global pandemic and a nationwide fuel crisis, the 2021 Wood & Panel Machinery Show hosted by Daltons Wadkin has proved a huge success. A record number of visitors attended the three-day event in Nottingham.

In addition to celebrating 120 years of trading, Managing Director Alex Dalton used the event as a springboard to launch a new partnership with leading Italian manufacturers SCM. "SCM need no introduction to the industry," comments Alex. "As the largest manufacturer of woodworking machinery in the world, their wide range of products is synonymous with robust engineering and cutting-edge innovation. We are proud to be able to offer the full range of Minimax, Nova, Class and L'Invincible products to our growing customer base."

Solid wood processing equipment including Salvador automatic crosscuts and Stenner band resaws focused on labour saving, waste cutting solutions, while both vertical and horizontal panel sawing options were demonstrated with machines from Altendorf, SCM and Elcon.

"I don't think any other machinery supplier in the UK can match our offering when it comes to panel saws," enthuses Alex. "We have been supplying Elcon wall saws for over 30 years now. When it comes to sliding table saws, between Altendorf and SCM we have around 30 models to offer customers, ensuring we can cater for every application and budget."

One of the biggest growth areas for Daltons Wadkin is the CNC market. The Wood & Panel Machinery Show demonstrated two unique Kimla models featuring the latest linear drive technology – instead of traditional rack and pinion/ball screw drives, Kimla offers a magnetic contactless drive system. The result is maintenance free operation, increased acceleration and accuracy.

For anyone not able to make it to the Wood & Panel Machinery Show, Daltons Wadkin welcome visitors throughout the year for working demonstrations. Contact the team on 0115 986 5201, email info@daltonswadkin.com or visit www.daltonswadkin.com

Daltons Wadkin reports record visitors to its open house exhibition as the company announces a new partnership with SCM.

Live demonstrations on the Elcon 155 DSX Limpio vertical panel saw.





On the rise

Save time, cut costs and spare yourself the problems of back injury with an Elephant lifting system from IMA-Schelling Group.

Panels are heavy. Lifting them manually day in and day out is heavy work.

With Health and Safety law uppermost in every employer's mind, even in smaller workshops it makes sense to replace manual lifting operations with technology wherever possible.

Providing a human with an Elephant as a helper may sound like an odd thing to do in a furniture-making environment but for many workshops around the country, it's proved to be exactly the solution that's needed.

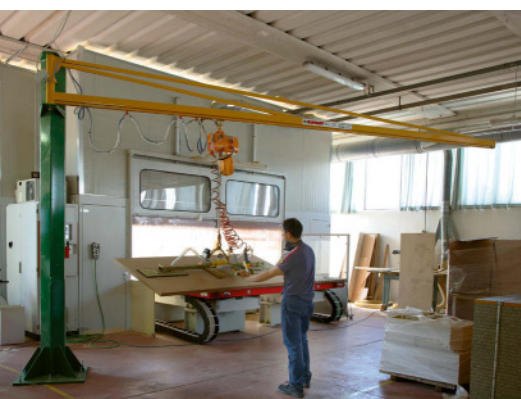
From the smallest workshop to the largest factory, Elephant vacuum lifting equipment, available exclusively in the UK from IMA-Schelling Group, is helping employees avoid back strain and making light work of heavy tasks. Whether you are loading a **vertical panel saw**, loading a **beam saw**, or loading a **CNC machining centre**, Elephant has a solution to fit your needs.

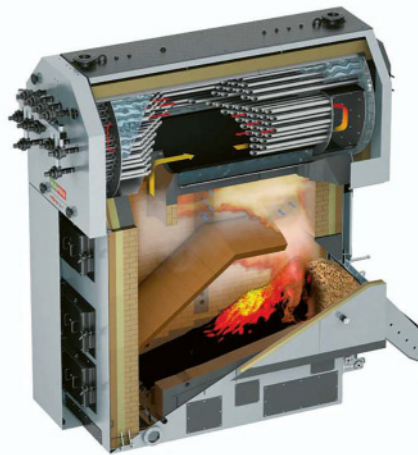
Elephant lifters are available with one, two, three, four or more suction cups that work either with compressed air or an electric

pumping unit. Included in the elephant range are palletised moveable jib versions with vacuum lifting attachments that provide a 200kg load capacity – sufficient for handling door blanks – and manual, electric and pneumatic tilting options.

For larger operations, bracket-mounted jib crane designs supplement column-mounted units. IMA-Schelling in the UK have experts on hand to guide you towards the best choice for your operation from profiled jib, cantilever arm, tie-rod girder arm, articulated arm and sliding arm options – and the range extends further, up to articulated bridge cranes.

Whatever your lifting requirement, IMA-Schelling has a solution – and with an Elephant, you can go as big as you need. For more information call 01937 586340 or visit www.schelling-solutions.co.uk/lifting/lifting-solutions/ Readers using the free Furniture Journal app will be able to watch video demonstrations by touching the interactive blue text.





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Winning Votes



For larger operations, or where a shredder is sited inside a factory, automatic feeds and custom-built cabins are available.

Boost your green credentials and cut your landfill costs by shredding and briquetting your own offcuts with a Votecs.

Green is good. Having green credentials is not just a vote-winner these days, it's increasingly being used by savvy manufacturers to win customers over. And in today's climate, with landfill and energy prices sky-rocketing, it makes good business sense to investigate what you can do to reduce your costs.

If you are still dumping offcuts in a skip and paying to have them removed, even if you don't have a biomass boiler to feed, shredding them could provide a reduction

in costs and a source of income in the form of burnable briquettes. And you don't have to be a large manufacturer to afford the machinery.

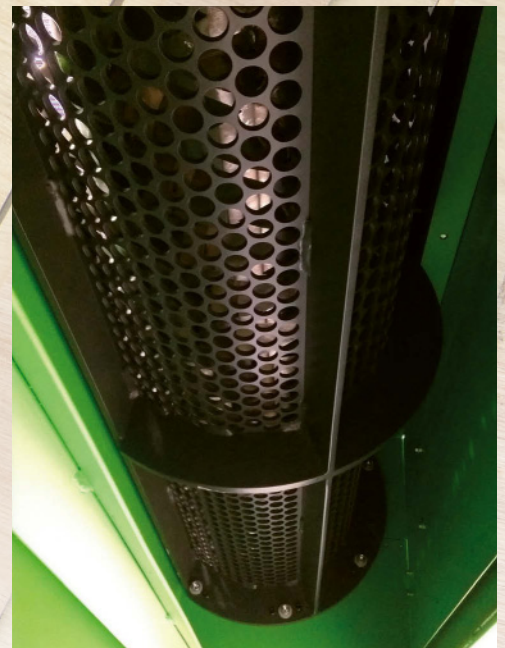
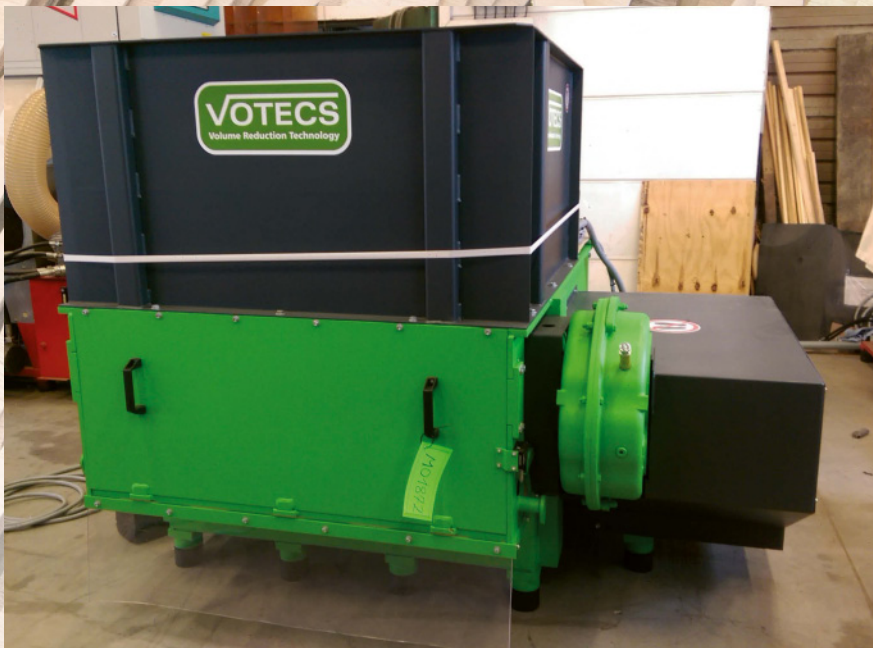
The German company Votecs, represented in the UK by Wetherby-based IMA-Schelling Group, is a specialist in processing wood waste and many other materials. Renowned for robust technology and longevity, Votecs machines are energy efficient and are individually built to cope with the volume and the material you need to shred.



Left and Far Left: One of the larger Votecs models installed at Lambsons.

Below Left: Not all Votecs machines are giants!

Below: Rotors can be made with up to four knife rows and each blade is concave.



Careful consideration to the design of the single-piece rotor in machines like the compact Votecs EZ 5/1 – 8/2, with its clever slider control system and large number of quadruple rotating concave blades, make the process of shredding wood waste, hardwood, softwood, chipboard and MDF fast and efficient. Machines in the Votecs EZ 5/1 – 8/2 series will even cope with paper and cardboard, making them ideal for smaller companies, and different rotor diameters from 252mm to 600mm are available according to your particular application.

Quiet in operation and dust-free, material deposited into the hopper is pressed against the cutting rotor with a hydraulic pusher.

A screen under the rotor determines the size of the shavings, which are subsequently removed either by a conveyor belt or a screw conveyor.

Team a shredder with a Votecs AP briquetting press and you have the option to reduce the volume of your waste products and save on storage and/or transport costs, or burn briquettes for cost-effective energy production – and if you produce more than you need, a ready market with an additional income stream awaits.

Votecs briquetting machines work by mixing and feeding the material to be compressed into the pressing mechanism where it is first pre-compressed, then

compacted further by the press cylinder. Once pressure is reached, the tongs open and the briquette is pushed out.

Like the shredders in the Votecs range, Votecs briquetting machines are designed and manufactured with careful consideration to simplicity in operation and maintenance and longevity and a full range of options is available that caters for smaller craft workshop requirements as well as mass production factories with high volumes.

If you'd like more information on how to cut your waste disposal costs and boost your green credentials, talk to IMA-Schelling Group on 01937 586340 or visit www.schelling-solutions.co.uk/shredding-briquetting/



Go Green

**What do Andrew Marr,
David Attenborough and a
new forklift have in common?
Just ask CombiLift!**

Irish materials handling specialist CombiLift has officially launched its latest product, the Combi-XLE, as a further addition to its impressive range of electric models. This multi-directional forklift with up to five-ton lift capacity, combines emission-free operation with powerful performance for a wide range of industries and applications.

The original engine-powered XL C-Series model was developed to address the requirements of tough working environments such as those in the timber, concrete and steel sectors. The new Combi-XLE incorporates the same key design features: high ground clearance, large cushioned front and rear tyres and a spacious cab, allowing smooth operation on semi-rough terrain while offering a high level of driver comfort.

The Combi-XLE incorporates up-to-the-minute technology such as the patented all-wheel traction that reduces tyre wear and load swing and enhances braking. Also included is a newly developed, patented Eco-Steer System which provides a smaller turning radius and improved user experience.

Since Electric powered trucks do not have traditional combustion engines, or

hydraulic transmissions, there is no longer any need to check and top up engine fluids / lubricants, resulting in longer intervals between services, ultimately saving costs. The use of toughened, eco-friendly water-based paint also dramatically reduces the amount of Volatile Organic Compounds (VOCs) during build.

"The technology we have incorporated into the Combi-XLE means its performance is on a par with diesel or LPG powered forklifts when it comes to handling very bulky and heavy loads, whilst of course offering a greener operation," said CombiLift CEO and Co-Founder Martin McVicar. "We made our first electric C-Series over 18 years ago and now over 60% of the trucks we manufacture are electric."

Watch as Andrew Marr and David Attenborough introduce the Combi-XLE to the sound of surrounding wildlife on your free Furniture Journal app by touching the picture marked with a link sign, or for more information on CombiLift's electric range touch here: combilift.com/xle Touch here to be impressed with CombiLift's unique Eco-Steer system: youtu.be/stvyIJsQGps



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The first Combilift, a C4000E, arrived 2019.



Combilift for EWT

There's a bit of a digital and e-commerce revolution happening in the tranquil setting of the South Downs, the home of hardwood timber specialist English Woodlands Timber. Since the start of the pandemic the company has pulled out all the stops for its online marketing activities and as a result has achieved record sales as well as a large number of new customers.

Catering for the bespoke and high-end construction, joinery, furniture and kitchen sectors, the company is experiencing huge demand for its niche products, which include boards, cladding and structural timber as well as a wide range of species such as oak, elm, ash and sweet chestnut. Fundamental to its success is the fact that each and every item stocked is now also available to view and buy via the web shop.

Equally important, however, is the ability to efficiently fulfil what Director Ian McNally calls the "pick, pack and dispatch" side of operations once orders have been received. For this, English Woodlands Timber (EWT)

has switched to products from Irish handling specialist Combilift, which have been instrumental in enabling it to keep pace with the recent 50% growth in business. Having previously used mainstream counterbalance forklifts, Ian and his team were won over by the multi-directional abilities of Combilift's C-Series trucks when they saw one in operation at another timber supplier.

Having taken delivery of the first C4000E model in 2019, two of these four-tonne trucks are now in operation at the four-acre site, together with two two-tonne capacity Combi-WR4 multi-directional pedestrian stacker trucks. The latter feature Combilift's unique patented multi-position tiller arm which enables the operator to work at the side of the unit rather than at the rear when working in narrow confines for enhanced safety. EWT's materials handling consultants, Locators, supplied all the trucks and also recommended a wider than standard fork carriage of 1950mm for the WR4 models, which increases load stability when carrying six-metre-long packs or boards.

When English Woodlands Timber launched into online marketing, it was Combilift who helped them fulfil orders.



The Combi-WR4



"What differentiates us from other suppliers is our quality and diverse range, best summed up as the choice of length, width and thickness of our products," said Ian. "But we need to ensure that our own pick, pack and despatch procedures match the ease and efficiency with which customers can select and buy packs and individual boards. The Combilifts can handle all the varied and awkward sized boards we stock, they are nimble, manoeuvrable and allow us to work more quickly."

The ability to move six-metre lengths sideways with the C4000E trucks has done away with the need for wide aisles and access areas in the undercover warehouse, and the widths between packs stored outdoors have been more than halved – down to three metres compared to the six to eight metres needed for the old two-directional counterbalance trucks. Storing most product in four-metre high racking rather than block stacking has also made best use of vertical capacity and Ian reckons that at least 35% extra space has been gained in the existing footprint. This is set to increase once another Combi-WR4 is brought in for use in the machine shop.

A further advantage of the Combilifts is their versatility, not just when it comes to lifting and moving products around inside and out, but also their ability to double up as portable work stations to rest boards on whilst they are logged, numbered and photographed before being put online. Owner and MD Tom Compton is particularly impressed with the performance of the Combi-WR4s. "This one operator/one machine combination has been transformative and has improved productivity by 30- 40% compared to the old trucks. In spite of their relatively small size they can easily lift packs of timber from the top bay of racking. An added bonus is that training staff to use them takes just a few hours."

Sustainability is also a byword at the EWT woodyard, with solar panels on roofs wherever possible, charging stations for those who drive electric vehicles, chippings are used for biomass and other material is recycled into bedding for horses. "It's electric power wherever possible here and nothing goes to waste," says Ian. Electric Combilifts were therefore the machines of choice, as they are emission free and are also very

quiet compared to diesel machines – something that's appreciated by all on site. Due to the general move to cleaner operation in many sectors, over half of Combilifts now manufactured in the Monaghan HQ are electric powered.

Thanks to its digital offering, EWT's customer base has expanded not only in quantity but also in geographical reach. "Typically, we used to sell within a radius of 20–30 miles but now we sell nationwide," said Ian. "Also, whereas customers generally used to come in person and look through the range with our experts, they can now browse and find exactly what they are looking for from the comfort of their office. But if people want to visit us and meet the team, then of course they are always more than welcome!"

Ian sums up: "The latest digital technology and the innovative engineering from Combilift has been a winning combination, which has enabled our business to expand and flourish, without having to worry about building extra space too."

For details visit www.combilift.com or for English Hardwoods, visit www.englishwoodlandtimber.co.uk



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