

NOVEMBER 2022 furniture

JOURNAL

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Grass Movement Systems has a breathtaking new facility that will help you sell more effectively

Sicam 2022: the best from Pordenone

Developments in software

SCM announces the launch of its Stefani sbx edgebander

PanelPro opts for a duet of machines from Biesse

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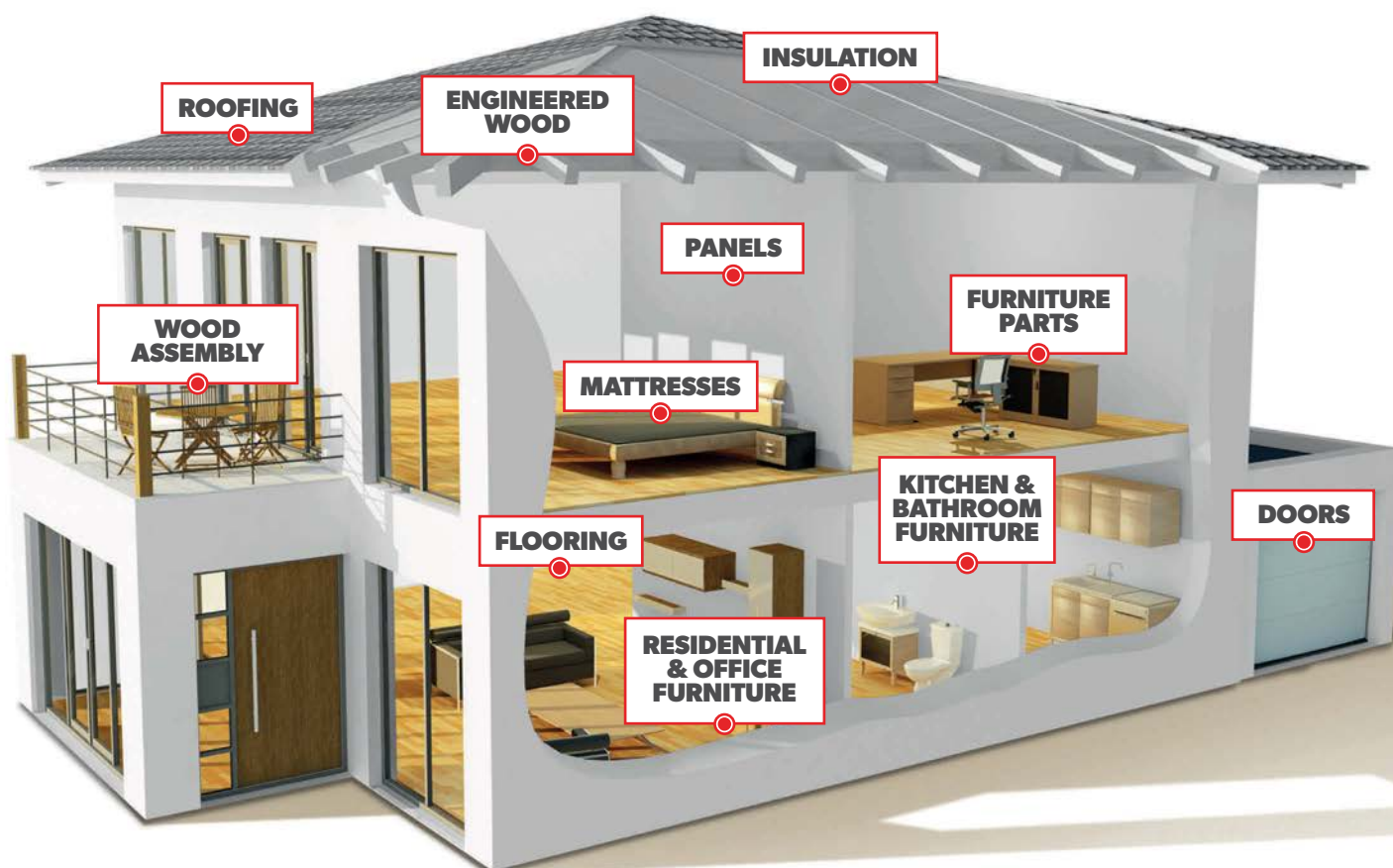
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Story: pages 66-68

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Contents

2 Fanning the flame of desire

If you can excite and draw on the emotions of consumers when you sell a product it will always cement the decision to purchase. Grass Movement Systems has a new facility that will show you how.

8 Sicam Review

Ideas, trends and innovations from Sicam 2022.



11 Tacto from Titus

Phil Beddoe outlines some of the latest developments from Titus.



12 Dressed to Impress

Impress gets the FJ award for the most imaginative stand at Sicam 2022.



14 Saviola goes RGB at Sicam

Saviola presents new concepts and new finishes at Sicam 2022.



16 New from Rehau

A new programme and new services from Rehau at Sicam 2022.



19 More from Ostermann

With each exhibition, Ostermann's range grows ever broader – and Sicam was no exception.



20 Sicam Highlights



22 Egger at Lawcris

Egger makes a statement in Leeds with a brand-new display at Lawcris headquarters.

25 Think Smart

Medite's range of panels is ideal for hot or moist conditions.

26 Organisation made easy

Alongside fittings, drawer runners, pull-outs and lift systems, Blum's offer also includes clever ideas for organising.

29 A handle on the market

Häfele has teamed up with manufacturers around the world and curated one of the largest handle ranges in the UK.

32 Hinges from Hranipex

Adam Stevenitt, Technical Product Manager at Hranipex UK, talks about the new Riex hinge offer from Hranipex.

35 Checks made simple

Pattern-matching is no longer the bane it used to be if you have an Assyst Bullmer system.

36 Summer software surge

CAD+T launches new contactless parts-tracking software.

39 Mix and match CAM

Greater efficiency and simpler customisation from Alphacam.

40 New to Maestro

Maestro easyFLOW and Maestro Power TMS are just two of the latest additions to SCM's Maestro software.

44 Software from Shaper

A universal template for Shaper Origin and simple software further streamline shop workflows.

47 Software with bite

The easy operation of the TigerSaw 1000 fully-automatic push-up saw becomes a whole lot faster with TigerTouch.

48 Microvellum sponsors the MGM

Microvellum has signed up as co-sponsor of the Manufacturing Guild Mark.

50 Stefani sbx: the new benchmark

SCM's brand new double-sided industrial edgebander, the Stefani sbx débuts at Xylexpo.

54 Cube: to the power of 3

Weinig launches a new and even more feature-packed model of its compact four-sided planer: the Cube 3.

56 Banging the drums for Biesse

Speakers, turntables, doors, desks, carcasses... PanelPro makes them all with a little help from a new Biesse duo.

60 Are you just in time?

You don't have to be Einstein to work out the benefits of Super Deduction tax but you do have to be quick to take advantage of it.

62 Special K

Koch's product lines – Base, Pro and Select – for edge and frame processing are known simply as the K-System.

64 More from Makita

Makita has launched a new 40VMax XGT Brushless Pin Nailer and added a new kit option for its recently introduced 40VMax XGT 82mm Planer.

66 Impossible angles made easy

Working with Lamello made Richard Langston and the team at RK Carpentry rethink their whole way of working and pushed their furniture designs to new levels of intricacy and complexity.

71 Combilift: the space men

Maximising your warehouse space isn't as difficult as you might think – and with Combilift on your side, it's free.



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*"Every decision is an emotional decision.
We don't always need to rationalise
everything to justify why we have decided
to go in this or that direction."*

Harald Klüh, Global Brand Manager at
Grass Movement Systems in Austria.

Fanning the flame of desire

If you can excite and draw on the emotions of consumers when you sell a product it will always cement the decision to purchase. Grass Movement Systems has a new facility that will show you how.

At some time or other we've all made an emotional purchase. You know what I mean: the watch you bought for no other reason than it looked good and made you feel good to wear it; the car that promised comfort for your passengers and a driving experience like no other for you; the fabulous five-star holiday that jetted you off to far-flung shores where you could enjoy new experiences in luxury surroundings.

Do you remember how in the instant you made the decision you were consumed by the excitement, the thrill of connecting with something special?

Do you remember the intense kick, the feeling that washed over you when you nailed it; the involuntary smile that spread across your face as you signed on the dotted line?

You might tell yourself it was not the most grounded decision you've ever made but you knew it was the right one. You could feel it. If practical considerations had been your only concern, you know could have bought cheaper; you could have managed with a lesser service, you could have held back and changed nothing. You could have continued to wear the watch that had served you well for years; had your trusty car serviced and run it longer; booked a B&B in Skeggy – but you didn't. You saw the potential,

bought into the moment and enjoyed your emotional purchase.

Emotional purchases are triggered by experiences. Something stimulates the imagination and fans the flame of desire: you didn't just buy, you bought because of something you saw, something you heard, something you experienced, or something that triggered your imagination. They created the want. The purchase provided the pleasure. Understanding the triggers and capitalising on the emotional gratification they provide create desire for a product and stimulate sales – something top-flight creative agencies understand well. They take their cues from theatre and the film industry to achieve their objectives, drawing on all the senses and creating desire for the product that motivates the buying decision. Possessing such knowledge can open new market opportunities and drive sales for you too.

Harald Klüh, the forward-thinking Global Brand Manager at Grass Movement Systems in Austria, believes it is incumbent on all manufacturers to excite and draw on the emotions of consumers when they sell a product because a powerful emotional stimulus will always cement the decision to purchase far more effectively than quoting vital statistics and comparing prices. To help Grass clients understand how they can

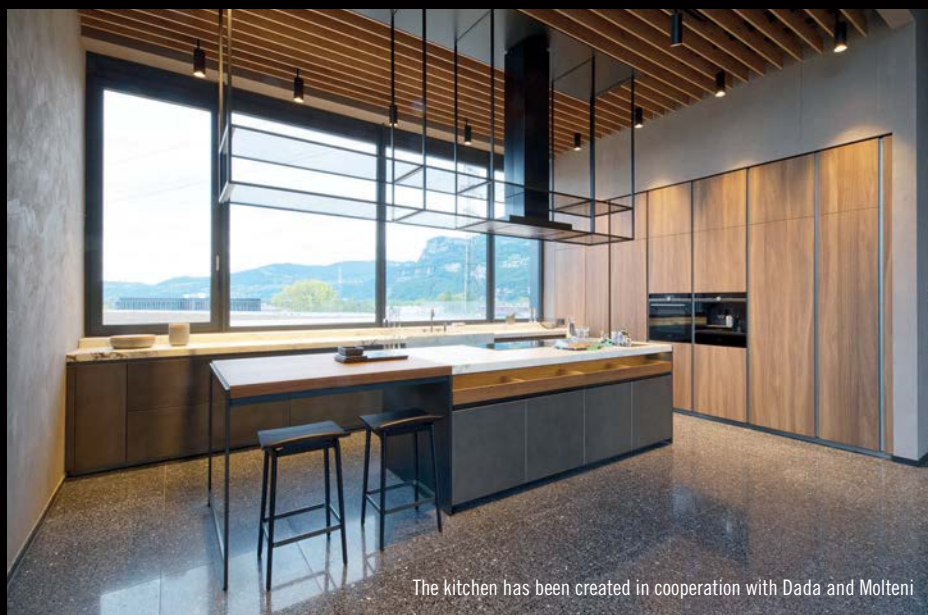
levitate their own sales discussions beyond colour, price and availability and capitalise on the power of emotional sales, he has designed and created an inspirational facility like no other at Hohenems in Austria – one that Grass customers are invited to benefit from.



Harald Klüh



The Italy Lounge



The kitchen has been created in cooperation with Dada and Molteni



But now I find myself in a dilemma: the journalist in me wants to tell you every detail, relay the whole experience of this incredible facility, give you a real sense of the anticipation, the excitement, the atmosphere, the surprise, the spectacle – and yes, the magic that awaits you when you visit. It *will* stimulate. It *will* levitate your expectations. It *will* leave you rethinking your whole approach and inspire your sales team. It *will* help you sell your furniture more effectively. But I am torn. I want to tell all, lead you through every moment of the experience, convey the powerful impressions I took away from the journey – but I don't want to spoil *your* voyage of discovery.

Just how much dare I reveal?

When I was invited to Hohenems, my expectation was to see the new headquarters Grass had built. Opened in 2020 and bringing the management suite, customer service, marketing, pricing, product management and the Grass training academy together under the same roof as an advanced logistics hub with a 36,000-place, 36-metre-high robotic warehouse, I expected it would be impressive. I'd anticipated there would be a showroom where Grass product could be seen, touched and explored in close quarters and I was certain the new ultra-thin Vionaro V8 drawers would take centre stage.

Hohenems didn't disappoint. It was everything I expected and more. But I could never have anticipated the surprise on the top floor. There had been no mention of it, not even a hint. Yet what awaited eclipsed the contemporary lines of the building, the efficiency of the robot-served distribution hub, even the mountain vistas through each window. At the very top of the new headquarters, one whole floor – complete with its own amphitheatre – had been dedicated to providing visitors with a holistic Grass experience like no other. Just the sight of it took my breath away.

At the side of a cavea that overlooks the main arena, steps like those you'd find in a

"You come in from the entrance hall to something holy... Here you can feel the power of what we hope to get into the markets: our spirit, our passion, our products, the way we understand ourselves."



modern playhouse lead the eye heavenwards to an open-plan room on the uppermost level. I'm immediately fascinated. What is it? From below, its purpose isn't clear. Bathed in warm light, I can feel its invitation. I want to explore.

Harald leads the way.

Ascending the steps, we arrive. This is the Italy Lounge, a relaxed, informal antechamber with beautifully-figured marble tables, chairs that invite seated discussion, book shelves that underscore the relaxed atmosphere and a bar with a large island unit. It sets the scene for everything that is to follow. A door-less passage to one side leads seamlessly to a spacious open-plan kitchen

that's clearly been designed for entertaining. This, Harald tells me, has been created in cooperation with Dada and Molteni.

We pause for coffee and Kuchen before entering the inner sanctum.

The view from the picture window is breath-taking, a poignant reminder of what Grass is all about. This is where Grass was born, where it grew, where it creates and from where, with renewed efficiency, it dispatches its products across the globe. There is no traffic noise. Even the wagons that bring products from four local manufacturing plants to the central distribution hub five floors below cannot be heard. The whole building has been

constructed to Passivhaus standards: no heating, just perfect insulation and solar power on the roof. It seems entirely fitting that a company with a focus on creating 100% recyclable products should occupy such a building.

Across the corridor the next experience awaits. Harald opens the door. Inside it's dark. I can hear music; soft, flowing music; relaxing music. The door closes silently behind us. Just below an illuminated Grass logo at the far end a small cabinet bathes in spotlight. Its significance is inescapable. We have entered a special place, a place that sets a scene and commands reverence. Moving forward illuminates bands of light



that run across the floor, up each wall and over the ceiling. And there, to one side is the first hint that this all-consuming sensory experience is about a product.

"The concept behind this abstract showroom is taken from an Egyptian temple," Harald explains. "You come in from the entrance hall to something holy. Opposite the entrance is an altar where you can meet and get in touch with the product.

It is a kind of meditation room that feels like a museum. Here you can feel the power of what we hope to convey to the markets: our spirit, our passion, our products, the way we understand ourselves. It is a mixture of showing products and providing an emotional experience that explains our philosophy."

As the journey continues, yet more experiences await. I'm suddenly conscious

that in this magical theatre, technical product details have become secondary. Music, light, colour, smell and sensory experiences excite the imagination and play on the emotions. Subliminally, with each new presentation the product reveals more and more of its identity and of its potential to excite.

Yes, these are drawer boxes, slides, hinges, accessories... some of the best and



most technically advanced in the industry. But they have become so much more. They are revealing personality, capturing attention, stimulating ideas. Their presentation sets my mind working: *if I was a furniture manufacturer, if I was a retailer, could I use the lessons I'm unconsciously learning?* I'm seeing new ways to captivate clients, new ways to sell that go far beyond widths, capacities and engineering advantages. I'm

beginning to see the potential in emotional purchases. And that's what lies at the heart of this abstract showroom.

Understand the message and use the tools you will assimilate as you pass from one presentation to the next and you will find the gateway to a new level of success for your company. You will understand what it means to have an aspirational product endorsing and supporting the perception of

your own and you will find the key to inspiring emotional purchases that will levitate your sales presentations beyond colour, price and availability. This is *your* key to success. It's yours for the taking, courtesy of Grass. Take it.

To open the door, call Grass Movement Systems in the UK on 0121 500 5824 or email info-uk@grass.eu It really is an experience not to be missed.



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Sicam Review

**Ideas, trends, innovations,
environmentally-friendly
products... Sicam 2022
had them all.**

In past years, the burgeoning crowds at the main entrance to the Pordenone fairground on the opening day of Sicam and the rush to get in as the doors opened always hinted at a busy show to come. This year, it was different. As the 30 or 40 people who had been waiting since before nine o'clock made their way steadily through a super-organised self-check-in, I found myself wondering whether Sicam 2022 was really going to draw the crowds as well as it had in past years.

I shouldn't have worried. By the time I made it to Hall One half an hour later, the aisles were already elbow to elbow with visitors, all eager to see the latest products, and as the day progressed, the numbers increased. By mid afternoon on the first day, visitors from upwards of 40 countries had already arrived and that increased to 115 countries (including North Africa, the Middle East, South and North America) by the end of the show. The buzz that has always been so typical of Sicam was well and truly under way.

With ten halls extending to some 17,000 square metres (the largest Sicam to date) and extra space made by new layouts to

halls eight and 10, the 8,000+ companies that visited Sicam 2022 had plenty to see – and among the 590 exhibitors there were some new faces making their Sicam débuts to add to the exhibitor list, notably the décor specialist Interprint. Salice didn't show this year and understandably the incredible handles we'd seen on Russian stands at Sicam in the past were nowhere to be found, although some visitors did make it from both Russia and the Ukraine.

The breadth of products shown at Sicam is one of its real strengths and because of this, visitors always get a good perspective on trends. Environmental issues have prompted furniture manufacturers to explore sustainable materials and it is good to see that hardware and lighting producers aren't leaving it entirely to the décor stands to set the direction. Nature is being combined with technology, hi-tech solutions are providing energy efficiency, innovative materials are emerging. Everyone is moving in the same direction.

Glass, in particular, has a much bigger role to play than it's currently given and companies like Vetrotec and Golden Glass showed just how easy it is to achieve





Claudia Kuchen and Andreas Lehnig on the Schattdecor stand



Simone Rocchetto demonstrates the Lamello Zeta P2 cordless



product differentiation and up your green credentials if you want your furniture to be environmentally-friendly and 100% recyclable. With worksurfaces, splashbacks, sinks and handles in glass, it only remains to add Saviola's 100% recycled board for fascias and carcasses, fit out with 100% recyclable drawer boxes and runners from Grass and you're well on the way to having a 100% recyclable furniture offer.

At last we're beginning to see hints from the décor sector that the dominance of the blacks, the anthracites and the greys we've

seen so much of in the last four or five years is being challenged by the emergence of a fresh, new, invigorating palette of colours for 2023. The darks are not passé, in fact there is a new breed of environmentally-friendly Fineflex metallic Night Blue and Space Black available from Schattdecor, but they are being combined with exciting colours and new versions of oak and elm that give dark a new lease of life in the modern interior.

Stark white is being replaced by warmer tones and softer *nude* colours are emerging.

Pearls and metallics are growing in importance. Anything and everything that promotes or gives a sense of well-being is on the rise. Fabrics, cork, bamboo and wool combine with wood to create a cosy refuge. It's hardly a surprise. We all want a cosier home after the austerity of lockdown.

If you'd like to know more about upcoming trends, check out Furniture Journal's Design & Décors edition, published in January. Meanwhile, don't forget to make a note of the next dates for Sicam: 17th-20th October 2023.

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Tacto from Titus

The Titus stand at Sicam was awash with new ideas and developments, most of which had been introduced to provide you with enhanced features to complement premium lines.

“One of the big talking points this week is the push-to-open system we’ve got for our drawer range,” Phil Beddoe told me from a packed stand. “It’s a push-to-open mechanism with a soft-closing action, so there is no slamming. It’s been tuned with our dampers and our spring mechanisms so we’ve got a very nice premium feel to the functionality and we’ve achieved it with two very simple mechanisms that attach under the drawer. They are universally-handed and very intuitive. It’s very easy to upgrade your drawer system to push-to-open.”

Named **Tekform Slimline Tacto**, it has the activator built into the drawer runner, while all other components and the drilling and fixing positions remain the same as for the ‘standard’ Slimline version. This feature makes the installation simple and precise and facilitates easy mounting of the runner using a standard drilling pattern. The simplicity is further supported by a non-

handed Tacto mechanism that is intuitively placed into the correct position without the need of predrilling.

Push-to-open has always been a feature of handle-less kitchens but perfecting the action hasn’t proved easy for some manufacturers. For Titus, the breakthrough really came with the acquisition of its German partner. “Our damping technology combines well with the skills of our newly acquire company in Germany,” said Phil. “They specialise in sliding doors, push-to-open and soft-close mechanisms, so the solutions we are showing are a combination of two companies coming together to develop a really excellent product.”

Other news included confirmation that the most used versions of the popular **T-type hinge** now exceed 200,000 cycles – the equivalent of 25 years of daily use. A full range of T-type hinges is available but the 200,000-cycle test has only been carried out on the straight arm hinge, the inset and the half overlay. A tool-less mounted T-Type hinge will join the line-up for 2023.

For more information call 01977 682582 or visit www.titusplus.com/int/en

Phil Beddoe from Titus UK outlines some of the latest developments on the Titus stand at Sicam.



Tekform Slimline Tacto



Reframing Rituals



Reimagined Rural



Sascha Kostros
through Ecotropolis



Dressed to Impress

Impress gets the Furniture Journal award for the most imaginative and inviting stand at Sicam 2022.

No one who visited Sicam can have failed to notice the Impress stand. It shone out like a beacon in hall one. Different, daring, open and inviting, it showcased trend topics in themes as well as presenting some of the latest décor designs to come from Sascha Kostros and his talented design team.

Each of the five trends – Ecotropolis, Hybrid Realities, Reimagined Rural, Modern Romantics and Reframing Rituals – was presented inside a framed area in the form of little cameos containing details that provided a flavour from each theme.

Walking around the stand, the eye catches a detail and draws you in to explore and find out more: Ecotropolis, with its quaint hanging lights, fabrics, glasses and warm colour that

embrace self-sufficiency and eco-regeneration; the stark contrast with the cool greys of Reframing Rituals, with its huge fluffy light and bright and airy feel hinting at wellness; beautiful timber and soft, inviting colours that represent indoor-outdoor, nomadic living and escapism in Reimagined Rural; classic design ideas and a craft evolution inside Modern Romantics; and an almost crazy psychedelic renaissance inside the stimulating 'Metaverse' of Hybrid Realities.

Without doubt, Impress gets the Furniture Journal award for the most imaginative and inviting stand at Sicam 2022.

To find out more about the design themes and new décors, visit www.impress.biz/en/ or contact Impress on +49 6021 4060.





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Saviola goes

Saviola presents new concepts and new finishes at Sicam 2022.



Natural materials from Greenergy

If there is one thing you can be sure of it's that there will always be something different, something novel, something exciting on the Saviola stand. This year, it wasn't just new décor designs that Saviola showed at Sicam 2022, it was an entirely new stand concept.

"Rather than showing only new designs, we decided to concentrate on different ways to combine the product," explained Daniele Merla from a packed stand. "We are focussing on what the market will ask for in the next 24 months and we are presenting this in three different worlds: Red, Green and Blue.

"Black is still very, very strong but people are beginning to work with colours again. The world will become more colourful in the coming months but when we talk about Red, Green and Blue, we are not talking about a green wood, or a red ash. Textiles and

different materials are included. We are moving from a rustic world to an elegant world with no strong woodgrains. We are talking about oak and walnut. The colour is getting lighter and warmer on the dark side and lighter and fresher on the light side.

"The Green world is everything about reconnecting with nature; back to our roots. In woodgrains, we have middle and light colours, natural textures. Everything is very, very fresh and we are introducing modern combinations of colours. In reds, we are becoming a bit more retro: we go back to the '60s with reds and oranges, middle and dark woodgrains, stripy but elegant with some nice geometric textures. The blue is the more elegant and classic. We still have black and white but it is no longer pure black and pure white; rather, anthracite and milk white – still a contrast but softer."



The Glamour Blu world. The blue in the soul of the decor conveys discretion and synthesis, giving depth to the environment. Nostalgic, sometimes melancholy, always elegant and sophisticated, it offers calm and well-being and conveys wisdom and consistency.



All about good omens, energy, euphoria and restarting of the senses, Red Inspiration embodies symbolism and rebirth, dynamism and authority, stimulating creativity while showing strength, audacity and involvement.

RGB at Sicam

One of the big surprises for me was the surge in high gloss, a finish I thought would long since have fallen to the more practical matt and supermatt finishes in which we've seen so much development over the last few years. But it's now all-over finish high gloss, rather gloss in combinations that enhance printed design – something Saviola is particularly skilled at. "For a few years now we have been seeing the supermatt and anti-fingerprint finishes rise to the top of the market but this year we are beginning to see high gloss come back," Daniele told me. "The contrast we are seeing isn't just in terms of contrasting colours; it's also a contrast between matt and gloss. Typical of this is our new structure, Leonardo. It is a nice Embossed in Register texture with good contrast between matt and gloss."

Aside from new developments in colour and texture, one of the key messages for Sicam visitors to the stand was the 100% recycled product Saviola offers – and for UK manufacturers who want a fully recycled product, Saviola now has a solution that's already in stock at Panelco and Timbmet. What Saviola has done is create three carcass colours for distribution through Panelco and Timbmet in 100% recycled board so now you can get recyclable Saviola carcass material as well as 100% recycled Saviola décors for your fascias and put the 100% recycled stamp on your entire product offer.

If that's whetted your appetite, give Panelco a call on 01782 392100, call Timbmet on 01865 860350, or Saviola's UK agent, Barry Berman, on 07785 373118. Alternatively, head over to the Panelco and Timbmet open house events in late January 2023.



Daniele Meria



New from Rehau

Rehau used Sicam to announce the launch of its new Rauvisio eco-line programme and its new service centre in Visbek.

This year's Sicam saw Rehau launch its Rauvisio eco-line, a sustainable surface programme. Both the substrate board and the furniture foil are available in variants made almost entirely from recyclates – up to 97 per cent recycled materials – so at the end of its life the board can simply be recycled and reprocessed. Combining Raukantex eco and evo edgebands, Rehau provides a tailor-made solution that's also sustainable.

The story of the edgeband is a story of progress and in Rehau's interactive presentation space, visitors were able to discover numerous material and finishing options – and many of the edgebands on show were also available with special functions.

But Sicam 2022 wasn't just about showing new products, or product innovation. Just as important as new high-quality solutions focused on design and matching, Rehau announced a substantial boost to its customer service with the opening of a new, highly-automated service and logistics centre in Visbek, Germany.

A real milestone, the investment will have Europe-wide impact and digitally links all Rehau's processes with state-of-the-art transport systems, increasing the company's ability to supply its edgeband range on demand. Production and logistics in Visbek are interconnected so the entire standard warehouse programme in Germany is ready to ship immediately with orders for stock items received before 4pm transferred to the shipping company on the same day. Individual requests such as edgeband widths, cut lengths (from one metre), larger inner core and different coatings for machine processing are included.

With 2,400 colours and décors in over 200,000 different variants, zero joint edgebands as well as classic adhesion edgebands and a standard collection that matches the board and laminate collections of all leading manufacturers, Rehau customers are now able to access exceptional design and exceptional service.

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Rehau's new automated service and logistics centre in Visbek



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More from Ostermann

Ostermann has made a name for itself by supplying edgebandings in any quantity from one metre up and it has arguably the widest range of edgebanding products available on the market today with matches to most, if not all the décor products produced by major suppliers. But in recent times, Ostermann's range has expanded and nowhere was this more evident than at Sicam 2022.

Adjacent to an entire wall of edgebandings that included unicolours, woodgrains and special effects, Ostermann showcased a range of Redocol adhesive products spanning PUR granules and D3 formulations to Greenline Teclindex One surface and machine cleaners.

The logic of supplying a range of cleaners to clients who buy edgebands is simple to

follow but Ostermann has expanded its product offer well beyond the edgebanding process. From one supplier, it's now possible to purchase linoleum products, profiles, beech dowels, shrink-wrapping materials, devices for carrying heavy boards, clamps and application devices, sanding blocks as well as a whole raft of fixing systems, plinths and legs for cabinets, castors, table fittings, cable management systems, roller shutters and sliding door mechanisms.

To supplement these, Ostermann offers everything from waste separation, midway and shelving systems to lighting – and most were represented on the stand at Sicam.

To find out what you could get from Ostermann in the UK, call 01905 793550 or visit www.ostermann.eu/en_GB

With each exhibition, Ostermann's range grows ever broader – and Sicam was no exception.



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Above: Know what an agora is? It's a public display space and Abet Laminati provided the perfect space at Sicam in which to show its latest novelties in the Rocks, Legni and Capsule collection from the Metalli series, as well as its Bark and Geo finishes, which were previewed last year. The large 'A' is composed of more than 4000 sample cards, all décors from the Colours Collection. uk.abetlaminati.com



Left: From Alvic: five new collections in Luxe high-gloss lacquered panels, Zénit supermatt lacquered and resistant panels and Synchron textured and natural finish bring a sense of balance and energy to any space. Ask about the Avantgarde and Dynamic collections, the Stratos Collection and Atempo and Minerva. alvic.com/es/



Left: Splashbacks, dressers, bathroom surfaces, bars, kitchens... Golden Glass has provided unique products to bring them all to life. If you are looking for product differentiation, this is the way to go! www.goldenglass.it



Right: Everything from edgebands and cleaners to the latest range of Riex hinges was on the Hranipex stand at Sicam – and these, along with glues, cable management, legs, feet, castors and many more components are all in stock at Hranipex UK. www.hranipex.co.uk/en/

Highlights

Right: Behind a giant curved screen, Interprint's Sicam début included innovative décor applications with a strong focus on sustainability – all staged in a way that helped visitors visualise how the décors work in combination with other materials. Included in the presentation were hand-painted Mexican tiles; curtains made of Lyocell, which comes from Eucalyptus wood; imitation leather made of tear-resistant, washable paper; even acoustic boards made of recycled PET bottles.

www.interprint.com



Left: The latest evolution of Italiana Ferramenta's Kraby system for writing desks made its début at Sicam 2022. Elegant and ideal for home offices and study rooms, it is suitable for wide doors and narrow cabinets. www.italianaferramenta.it



Right: Looking for some wow factor? From living rooms to offices, bathroom furniture to kitchens, walls to floors, the transparent strength of glass and the almost infinite design possibilities were shown on the Vetrotec stand.

www.vetrotec.com/en/



Left: Surteco presented its Labyrinth of Inspiration, which included a major innovation from Gislaved Folie: a new generation of environmentally-friendly PVC films under the name Flora. The ethylene used in this new generation of PVC is organic in origin and derived from second generation biomass, meaning there is no competition with the food chain. It offers a 90% reduction in carbon emissions compared with standard PVC, while maintaining the same properties. www.surteco.com/uk/



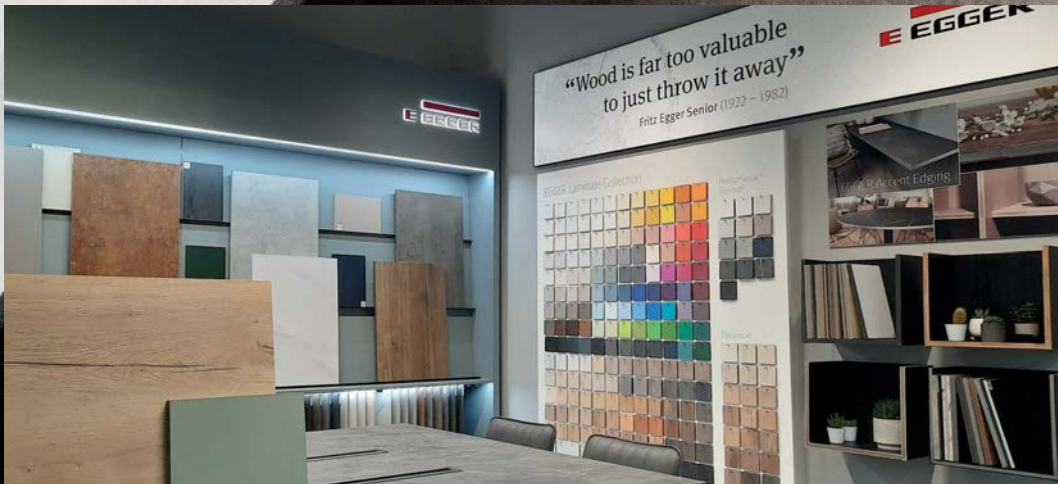
Right: Under the motto *Shaping the Future*, Sonae Arauco presented innovative and sustainable solutions for furniture construction. The focus was on natural wood décors combined with stone, metal or abstract surface effects in harmony with a range of unicolours.

www.sonaearauco.com/en/



Egger at Lawcris

Egger makes a statement in Leeds with a brand-new display at Lawcris headquarters.



Are you in need of a fully-functioning, imaginatively-vibrant, social space to meet, share and develop creations? Look no further than the brand-new, deliciously colourful office and showroom space at Lawcris headquarters in Leeds. It's an Egger display like no other.

Lauren Barker, Head of Marketing, explains "Most people walk into the room with a slight gasp. The space takes them by surprise and immediately arouses their interest. Music is playing in the background as they instantly start pulling out the big sample boards and placing them into the two large gallery areas, one on each side of the room. Ample lighting allows them to play with colours and combinations. There is optimal space to stand back and look at the arrangements from multiple viewpoints. The room is suddenly a buzz of creativity; an explosion of visual pleasure.

"Once the colour palettes begin to reveal themselves, textures need to be determined. The eye-catching table in the centre of the room has all the answers with ingenious holders to place the boards upright or side by side. This allows people to weigh up the different elements closely from the comfort of their own seats at the table, carefully choosing the perfect surface for their project."

Egger is renowned for its surface textures. The feel of a surface is very important and

Egger has invested heavily in the development of realistic woodgrains and materials. A natural appearance is appealing to designers, providing visual and sensory experience and adding value.

Lauren continues, "With the boards displayed in the middle of the table, people can compare the differences, especially when it comes to the woodgrains. Whether they are looking for a contemporary veneer effect or opting for something that comes very close to solid timber, balance is everything and they will always find something that works perfectly for their project.

"There are endless options to pick from around the room. Glosses that outshine anything on the market, edging with accents that highlight and complement the board, over 250 colourful laminates – and we have not even touched on the popular painted timber effects that are in fashion. Everything on display is available on next day delivery which allows ease in their choices."

Worktops, laminates, MFC (in varying thicknesses) and edging are all available from Egger in the same décor, making them ideal for anyone involved with high-end furniture.

"Once boards have been selected, it is time for designers to lock down their choices. They scan the décors, which then appear on a huge 65-inch TV screen within Egger's high-tech App. These can be placed in a digital

mood board alongside other inspiration and photos. This allows them to take their experience away and helpfully inform their clients. A4 samples are also available to take away. It is a perfect balance between digital and reality.

"The opportunity to work with Egger on this exciting collaboration and have the full decorative collection on display was a must. To have a showroom that provides instant access to big samples, showing how Egger products look, feel, change, contrast and combine with others is beneficial to our customers. Local designers and architects have already taken full advantage. In addition, local joiners are now booking the space, bringing their customers down to plan out their kitchens or bedrooms."

Dean Carroll, Head of Procurement, says, "There are businesses in this world that stand out. They thrive in a way no others do. Egger's pace in terms of innovation has been monumental; a constant leader in design with a clear focus on meeting customers' needs. The dramatic impact of the Egger Decorative Collection has revolutionised the interior design world. We are so happy to be part of it with a display of our own to share and inspire."

The Egger DesignHub can be found at Lawcris, Leeds. Call the sales team on 0113 217 7177 and book your space now.



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Think Smart

As requests for kitchen and bathroom renovations continue, designers, fabricators and furniture manufacturers need to ensure they have the right materials for the job. Humidity and moisture are big concerns when it comes to both, so it is important to use materials that can cope with these conditions.

Over the years, Medite Smartply has continuously developed innovative, versatile and sustainable products, which are suitable for bespoke creations and showcase the company's ethos: to use timber from sustainably-managed forests and create products that contribute to healthier buildings.

One such product, Medite Tricoya Extreme (MTX) was specially created with durability and dimensional stability in mind. This ground-breaking construction material provides fabricators and furniture manufacturers with design flexibility and endless opportunities for creativity. It is moisture, rot and fungal-resistant as well as being guaranteed for up to 50 years above ground and 25 years in ground.

Fabricators and designers often work with MTX and Medite MR – another innovative

panel – in their projects. Medite MR is a moisture-resistant MDF panel designed for use in humid conditions in accordance with MDFH (Option 1) as defined in EN 622-5. It is ideal for applications such as kitchen and bathroom furniture, window and skirting boards and architectural mouldings.

The Medite Smartply MDF range also includes Medite Optima, a new higher-density moisture-resistant MDF panel with superior finishing properties. It is perfect for applications where users need added density, unrivalled machinability and higher surface quality than is found in standard moisture-resistant panels such as kitchen and bathroom furniture, architectural mouldings, window boards, flooring and general interior joinery where a higher quality moisture-resistant board is required. Medite Optima is suitable for interior humid conditions and is manufactured in accordance with EN 622-5.

For inspiration please visit www.meditemakesitreal.com Share work, gain inspiration and even win prizes. Sign up to receive a free gift.

Medite's range of panels is ideal for use in environments where heat and moisture are present.



Organisation made easy

Alongside fittings, drawer runners, pull-outs and lift systems, Blum's offer also includes clever ideas for organising.

As more and more consumers look to social media for interior inspiration and ideas, research by Magnet has proved that kitchen storage comes out on top. From TikTok and Instagram to YouTube and Google, #kitchenorganisation and #kitchenstorage are some of the most popular hashtags with users searching for the best and most innovative ways to clear the clutter, create more space and give rooms a calm, orderly feel.

The Austrian specialist, Blum knows all about organisation and offers a range of precision engineered fittings, drawer runners,

pull-outs and lift systems that create flexible and space-saving storage for the home.

Perfect for organising everything from cutlery and utensils to pots, pans, bottles and chopping boards, Orga-Line is a high-quality stainless steel inner dividing system that can be used within drawers and high-fronted pull-outs. Users can see instantly what's inside with quick and easy access to items needed. There's also a cling film dispenser and spice, knife and plate holders and for added versatility, the containers and cross dividers in Orga-Line can be arranged to suit all storage needs. As well as keeping items organised and easy to locate, it also holds things securely in place while inserts are dishwasher-safe for easy cleaning.

Drawers are a much better use of space than cupboards, as Amanda Hughes, Blum Expert for Ergonomics at Blum UK, confirms: "Drawers are so much easier to find things in,

especially when it comes to the kitchen. No more feeling around the back of cupboards in the dark and dragging out all its contents to find that elusive item. Full extension drawers allow users to fully open them up to see instantly what's inside. As well as saving time, it also saves space, allowing more contents to be added without overcrowding."

Ambia-Line is the inner dividing system for Blum's Legrabox. A sleek black design with a minimal look, it features slim and straight sides to the box system with frames that can be positioned wherever needed. Held in place next to other frames by magnets, it also comes with anti-slip feet to keep everything securely in place with cross dividers that can be adapted to suit different sized items.

For more information of Blum storage and organisation systems call Blum UK on 01908 285700 or visit www.blum.com



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Until recently, the very idea of reducing a drawer side to 8 millimetres and, above all, making industrial production commercially viable would have been unthinkable. The new slim drawer system not only offers the only 8-millimetre one-piece steel drawer side in the world – Vionaro V8 is also the first pure-metal drawer side with no plastic elements. All parts are made of steel and joined using cutting-edge laser welding technology. That produces maximum stability plus longevity and ensures an almost 100 per cent recycling rate.



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Land cup pull



A handle on the market

Cabinet handles – and equally handle-less profiles – are critical to achieving a kitchen that looks and feels exceptional. The choice of handle cements the overall aesthetic of a kitchen and contributes to its functionality, thus warranting careful consideration.

To ensure you can offer your customers a handle to suit their every taste and need, Häfele has curated one of the largest handle ranges in the UK. As well as offering a spectrum of styles, colours and textures, handles are also chosen for their functionality, ensuring the wow factor continues long beyond their initial fitting. And alongside its own-brand range, Häfele has forged a series of partnerships with other manufacturers, offering exclusive ranges from around the world to create a truly complete collection.

One such new exclusive distribution partnership has seen Häfele add a wealth of

new handles to its portfolio that demonstrate the very latest in handle manufacturing, trends and styles:

Land, for example, is a vintage-inspired handle with a rounded finish structured in the form of a saucepan, which provides a perfect grip; *Graf* is a mixture of handles and knobs available in various sizes and finishes that have been designed to create an infinite number of combinations on kitchen cupboards; while *Este* has a simple, minimalist design, offering maximum versatility.

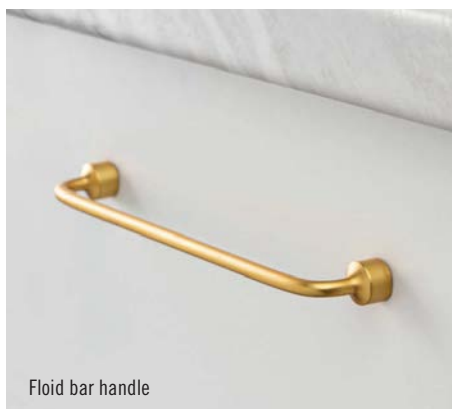
Floid, another collection of knobs and handles, is manufactured using Zamak and the variety in the collection make it suitable for a range of applications ranging from bedrooms, dressing rooms, bathrooms and kitchens to offices. Its cylindrical-shaped feet give a simple, discreet air when fitted to cabinets and drawers while the multitude of finishes – brushed gold, matt black, tin

Häfele has teamed up with manufacturers around the world and curated one of the largest handle ranges in the UK.

The Este pull and Como knob
in a variety of finishes



Land knob



Floid bar handle



U pull handle

and antique brass – are compatible with any aesthetic.

The 'U' handle, with its bold straight lines, is a timeless design with an elegant finish that offers true versatility. Available in eight finishes, including a standout matt white as well as four different sizes, it adapts to furniture of all shapes, sizes and styles and will never go out of fashion.

Finally, the *Como Big* stands out as something different with its larger size designed for greater comfort for the user. It comes a variety of fashionable finishes but its simple shape perfectly complements any type of furniture.

Häfele also caters for homeowners seeking contemporary styles with its *Gola* profiles, which facilitate handle-free cupboard doors. *Gola* profiles can be teamed with Häfele to Order, a service where customers can order from a range of products that are

cut, packaged, labelled and delivered to their exact requirements, minimising waste in the fitting process.

To make life even easier for manufacturers and installers working on kitchen projects, Häfele has created a series of perfectly paired handles and cabinet doors from its *Aspekt* range.

Rail handles in a brushed black finish can be teamed with a smooth, classic *Skye* door, for example, to create an industrial look. Or you can mix a metallic handle with a matt door finish for a contemporary design. The traditional shaker styling of the *York* door can also be dialled up or down by pairing different handle combinations: a cup handle in polished nickel, for example, gives an antique finish while a geometric bar design offers a bolder look.

The *Aspekt* door range and complementary handles are available within

2020 Fusion software to help with planning a kitchen, while Häfele's Ideas for Living website and Kitchen Planner tool can be used to explore the handle collection – and the countless kitchen-styles that can be achieved by using them – in 3D.

The finishing touches of a kitchen project should be as much of a priority as the layout, fittings and appliances. While the space develops, moving from concept to reality, it's important to demonstrate how smaller details – like different handle designs – can complete the look and truly set off the finished aesthetic. Häfele's handle range is the perfect starting point for manufacturers and installers to create functional, great looking spaces for their customers, where the finishing touches actually become the centre of attention.

For more information on Häfele's handle ranges, visit www.hafele.co.uk

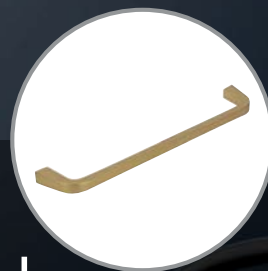


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Hinges from Hranipex

Adam Stevenitt, Technical Product Manager at Hranipex UK, talks about the new Riex hinge offer from Hranipex.

In the last edition of Furniture Journal, we brought you news of a brand-new components offer from Hranipex that includes drawer boxes, slides, castors, electrical sockets, desk and office components, kitchen fittings, table legs, hinges and more – in excess of 5,000 lines. In this edition, we talk to Adam Stevenitt, Technical Product Manager at Hranipex UK, about the range of Riex hinges and plates now in stock in the company's Midlands-based warehouse.

A major element of the components range that Hranipex is offering under the Riex brand is its hinges and plates. "As with many of our fittings, there are four quality levels to choose from," explains Adam. "At the top end of the quality spectrum is the

NC70 range and it comes with many functions covering different applications. With a lower performance but excellent price point is our NC20 range and in the middle, our most popular and in-demand option is our NC40 range. The price and quality of the NC40 has made it the hinge of choice for many of our customers already.

"Starting with the standard hinge (F000058), it comes with soft close and a quick-to-use clip-on attachment. It has been tested to over 60,000 cycles, ensuring longevity, and includes CAM adjustability for simplicity. We offer this hinge in a multitude of differing opening angles, including 155° (F000074), 90° (F000087), 45° (F000084) and 30° (F000081) to name just a few.

The standard hinge comes with soft close and a quick-to-use clip-on attachment.



"Inset, half overlay, full overlay and push-to-open functionality are all **options within the NC40 range**, along with a variety of different fixing methods including screw-on or attachment with Euroscrews according to your preference.

"However, a hinge is of no use if it doesn't have a matching plate to combine it with. We offer several different possibilities and combinations: our most popular has been the F000093, which has a screw-on fitting with cam adjustability that's been designed to save time and effort when making fine adjustments. The range includes other options, including standard screw-on (F000096) and Euroscrew fixture (F000099). With the majority of these we stock different thickness options.

"The main aim of the NC40 range is to provide a cost-effective, all-round performing range of products that includes many options to suit different requirements. It even includes covers for both the hinge arm (F000103) and the cup (F000102) for a clean, sleek appearance."

The NC70 range of hinges are the highest quality cup hinges in the own-brand Riex range and they feature all-metal construction and come with or without soft close and a variety of other features. **The clip-on, full overlay, soft-close hinge** is equipped with a lever-shaped, cast clip mechanism for easy detachment from the plate and a round sunken cam screw with a large adjusting range on the hinge arm for easy adjustment of the gap between the cabinet and the door.

The steel damper is capable of absorbing a dynamically closing door. The NC70 range includes 155° hinges with zero protrusion, inset, overlay, 30°, 45° and more with various different mounting plates and covers for the arm and cup. You can buy the hinge with the mounting plate, screws and covers all in one pack, or each of the components separately and the minimum order is one item.

The service offered by Hranipex UK ensures next-day delivery of any order placed before 5pm, so it's ideal for fitters and small furniture-making companies who need just the right number of hinges on a just-in-time basis.

For more information call Adam at Hranipex UK on 0121 767 9180 or visit www.hranipex.co.uk/en



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Checks made simple

Pattern-matching is no longer the bane it used to be if you have an Assyst Bullmer system.

Arguably one of the most time-consuming and potentially wasteful process in upholstery manufacturing, pattern-matching is no longer the bane it used to be thanks to highly efficient pattern-matching and scanning solutions from the UK company Assyst Bullmer. With 30 years of experience to draw on, Assyst Bullmer's solutions have been designed to make work simpler and more efficient for its upholstery customers – and the latest scanning technology can deal with those troublesome checks easily.

An Assyst Bullmer scanner in conjunction with a cutting machine is the perfect combination for cutting patterns without

having to worry about the repeats. The scanning beam sits at the material end of the cutter and scans the material as it is being fed onto the cutter. It registers where the repeats are in the fabric and automatically positions the patterns, creating a nest before the fabric goes through to the cutter. This scanning system coupled with Bullmer's automatic cutting technology is the perfect solution for upholsters looking to increase production and efficiency and it's guaranteed to save both time and energy.

One company that's benefited recently from an Assyst Bullmer system is the specialist chair and bed manufacturer HSL. Charlotte Akroyd, Head of Manufacturing at HSL, comments on their experience: "On average we sell 50 seats per week from our fireside range. We also sell pattern-matched accessories in addition to the chairs and sofas. Since the installation of our Bullmer

pattern-matching system, the number of matched seats has increased. We have rolled out more matched firesides into our stores as well as offering pattern-matched items on a promotional line.

"The challenge with pattern-matching was always the time it took: normally around 45mins to an hour to fully cut a pattern-matched piece by hand. Since the installation of the Bullmer we have been able to cut that time down to around 15 minutes depending on the size of the lay."

The benefits do not stop there: "A huge saving for us has been the waste. We now see much less waste and we very rarely see any faulty items returned from sewing and upholstery. Naturally, there's a cost benefit to that as well."

For more information contact Assyst Bullmer on 01924 373900 or visit assystbullmer.co.uk



Summer software surge

CAD+T has had a busy summer with the launch of contactless parts tracking software adding to a growing portfolio of solutions.

Following a busy summer of European exhibitions, customer meetings and in-house events, CAD/CAM and ERP specialist CAD+T has presented its latest range of customisable software solutions for the interior design and manufacturing industry.

The Austrian developer is known for custom solutions to suit all business sizes from small, bespoke craftsmen all the way through to large scale manufacturing companies that have switched to industry 4.0. Over the summer, it showcased a new EOS product family for license and data management, online shop and e-commerce solutions, as well as CAD+T configurator professional. The intelligent configurator, which can also be installed in combination with an e-commerce interface, automatically creates engineering drawings, parts lists and price calculations and exports data based on predefined parameters.

The launch of the Austrian software specialist's brand new contactless parts tracking software and hardware solution has also gained significant interest. Using RFID technology, it detects the presence of either

individual components or complete units required to fulfil an order during the manufacturing, assembly and logistics stage, whilst also identifying plan deviations and measuring processes of individual production for error-free parts tracking and connected production systems.

Martina Schwarz, CEO of CAD+T confirms: "We've had a brilliant response to our latest releases and it's our software's flexibility that continues to get noticed. A big benefit of CAD+T's solution is its modular construction. We are not selling a one-off, all-encompassing product; our software is fully-customised so our customers get a product that is specific to their requirements. One company may only need a small design element and a cutting list; others might need a complete solution with RFID parts tracking and invoice control, tracking and invoice control. What we supply depends on the modules required to achieve the desired results. That's what gives our software the edge."

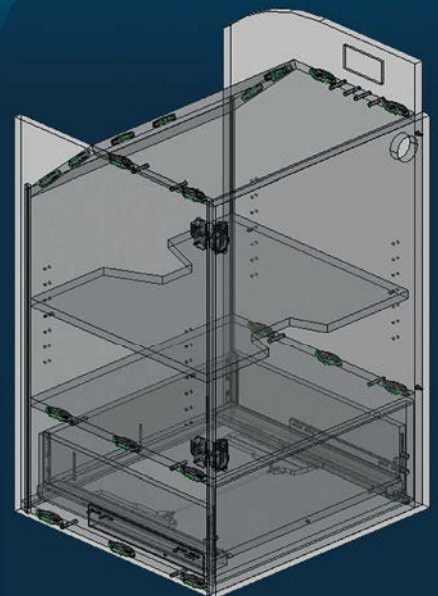
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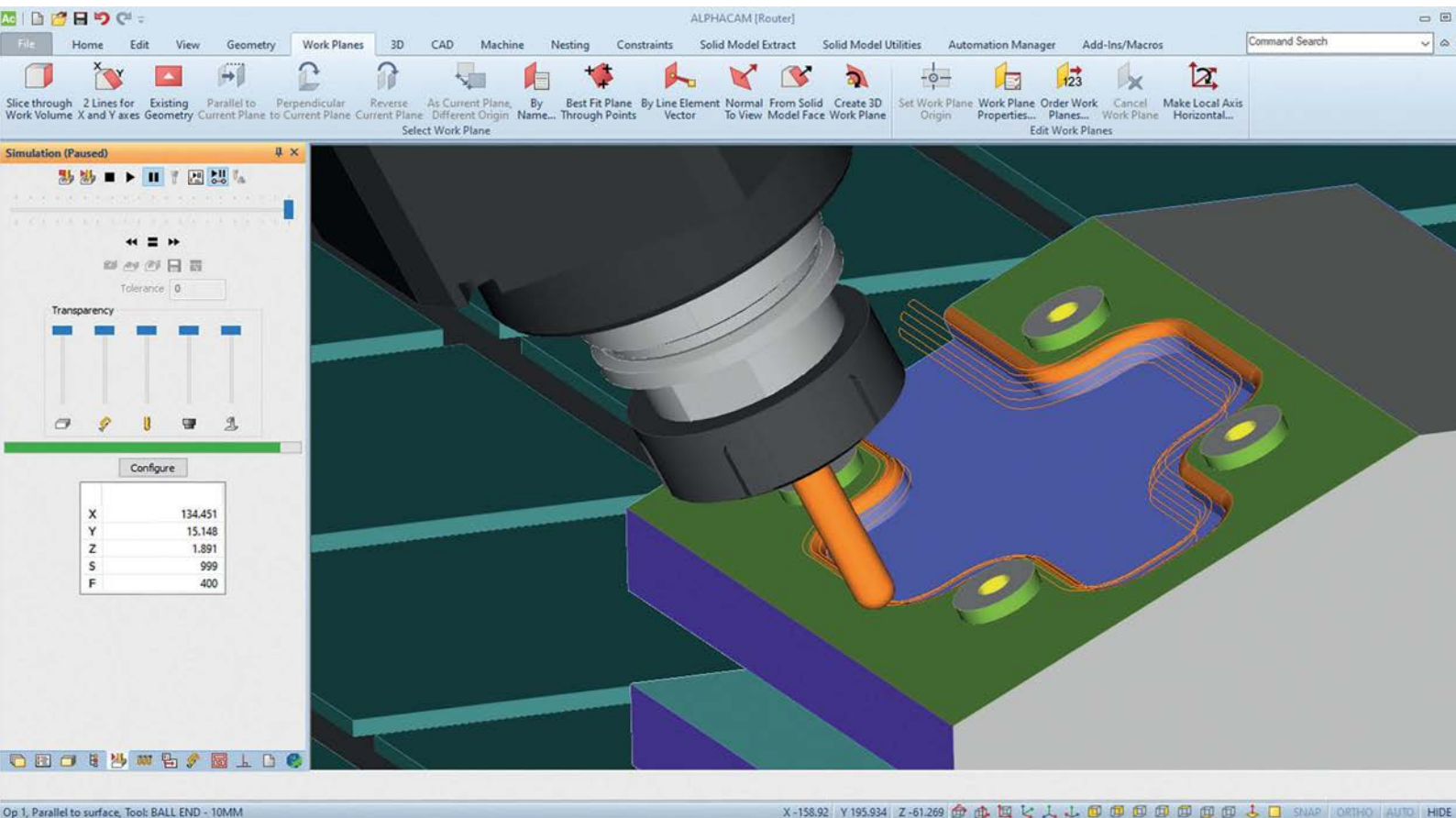
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Find out more **cabinetvision.com**





Mix and match CAM

Because no two workshops are exactly alike, no one-size-fits-all computer-aided manufacturing (CAM) solution can truly meet the needs of every business. With this in mind, the latest release of Hexagon's Alphacam software has been reconfigured to enable customers to mix and match capabilities and build solutions that fit their needs.

With a focus on improved workflows, increased speed and performance, and enhanced nesting strategies, the latest version of Alphacam also provides tools for greater efficiency and collaboration.

To simplify customisation, the tools have been divided into a series of capabilities called multipliers that build upon the software's core three-axis functions. This division makes it easier to understand and select capabilities that best fit your manufacturing needs.

In addition to enabling you to build CAM solutions that meet the immediate demands of your businesses, the ability to select only the capabilities that you require eliminates the need to purchase unnecessary functions. To build solutions, you begin with Alphacam Core, which provides essential CAM

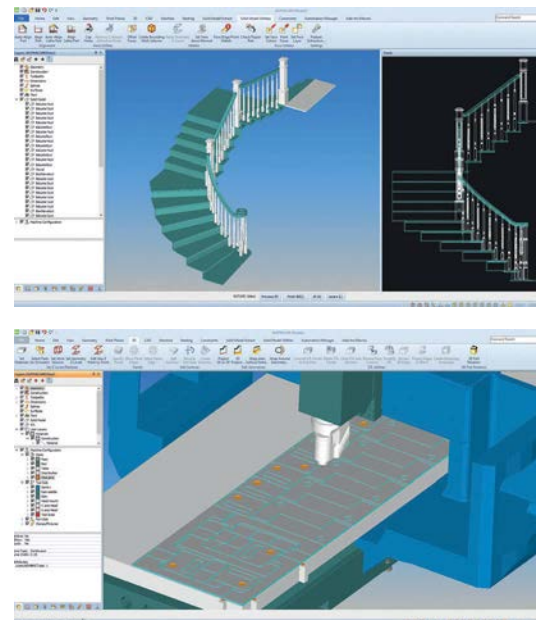
functionality for a wide variety of standard three-axis machining applications. From there, you are free to build customised solutions by adding the tools needed to fulfil broader business needs. These multipliers build upon, or multiply, the power of the core software tools.

Alphacam's robust automation tools gain a host of performance improvements that make it faster and easier to work with large databases, process multidrills, and preview parts. Alphacam xAutomation, which enables the batch processing of 2D and 3D CAD files as well as solid models from third-party software, offers an improved workflow that allows you to better manage configurations and find materials more quickly. Alphacam's nesting capabilities, represented by the software's xNesting function, have also been improved for greater material use and production efficiency. When nesting multiple sheets of the same pattern in a job, xNesting now significantly saves processing time by outputting only one pattern with the quantity designated in the sheet label, report, and NC file.

For more information call 01 189 226677 or visit www.alphacam.com

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Top: xPositional
Below: xSolid
Bottom: xNesting





New to Maestro

Maestro easyFLOW and Maestro PowerTMS are just two of the latest additions to SCM's Maestro software.

You've heard of Maestro software by SCM. You may even be using it. But what do you know about SCM's integrated ecosystem, the *Digital Integrated Woodworking Process*? Did you know, for example, that this rather clever software and the digital services that work hand in hand with it interact to define which products are to be manufactured, as well as how and when they are to be manufactured? Are you familiar with how it can support you at every stage of the furniture-making process, or what the latest additions could mean for your business?

Anyone who is familiar with Maestro CNC will know that once the information, data and programs for production have been created, the integral design, CAD-CAM software and simulators dramatically shorten time and reduce errors while optimising and generating the data that's sent to the machines on the shop floor.

Maestro CNC is the CAD-CAM software used to design workpiece and the latest

edition contains a number of updates and new features. Smart functions – like the app and macros libraries – program any machine operation with a mouse click. With a second click, the CNC programs are generated automatically and large graphic previews of the workpiece, the machine and the tools ensure optimum results every time. 3d Simulator software provides access to a 3d model of the machine from your office and a full overview of the operations that will be carried out ahead of actual production.

Production scheduling and planning are handled with dedicated software, SCM's Manufacturing Execution System. Maestro easyFLOW, SCM's new plug and play MES software, ensures well-executed production plans, complete visibility and optimisation of all production and processes throughout the company. Maestro easyFLOW is extremely easy to use and capable of supporting even small businesses with programming and production flow management as well as 4.0 interconnection.



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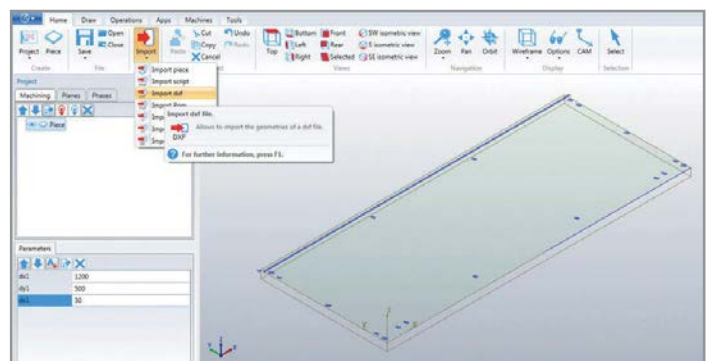
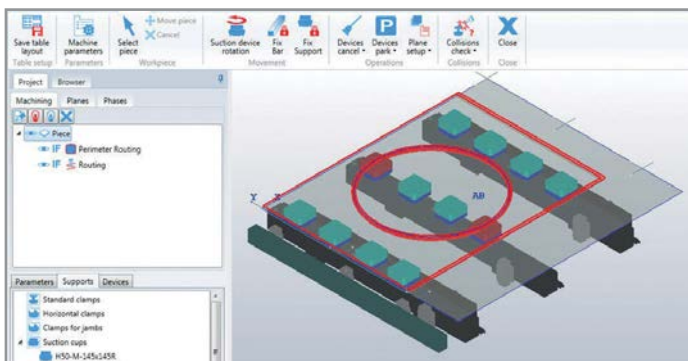
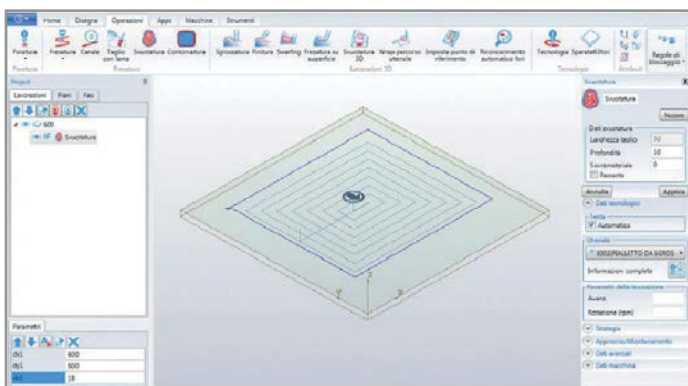


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SOLIDSOLUTIONS

Maestro CNC, Maestro easyFLOW, Maestro Power TMS, Maestro Active and Maestro Connect - designed to help productivity.



Another new introduction is Maestro Power TMS. Designed for use with the Accord 500 and 600 CNC machining centres, this software further optimises and simplifies tool management during solid wood machining operations. With Maestro Power TMS, the software finds the best positioning for the tools in the storage in order to maximise capacity (in order to carry as many tools as possible on the machine) and thus increases productivity by limiting tool change time.

Smart manufacturing depends on software that makes machines more intelligent and capable of interacting – HMI software. Maestro Active is the unified operator interface software for all SCM technologies, including CNC machining centres and with this, a single operator can easily and

safely manage multiple machines at a time. Maestro Active maintains the same look and feel across all the machines, thus ensuring the same approach to interaction – and the new interface has been specifically designed and optimised for immediate use via a touch screen with redesigned graphics for easy navigation and tablet-like icons on the controller.

Productivity has been improved thanks to integrated help and recovery procedures that reduce the possibility of error from the operator's side.

Once production commences – and for the whole life cycle of the machine – SCM's Maestro Connect Digital Service Platform facilitates continuous machine status monitoring, maintenance optimisation, issue

management, spare parts suggestions, smart learning as well as providing augmented reality service support with Smartech. The Maestro Connect IoT platform is linked to the new "My Scm" portal, a new service where customers and partners can open tickets for technical assistance and track the status of their requests. By tracking all support requests, SCM Service can manage cases more efficiently, reducing waiting times and providing faster solutions. The ticketing service is just one of the many services available on the portal and all customers and partners who have connected machines can enter the IoT Maestro Connect platform through it.

For more information call SCM Group (UK) on 0115 977 0044 or visit www.scmgroup.com/en_GB/scmwood



Software from Shaper

A universal template for Shaper Origin and simple software further streamline shop workflows.

Shaper Tools has announced the launch of two new products: Studio, a simplified design tool for craftspeople; and Plate, a universal template and fixture for Shaper Origin.

“One of the biggest challenges for craftspeople looking to work with digital tools like CNC machines is creating the digital files these tools rely on,” says Shaper’s CEO, Joe Hebenstreit. “What may be a simple sketch of an idea with pencil and paper can require hours or days of work to transfer to a sophisticated CAD program.”

Shaper Studio is a simplified 2D design tool that focuses on the features that matter that helps users spend more time making and less time fussing with a computer. Released mid September, it is available for £109 a year – and that includes unlimited access to fonts and artwork, plus powerful editing features like Studio’s ShapeShifter, an intuitive shape combination tool that further speeds up the design process. A Lite version of Studio with limited access to fonts and artwork is also available free and a 14-day free trial allows

you to test out the fully-featured product. For a video demonstration visit youtube.com/watch?v=t2yMJgDqpHs

Also new from Shaper is Shaper Plate, a universal template and fixture for Shaper Origin that will connect digital designs with physical workpieces effortlessly. When paired with Origin, Shaper Plate makes installing hardware and other precision cutting operations fast and seamless. Plate takes advantage of Shaper’s Hardware Catalog, a collection of Shaper-vetted digital hardware templates available on ShaperHub. With Shaper Origin and Plate, installing a hinge, door pull, or other hardware is as easy and when integrated with ShaperTape, Shaper Plate speeds up operations like installing bow ties, corner rounding, cable pass-throughs, engravings, etc.

Shaper is offering a £100 discount on its Plate or Workstation along with the purchase of Origin, or a £150 discount when all three are purchased together. To learn more about Studio or start a free trial, visit www.shapertools.com/studio For more information on Shaper Plate, visit www.shapertools.com/plate



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Software with bite

No doubt you've come across the TigerSaw 1000 fully-automatic push-up saw. You might even know it replaces manual measurement and sawing, allowing you to enter the saw list, find the sizes you require, then load the material and press the start button. The TigerSaw 1000 pushes the material and automatically cuts it to the right length, regardless of whether you need single pieces or bundles. You may even know the TigerSaw 1000 can work with materials of up to 25m in length, which makes it ideal for I-Beam and Glue-lam suppliers. But do you know what's behind the TigerSaw 1000?

The optimisation software supplied as standard with the TigerSaw 1000 ensures optimum yield from your sawing lists and determines the best cutting order for the parts on your list. If you always have small dimensions, you can reduce the cutting range of the machine and speed up the cutting process even further, while the optional error marking will ensure you never fail to cut out defects. You can always be assured of

an optimum yield from your material on your TigerSaw 1000.

TigerTouch is an extension of the TigerStop Software with the addition of a touch screen control and it includes a large, dustproof, industrial PC. On the screen you see a clear overview of the saw list, including numbers (to do and done) and lengths. The operation is also displayed visually. The easy operation and clarity provided by TigerTouch represent a big step forward.

TigerTouch is supplied as a package including the software for length optimisation and TigerLink for downloading sawing lists. A label printer can also be linked to the TigerTouch software.

For more information on the TigerSaw 1000 fully-automatic push-up saw, TigerStop or TigerTouch software, call Hinkley-based R&J Machinery Ltd on 01455 840224, or visit www.rjmachinery.co.uk. To watch a video presentation of TigerStop with the free Furniture Journal app on your smartphone, tablet or PC, touch www.youtube.com/watch?v=2hQRL4W6IK8

The easy operation of the TigerSaw 1000 fully-automatic push-up saw becomes a whole lot faster with TigerTouch.





Microvellum sponsors the MGM

Microvellum has signed up as co-sponsor of the Manufacturing Guild Mark, awarded by the Furniture Makers' Company.

Microvellum, a specialist in design and manufacturing software for the furniture sector, has signed up as co-sponsor of the prestigious Manufacturing Guild Mark.

Awarded by The Furniture Makers' Company, the Manufacturing Guild Mark has been the mark of excellence, distinguishing Britain's top furnishing manufacturers, since 1993. The award is made to a company that demonstrates high standards across all aspects of the business, including manufacturing, design, product quality, marketing, finance, commitment to training, employment conditions and sustainability. The audits are carried out by FIRA International on behalf of The Furniture Makers' Company and companies are re-audited every three years to ensure they retain their high standards.

The Manufacturing Guild Mark is only open to companies that manufacture most of their products in the UK – whether they make upholstered or cabinet furniture, kitchens or office furniture, contemporary or traditional styles. Unlike other Guild Marks, the Manufacturing Guild Mark is awarded to the company and not a specific product or product range.

Microvellum joins Biesse UK as sponsors of the Manufacturing Guild Mark and will help champion its values and promote it as the

pinnacle accolade for British furnishing manufacturers to attain.

"We are absolutely delighted that Microvellum has become co-sponsor of the Manufacturing Guild Mark," commented Steve Bulmer, MD of Biesse UK and Manufacturing Guild Mark Chairman. "The mark is the highest accolade UK furnishing manufacturers can achieve. To be a holder is to be an exemplar of the furnishing industry. Retailers, specifiers and distributors that deal with companies that hold the mark can rest easy knowing that they are working with a Great British furnishings manufacturer that has achieved the highest standards."

Daniel Mesecke, account manager at Microvellum, added, "Microvellum is extremely proud to be co-sponsoring such a prestigious mark of manufacturing excellence. We are passionate about quality and innovation and are excited to be involved in recognising the UK businesses that share our passion and manufacture products to the highest standards. We enjoy building long-lasting relationships with our clients and industry partners, providing a positive contribution to the industry and collectively building a better future."

For more information and to see a complete list of holders, go to:

www.furnituremakers.org.uk/excellence/manufacturing-guild-mark/



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Stefani sbx: the new benchmark

SCM's brand new double-sided industrial edgebander, the Stefani sbx débuts at Xylexpo.

Xylexpo saw the launch of a brand new double-sided, industrial squaring-edgebander from SCM – the Stefani sbx – that replaces both the Stefani two, which went out of production last year, and the Stefani Evo C, which will be phased out in the coming months. The move by SCM to combine both machines into the Stefani sbx and offer it in 11 customisable variants is one that's designed to help reduce order-to-delivery times, while at the same time providing manufacturers with the opportunity to purchase top-end units in a competitively-priced and very flexible machine that can still be adapted to suit individual production requirements.

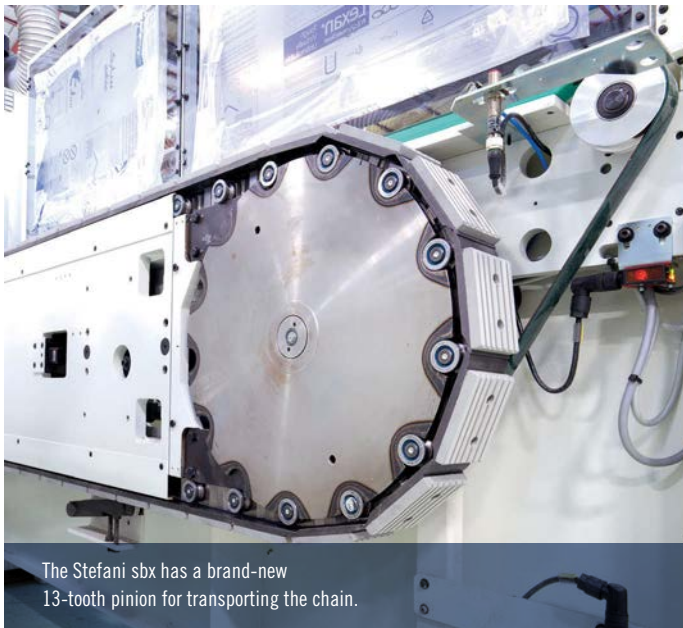
"The first thing you will notice about the Stefani sbx is it has a completely new frame," explains Fabio Cernoia, SCM's Business Unit Manager for SCM edgebanders. "If you look at the Stefani sb, it is divided into two parts: a lower frame for the squaring area that allows us to include a big group for squaring; and a second level for the finishing and the other groups. The new Stefani sbx is on one level. Having a single-level bed is new for us.

We have built the Stefani sbx on a very rigid frame that provides the extreme precision necessary for accurate squaring and sizing and equipped it with new features that reduce vibrations for a better finish. At the same time, we have standardised our offer but made it highly configurable to suit the individual needs of different manufacturers."

Everything about the Stefani sbx shouts industrial. It's an edgebander that's intended to be run 24 hours a day at serious production speeds for seven days a week, non-stop, while providing the accuracy you'd expect from a machine that sits comfortably among the top performers in SCM's industrial edgebander portfolio. Offering speeds of up to 40m/min and a 350mm panel gap even with machining changeover, the Stefani sbx will process any panel from 8mm to 60mm as standard, finish with up to three radii process thin edges and cope easily with overhanging films and pre-drilled panels – all with electronic touch servo-assisted technology. It's purpose-designed to be integrated into a squaring edgebanding line and from the quality of the edged panels



A 100mm diameter motion transmission bar sits between the two sides of the Stefani sbx.



The Stefani sbx has a brand-new 13-tooth pinion for transporting the chain.



New super-efficient extraction with extra collection boxes integrated into cabin doors.

I saw during a visit to Italy, the sbx could well have set a new benchmark.

Aside from monolithic structure, one of the key features contributing to vibration-free processing is the introduction of a brand new 13-tooth pinion for transporting the chain. This, Fabio says, is unique in the industry at this level and its contribution towards a refined finish, especially when the machine is run at high speeds and during sizing and squaring operations, is significant. It also future-proofs the design of the sbx, preparing it for the arrival of new units that will take it beyond its current maximum.

The 100mm diameter motion transmission bar between the two sides of the sbx is further evidence of the robustness SCM has built into this machine. It comes as no surprise to learn that the maximum panel size the sbx can handle is 3200mm x 1200mm, while the minimum is a diminutive 215mm x 220mm. For maximum holding accuracy during feeding, the pressure belt has a steel structure while new dust and chip capture systems ensure optimal cleaning of both the panel and the groups in

the machine for a better finish — essential on a squaring-edgebander that is intended for non-stop processing. There are also newly-designed collection boxes integrated into the cabin doors that allow the operator to remove additional chips without stopping the machine as well as newly-designed access ports for accessing working units and viewing the status of the machine.

The Stefani sbx is being offered in 11 different pre-configured variants, each purpose-designed to appeal to a different production scenario and each focussed on keeping costs as competitive as possible. However, within each variant SCM is offering a choice of different operating groups so each machine can still be customised. Many of the groups available on the Stefani sbx are heavy-duty units that have been tried and tested in production on other machines but couldn't be supplied on the outgoing Stefani Evo C. Fabio explains: "Inside every configuration there are different options you



Fabio Cernoia

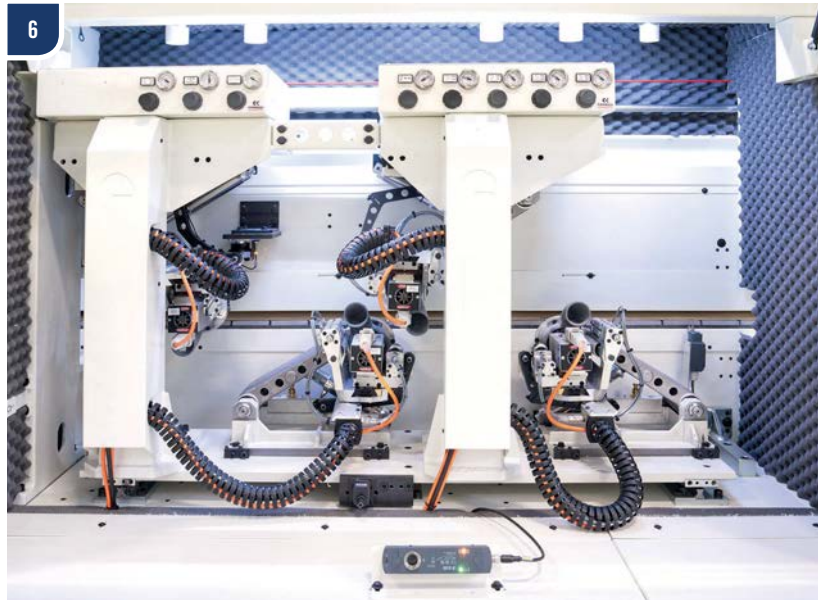


1. Panel infeed area ready for machine integration into processing lines.



2. Compact double-hogging and anti-chipping units. Different solutions are available in the panel preparation zone.

5. Finishing station with trimming and fine trimming units



6. Two or four motor corner rounding units, pneumatic or servo-assisted type.

can choose – for example, we offer a choice of several corner rounding units. You could choose a relatively inexpensive pneumatic unit with two motors that works at 20m/min, or opt for a two or four motor servo-assisted unit that will work at 25m/min. The electronic version will allow you to swap between three different radii and it will work on very thin edges. It is possible to configure the sbx with standard groups from our single or double-sided machines so the machine meets your specific needs.”

If you need to apply many different kinds of edging with different glues, the glue switch device and different pre-melters on the new HM2002 gluing unit make it possible to apply thick or thin edges, solid wood, strips, co-extruded edges, even edges with a protective film – and thanks to the new roller

changeover device, precise, automatic edge feeding is possible from either a two or a six-roller magazine.

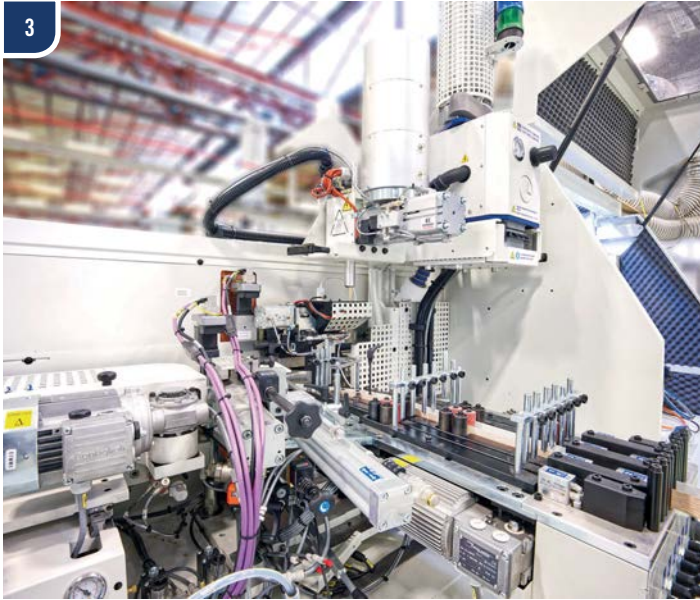
“The new HM2002 gluing station is the same as you will find on the Stefani x, introduced last year,” says Fabio. “With this, it is possible to have two pots with different glues that are always ready. You can remove one glue pot while the other is working (without stopping the machine) and you can switch between the two while the machine is running. The chain is closed automatically so there is no danger for the operator while the gluepot is being removed for colour change.

“AirFusion [SCM’s hot air system] can also be included on the Stefani sbx if you want to apply co-extruded edges as well as using the two other gluepots with different

colours or adhesive types. You can swap from one to the other easily and quickly.

“If you work with panels that have a protective film attached, it is possible to specify the Multileaf glue-scraping unit on the sbx. It was launched with the Stefani x about 18 months ago. It will remove fractions of a millimetre. The position of the copier is adjusted according to the presence of the film on the panel so you remove only the glue from the panel. Everything is set up from the HMI.

Other key features of the Stefani sbx are a new double hogging unit and compact anti-chipping unit, a choice of electronic end-trimming and corner-rounding units and a brand-new grooving unit with increased distance between the groove and the panel side – all equipped with Zero Lock HSK



3. HM2002 gluing unit ready to receive the glue switch device. Suitable for processing different types of edging like solid wood and coextruded edges.

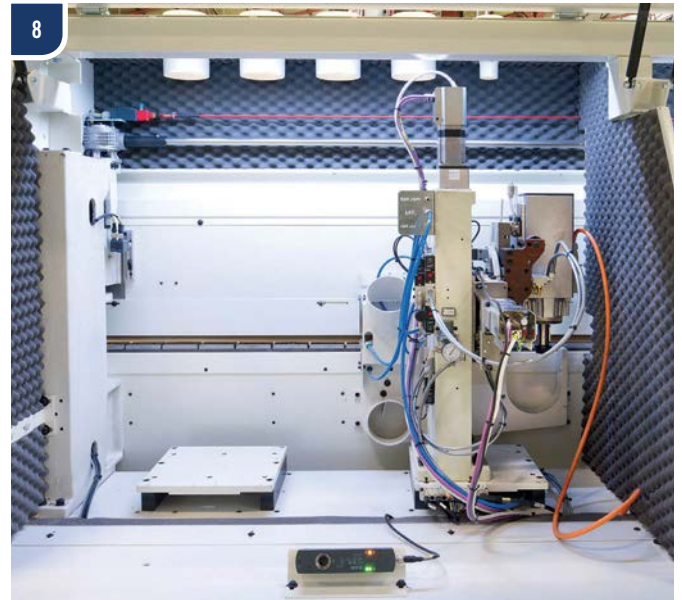


4. Electronic end-trimming unit suitable for delicate materials.

7. Finishing station with edge scraping unit, multileaf glue scraping unit and brushes



8. Two grooving unit stations



release between tool and motor. "You can specify two grooving stations at the end of the machine and you can manually move the groups between 30mm and 60mm, providing 23mm to 53mm grooves. If you need deeper, it is possible because of the design of the adjustable overhanging line and you can machine the top groove and the side groove simultaneously."

It goes without saying that the sbx can be paired with SCM's Maestro Connect IoT system for enhanced connectivity and predictive maintenance but the latest versions of Maestro Connect will push the functionality even further, providing real time countdowns like the fuel gauge on your car computer. "You can already access a lot of statistics to tell you how the machine is working and we can make suggestions on

maintenance through the system," confirms Fabio, "But the next development will be a further improvement that will provide real predictive maintenance based on parameters collected directly from sensors on the machine. There will be real time countdowns that will tell you exactly when intervention or maintenance are necessary."

If you are in the market for a competitively-priced, double-sided industrial squaring edgebander that offers superb quality and off-the-shelf delivery times but still gives you a choice of units to suit your production, the Stefani sbx will certainly tick a lot of boxes. For further information call SCM Group in Nottingham on 0115 977 0044 or for information on Stefani edgebanders, download the free Furniture Journal app and touch [here](#) on your tablet or smartphone.



The quality of edge and the breadth of edgings that can be applied



Cube: to the power of 3



Malcolm Cuthbertson

Weinig launches a new and even more feature-packed model of its compact four-sided planer: the Cube 3.

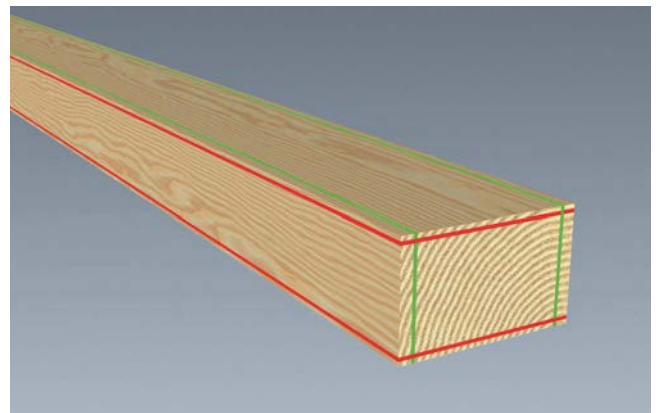
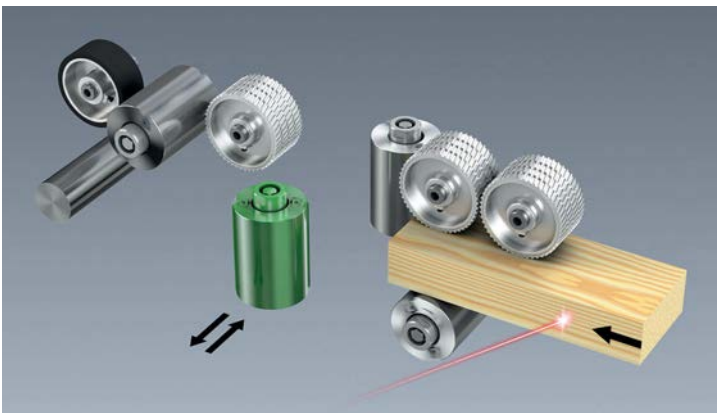
The new Cube 3 has arrived. To celebrate its 10th birthday, Weinig has launched a brand-new model of the compact four-sided planer: the Cube 3. Now in its third generation, Cube 3, which continues to champion the smaller workshop with its one-man operation, is now available in the UK from as little as £136 per week.

From small joinery workshops to large timber merchants, the Cube has built its success on compact size, simple operation and an exceptional level of flexibility. Its iconic 'plug and play' concept has set the

benchmark when it comes to quick and easy operation – simply set up, switch on and start planing – and its standard working height of 8-160mm, working width of 15-260mm and feed speed of 6-12m/min allow workpieces to be planed perfectly on four sides in a single pass.

So, what's new on the Cube 3?

Not only is the stock price of the Cube 3 lower than its predecessor, with finance available from as little as £136 per week (subject to status), the latest model can be specified with an automated stacker and RFC 15 return conveyor. This simplifies



handling and ensures easy one-man operation regardless of the workpiece size, while streamlining the flow of production.

The competitive price of the RFC 15 return-feed system means that companies can realistically see a payback on their investment in less than one year but, if you're not ready to make the investment now, you can retrofit these items at a later date if your Cube 3 is equipped with a 'prepare package' at the time of its build.

Made from a hardy combination of cast iron and Durocem, the Cube 3 is ten times faster than conventional machines and has a total connected load of 18kW as standard. It's also equipped with Weinig EasyLock tools, allowing the quick change of reversible knives inside the machine. If you

are looking to process workpieces with large chip removal, work at a higher feed speed or plane hardwood, it's no problem for the Cube 3. You can simply increase the connected load to 28 kW. A mobile spindle is also available if you're wanting to machine workpieces consecutively, making the automatic planer a robust and cost-effective solution for any business.

Malcolm Cuthbertson, Managing Director of Weinig UK says: "Weinig UK has sold well over 200 Cubes since it was first launched. For many, the Cube has marked a company's first step onto the woodworking machinery ladder. For others, the Cube has and will remain at the centre of their production processes, becoming a dependable workhorse when

time, labour and space requirements need to be appeased.

"But what truly sets it apart from the rest, is its flexibility, productivity, ease of operation and overall safety. That's why it continues to be a hit with businesses of all sizes from one-man workshops to non-stop timber merchants providing a quick turnaround of bespoke-size planed material. In every case, the Cube delivers unrivalled benefits to each and every user. In simple words, the Cube does what it says on the tin and we look forward to sales continuing at high levels now we have an extended range of options to complement the machine."

Keen to find out more? To explore the new Cube 3 in augmented reality visit cube3.weinig.com/



Banging the drums for Biesse

Speakers, turntables, doors, desks, carcasses... PanelPro makes them all with a little help from a new Biesse duo.



Mike Plimmer

Over the last 30-something years, I've had the privilege of meeting and interviewing many people in this industry but seldom have I enjoyed an interview quite so much as the hour-and-a-half I spent with Mike Plimmer.

Mike is the effervescent managing director of PMK Cabinets Derby Ltd – better known to the furniture industry by its brand name, PanelPro – and at the grand age of 76, he remains a real stalwart of the industry. Over the 50-plus years of his working life, he's been an electrical engineer, worked in the nuclear industry, enjoyed a career as a professional drummer in a successful trio, played in a reunion series on BBC radio and is on first name terms with many of the good and the great in the music business. As we talk, he reels off a client list that reads like the Who's Who of the hi-fi industry – and promptly follows it with another from the furniture sector.

His small but incredibly successful company has made – and still makes – speaker cabinets for big name manufacturers; he's produced the woodwork for top-brand turntable companies and tells me turntables have outsold CD players over the last few years by ten to one (I can quite believe it. PanelPro is still making 3,000 every couple of months); he's designed his own factory, even designed the stunning metal and engineered wood staircase in the atrium; and back in the days when vinyl décor products were still crispy affairs with patterns and names that bore little resemblance to the products they mimicked, he teamed up with an engineering company, designed and made his own press and was one of the first to offer pressed vinyl products. "We machined all the platens and channels for the heating chamber and had the press built so we could make curved doors," he tells me, adding without hint of immodesty, "And we were



Side aligners align the top board in a pack

Below: Biesse's new system for detachment and automatic alignment of boards.



making them before anybody else had even thought of them.

"Alongside our own door range, we now offer any type of cabinet door to order for whoever wants it, a small cabinet-maker or a larger company. Most of the doors we produce – probably 90% of them – are bedroom doors but we've made all sorts. We've made everything from accessory trays to dental surgeries, even the 8,000 desks for NATS [National Air Traffic Services]. People come to us because they know we're engineers so they almost always bring us a problem to solve, or a quality issue to overcome. We can usually help them out."

Mike is a self-confessed perfectionist and has an eye for detail that even saw him noting a scratch on my camera as I snapped away in his factory – then another on the Biesse Rover K FT PanelPro bought a year or so back. In fact, it was the lack of perfection in the finish provided by most of the other machines they tested that saw Mike and his son Andrew, the company's production director, hold off purchasing a

new machine for almost six years after they'd identified a nesting router was what the company needed to supplement its other CNCs.

"When the sheets were loaded and picked up on some of the machines we did trials on they were fine but as the nested panels were pushed off, they sometimes chipped the melamine on the edge. When you're machining single-sided board, as soon as the vacuum is released the board cups and even the slightest damage on the surface of the sacrificial board can catch the front edge and chip the melamine as it moves off the board. We didn't want that. Our customers expect perfection from us and that's what we deliver, so we held off making a purchase."

In Biesse's Rover K FT nesting CNC, one of the first of Biesse's new quick-installation plug-and-play solutions, Mike and Andrew finally found the solution they had been looking for. It was compact, offered flexibility and provided not only all-round access for the operator but also double the production

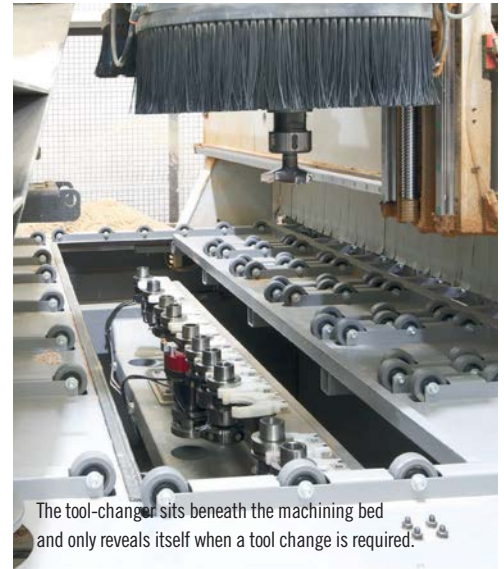
they were getting from their other CNCs. Critically, the transport system on the K FT, which has been designed to work with delicate materials, meant an end to the chipped leading edges Mike and Andrew were keen to avoid.

"The Rover we bought is about as comprehensive as you can make a K FT," Mike told me. "We specified a fully-automatic loading and machining package with a floating aggregate from HSD, Biesse's mechatronics division, that deals with any irregularity in the board thickness. The machine loads automatically from a stack but the conveyor waits at the off-feed before loading the next board. When the nested products come to the end of the off-feed table, we have a screen that shows the nest and touching each panel on the diagram generates the right label for each component, one at a time. It loads one board as it pushes the other off so the whole sequence becomes a one-person operation."

Managing porous and thin materials can sometimes be difficult but equipped with



The vacuum is so strong that it's enough to suck through two boards.



The tool-changer sits beneath the machining bed and only reveals itself when a tool change is required.



Board cleaning is continuous during the machining operation

Biesse's new system for detachment and automatic alignment of boards at the infeed, PanelPro's new machine can handle 3mm panels, thin materials and even glued panels with ease and without operator intervention. The new full bumper solution means the operator can access the worktable safely at all times from any side of the machine – ideal if he or she has been tasked with working another machine while the Biesse K FT is working through the nesting operation.

When PanelPro's Biesse K FT arrived, it was supplied with a jumbo-jumbo-size sacrificial board over the phenolic worktable. "We couldn't get a sacrificial board as big as the one on the machine so we left the one on that arrived and made a new board to go over the top," Mike told me. "The vacuum is so strong that it's enough to suck through two boards, each

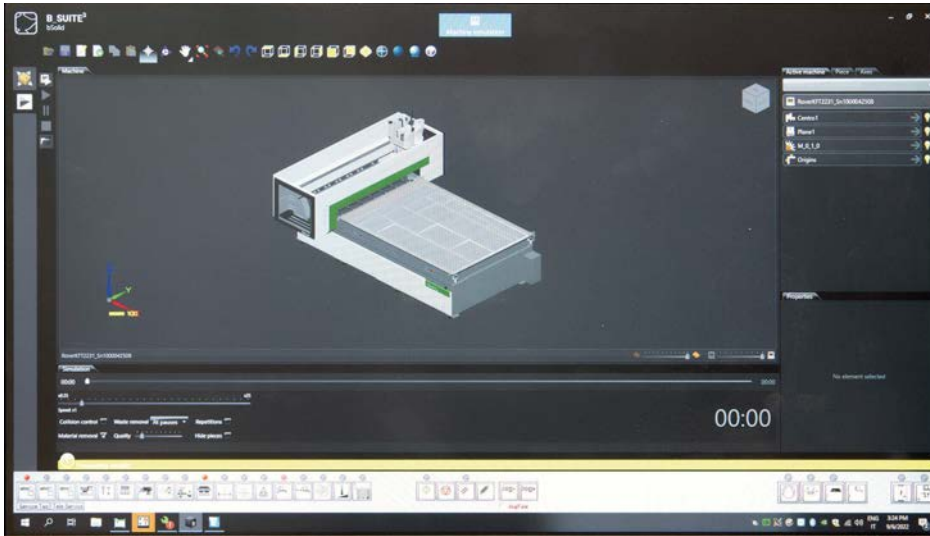
15-18mm thick and providing there's no dust left on the top board that could create a microscopic air gap when the panel to be machined is pulled across it, there's no movement of workpieces during machining."

"With our other machines, we had to physically lean over the table, pick the panels off and Hoover the table," Andrew continued. "The cleaning and loading took longer than the machining operation. Cleaning was our Achilles heel but the loading, unloading and cleaning is where the Biesse really scores. It takes less than one minute to change, clean and unload the bed ready for the next cycle and that's given us double the production. Depending on the material, we've now got throughput of 60-75 parts per hour instead of 35-40 and the machine cleans the bed automatically ready for the next board as part of the

cycle. It pushes the sheets off, cleans and loads all at the same time."

When it comes to programming, Mike is happy to leave that to Andrew – and he has become something of an expert at it. Schooled on Alphacam for 26 years, moving to bNest meant adopting a new mindset: "Because I'd got used to Alphacam, I found the transition to bNest a bit more difficult than Steven, who operates the machine," Andrew told me. "He started with bNest and jumped straight into it.

"The differences are subtle: with bNest I need to select an object before I can work with it; in Alphacam I do something and then select the object. The CAD side is a bit different, too, because I'm used to creating construction lines first but in terms of functionality, tooling-wise, bNest is absolutely brilliant. It's powerful and flexible. They've really thought about it."



"In terms of functionality, tooling-wise, bNest is absolutely brilliant. It's powerful and flexible. They've really thought about it."



The outfeed table pauses when the nest is complete to facilitate labelling

Before deciding on Biesse, Mike and Andrew spoke to several manufacturers about their after-sales experience with different machinery suppliers. "We found Biesse came out very well," confirmed Mike. "And they have looked after us pretty well since the machine arrived. Multiple station machines will always have teething problems – we are engineers ourselves, so we appreciate that – and for the most part we can repair and maintain out-of-warranty machines without calling for engineers but it's always reassuring to know Biesse is pretty fast at supplying parts." Nevertheless, taking delivery of the K FT did give them a problem I get the impression neither Mike nor Andrew entirely anticipated:

"The K FT was so efficient that it left us with a bottleneck," says Andrew. "The nesting line had increased our throughput so much that we were nearly 50% up on

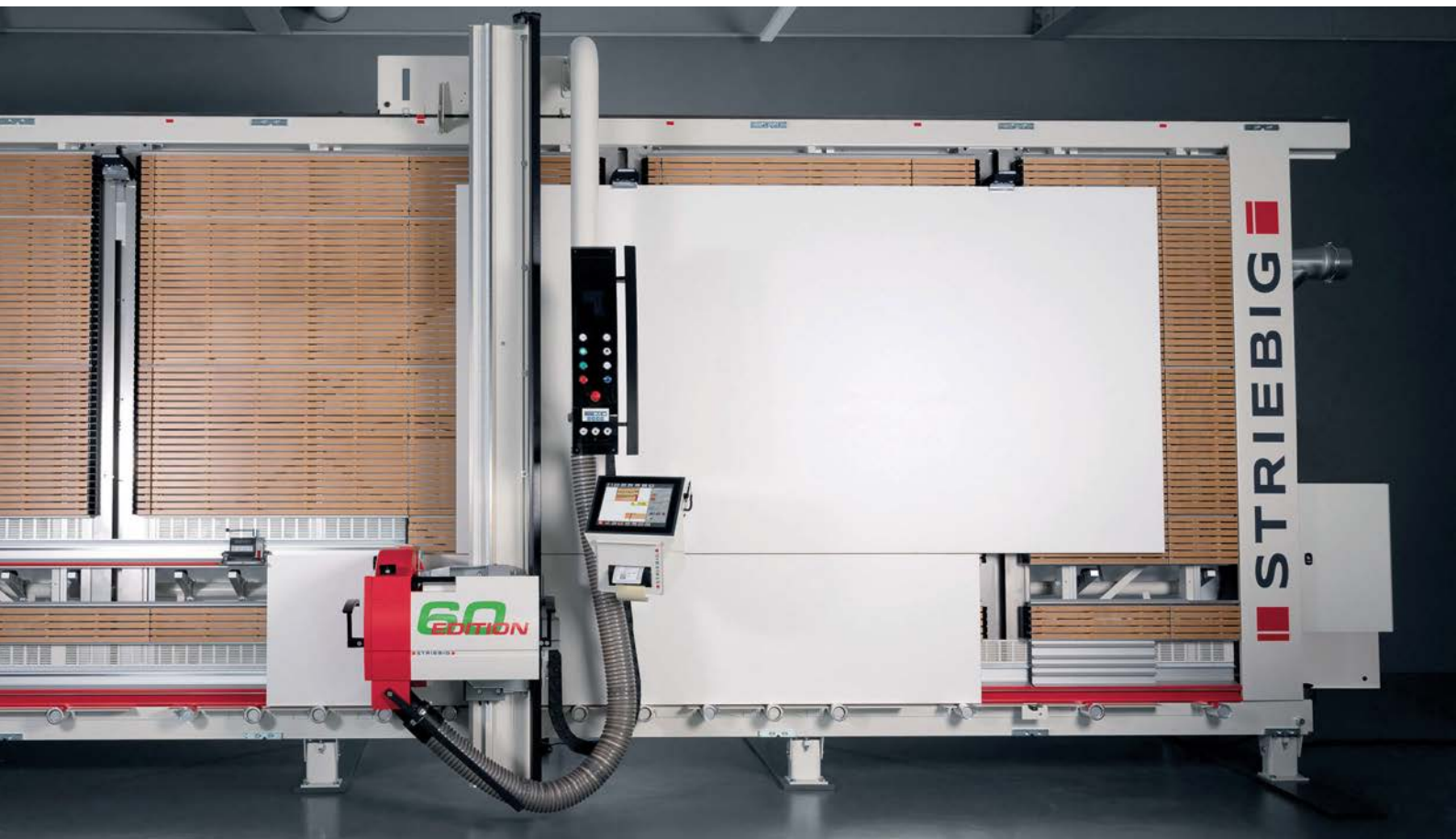
panels coming off the edgebander because the Biesse mostly worked unsupervised, which meant the operator was free to work the edgebander. We only had one machine that was doing the secondary operation so we needed a second machine to prevent a bottleneck. We always liked Brema so we decided to buy a Biesse Brema Eko 2.1 as well."

Compact, vertical and industry 4.0 ready, the Brema Eko 2.1 is providing all the just-in-time boring PanelPro needs – and that means Mike and Andrew have a harmonious duet in the workshop that really gets Mike banging the drums for Biesse.

For more information on the Biesse K FT processing centre, or the Brema Eko 2.1 call Biesse on 01327 300366 or touch the image marked with a link sign to watch a video on your smartphone or tablet using the free Furniture Journal app.



Andrew Plimmer



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12-month lead times are becoming the norm on many standard machinery orders, taking you past the scheme's March cut-off date but for Leicester-based machinery supplier, TM Machinery, lead times are considerably shorter. In fact, customers can benefit from a lead time of just eight to 12 weeks on most Striebig vertical panel saws and just 16 weeks on larger or specialist built-to-order models. This gives you more opportunity to take advantage of a 130% capital allowance on qualifying plant and machinery investments and a further 50%

first-year allowance for qualifying special rate assets.

Matt Pearce, Managing Director of TM Machinery says: "The industry has taken full advantage of this tax-saving scheme and it's been great for business but many manufacturers are struggling to keep up with demand. Our supply of Striebig vertical panel saws and Alko dust extraction units didn't slow during the pandemic, so we have been able to continue offering short and reliable lead times across our machinery portfolio. This, plus our ability to hold stock machines in Leicester, will give those still looking to take advantage of the Super-Deduction Capital allowance tax break a great opportunity to do so before it is too late."

To benefit from the Super-Deduction capital allowance tax break on a new Striebig or Alko system, call TM Machinery on 0116 271 7155.

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Koch's product lines – Base, Pro and Select – for edge and frame processing are known simply as the K-System.



Dowel insertion by the Endmaster



Koch is a company well known for its edge-processing solutions, as well as frame-processing, sawing, drilling and dowel-insertion machinery. With Koch as your partner, you can access a full and clearly-structured range of products that is sure to include the perfect solution to match your requirements.

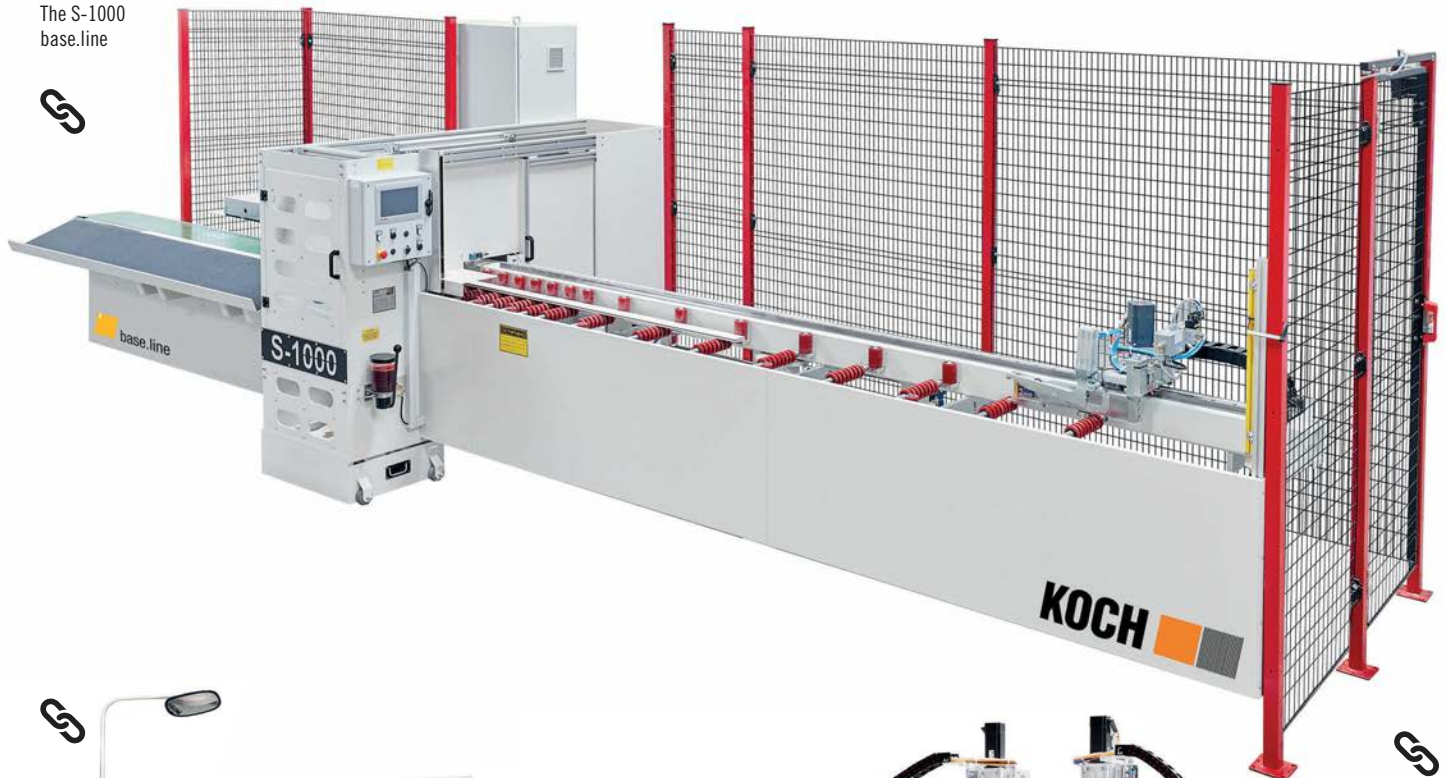
Whether gearing up for a profitable launch, optimising production to increase flexibility, or configuring a unique system for maximum performance, with Koch you can be sure the machinery you choose will be designed by an industry leader with a reputation for top quality. It's known simply as the K-System.

Through R&J Machinery Ltd, Koch offers a complete range of edgebanding and hot-foiling machines that includes top-quality basic equipment for market newcomers through to fully automated machining centres for large-

scale production. Koch's product lines – Base, Pro and Select – are the basis for an ideal system design and they are available with optional enhancements, each designed for seamless adaptation to your specific needs.

Using only superior-quality components ensures consistently outstanding precision in all aspects of edge processing and enables the production of a wide variety of workpieces from profiled to shaped or special parts. Shaping, drilling, gluing and dowel insertion are possible using Koch's manual feed or through-feed systems across a wide variety of edge materials including paper, ABS and PVC through to melamine and wooden edges with minimum thickness of 0.15 mm. Koch machines work with all standard glues including EVA, PUR and PO.

From just-in-time manufacturing to high-volume production, Koch frame-processing

The S-1000
base.line

The SPRINT base.line



The Endmaster - K base.line

solutions cover Shaker, mitre and French-cut doors. They offer flexibility, low production costs and high productivity.

For sawing and drilling, Koch's Flex series is ideal for fast and flexible production of smaller batches of framed doors. Like all Koch designs, these powerful machines are characterised by short set-up times and user-friendly operation – and their solid construction and engineering ensure high-precision and longevity.

For drilling and dowel insertion, you'll find the Koch Sprint series offers easy handling and guarantees fast and cost-efficient solutions for the production of small and medium-sized batches. Depending on the product line you choose – Base, Pro or Select – and the options you specify, the machines in the Sprint series can be adapted perfectly to suit your production needs.

If it's sawing, drilling and dowel insertion with double-sided through-feed processing you need, the sturdy construction of Koch's BD/SBD series will give you high-precision processing and consistent, reproducible accuracy. Of modular design, the stations for multiple operations facilitate sawing and shaping through to drilling and/or dowel insertion and can be seamlessly combined in one continuous, double-sided process. Reliable performance, short set-up times and absolute safety are the hallmarks of this system.

For more information on all Koch's high-performance solutions call R&J Machinery Ltd on 01455 840224 or visit online at www.rjmachinery.co.uk If you are reading this article with the free Furniture Journal app, touch any image marked with a link sign for more information and videos.



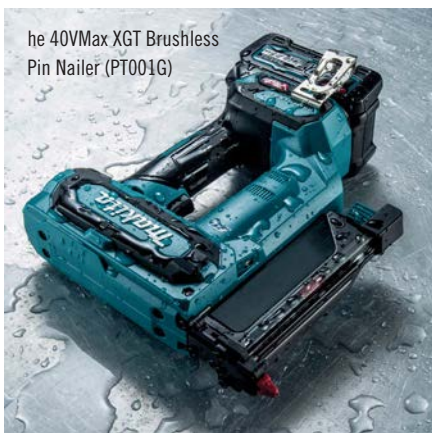
SPRINT 200 dowel insertion

The 40VMax XGT 82mm
Brushless Planer (KP001G)



More from Makita

Makita has launched a new 40VMax XGT Brushless Pin Nailer and added a new kit option for its recently introduced 40VMax XGT 82mm Planer.



The 40VMax XGT Brushless
Pin Nailer (PT001G)

Looking for a new, portable planer? Makita has just launched a new option for its 40VMax XGT 82mm Brushless Planer (KP001G). The KP001GD201 features the same powerful XGT planer but is supplied as a kit in a Makpac case with two 2.5Ah 40VMax XGT batteries and a DC40RA fast charger.

The KP001G is ideal for smooth, rough and thin planing and has a planing width of 82mm and cutting depth of 4mm. Its brushless motor delivers a no-load speed of 15,000rpm for efficiency and rapid cutting. To ensure user safety the KP001G has an electric break and an anti-restart function to prevent accidental start up. It also includes Makita's Auto-start Wireless System (AWS), which allows it to be wirelessly connected to a compatible dust extractor via Bluetooth, enabling the dust extractor to start automatically when the tool's trigger is engaged.

Also new from Makita is the 40VMax

XGT Brushless Pin Nailer (PT001G), a tool that has been specially designed for interior nailing operations where a high-quality finish is required, such as the installation of decorative mouldings. The low recoil mechanism enables effective nailing without pushing the tip of the pin nailer so firmly onto the material. The PT001G is compatible with 23Ga pin nails in 15, 18, 25, 30 and 35mm lengths, has a simple driving depth adjustment and a magazine capacity of 100.

Makita has also launched new 5.0Ah XGT power source kits, ideal for users of XGT tools who want to invest in additional batteries. There are four kits available with either two or four 5.0Ah batteries and a 110v or 240v DC40RB twin port fast charger. The kit is also supplied in a Makita MAKPAC case for easy storage and transportation.

To find out more about the Makita 40VMax range visit: www.makitauk.com/products/xgt-machines



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Richard Langston



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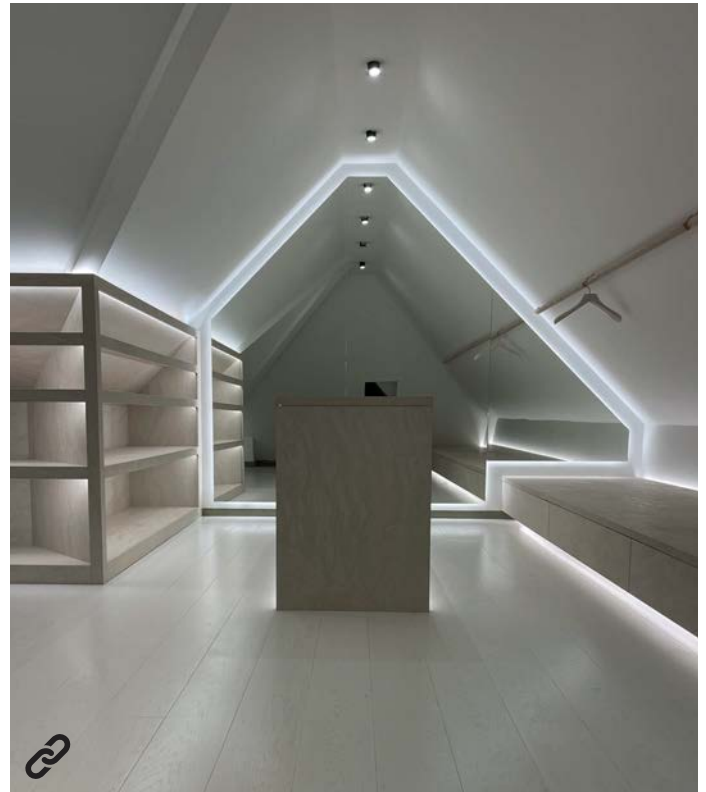
Working with Lamello made Richard Langston and the team at RK Carpentry rethink their whole way of working and pushed their furniture designs to new levels of intricacy and complexity.

There aren't too many workshops at the very top of their game whose owners would admit to completely changing the way they work because of a plastic fixing. Come to think of it, there aren't too many manufacturers of plastic fixings that would inspire furniture-makers to push the boundaries of their designs to new levels of intricacy and complexity either. But one has. And for RK Carpentry, teaming up with them proved to be a game-changer.

Richard Langston, co-owner of RK Carpentry, encapsulated the reasons why he is so enthusiastic about Lamello's range of

fixings and biscuit joiners pretty neatly when he told me, "I wouldn't go back to edgebanding by hand because I have an all-singing-all-dancing edgebanding machine. Why would I go back to manufacturing a cabinet like I did six or seven years ago?"

It has to be said, RK's cabinets aren't just regularly-shaped, mass-produced, made-to-a-budget base and wall units that need to snap together once and stay put. Richard, his business partner Kieran Nelhams and their team of craftsmen have made a name for themselves designing and making kitchens and dressing rooms for the well-heeled and



they've become especially well known among the cognoscenti of the interior design world for creating unusual designs that often involve seemingly impossible angles most cabinet-makers would shy away from.

"We started using Lamello in the summer of 2020," Richard tells me. "I'd seen Lamello's Zeta P2 Cordless being used on Instagram and I was intrigued. We've always worked with angles but when we saw how Clamex fittings worked, bisecting the angles, it was a real eye-opener. We realised we could design highly complex pieces from our CAD program and then put everything together in

the workshop like a jigsaw puzzle without glue, disassemble it, then reassemble it on site just as quickly without damaging anything. For us it was a game-changer: exactly what we had been looking for."

Richard called Lamello's Shaye Chatfield for a demonstration. "Instantly I was sold," he recalls. "I could see the benefit immediately. I could imagine things we would be able to make, ways we could work. If we replaced the fixings we were using with Clamex for our cabinets and utilised the clamping pressure of Tenso fixings to attach all our fillers we would be able to dry-fit in the

workshop without having to use masking tape to hold joints together. And we could make more complex joints easily. Since then we have aligned our whole way of manufacturing to take advantage of the potential in Lamello's fixings.

"Having such innovative fixings means we can be equally innovative in the furniture we design and make. We have been able to push boundaries in terms of what we manufacture and that's propelled our client list. Having that self-clamping pressure has meant we have been able to incorporate some really intricate bisected compound angles into our



designs – things we would never have thought to design, or even tried to approach. There are no clamps that will clamp joints like this, so in the days before we teamed up with Lamello we'd end up strapping things and you can't guarantee a perfect joint that way. With Clamex you can. Even the most intricate angles have self-clamping pressure. There is nothing else on the market you can do that with."

To those who would bring up the cost element as a reason not to go down the Lamello route, Richard is adamant they haven't explored all the advantages. "People who think investing in Lamello is not worth the cost are absolutely wrong," he says. "You're not talking massive sums of money per project but what Lamello does is it streamlines your efficiency. You save time in assembly. All the marking out and lining up is taken away. All your fillers are perfectly straight with no glue-ups. If you need to adapt things, there is flexibility beyond anything glue and clamps can offer. And there's a massive time-saving on site – not to mention the peace of mind that comes with Lamello's fixings."

Since starting to work with Lamello, Richard has been a keen advocate of the Zeta P2 hand-held cutter. Every workbench

in his workshop is equipped with a range of fixings and a Zeta P2 and each of the craftsmen has developed his own way of working: "Before we started working with Lamello, we had a demonstration from Shaye. He gave us some pointers but there is no set way of working. There are different combinations and you work with what suits you. It still baffles me how one machine can change a whole cabinet shop but it has – and now Lamello has brought out a new cordless version, I can see that having a similar effect when we are working on site."

"The corded Zeta P2 has its place in the workshop environment and it's got the constant power you need at a bench. If you are going to mass-repeat cuts, you may as well use the corded version but for anyone who works on site, the Zeta P2 Cordless is a real breath of fresh air."

Richard had the opportunity to try the Zeta P2 Cordless during a Lamello Influencer day before it was officially launched in September 2022. "It's well balanced, lighter in weight and sits comfortably in the hand," he says, clearly thrilled with the new addition to his workshop. "Being portable, it's great for making fine adjustments. If you have a really intricately-angled shelving unit, for example, and you can only see the exact position of

the shelf when the cabinet is in place, that's where the cordless really comes into its own. Because you can rotate the battery – something you can't do on the corded version – if the cabinet diminishes to a point you can get a lot tighter into the angle."

"The cordless does everything that the Zeta P2 does. You can cut all the different P14 fixings, the Divario fixings, Clamex and Tenso. The body, the head and the guides are the same as the Zeta but it's balanced in such a way that it feels lighter and easier to use. It also feels narrower in the handle. Lamello has made it a bit more user friendly for site work but where the corded Zeta P2 is workshop-based, the cordless is a good all-rounder. The battery life is good anyway but with two or three batteries on rotation you'll never run out of power. For us it was a logical progression to go cordless for site work. It's an absolute benefit."

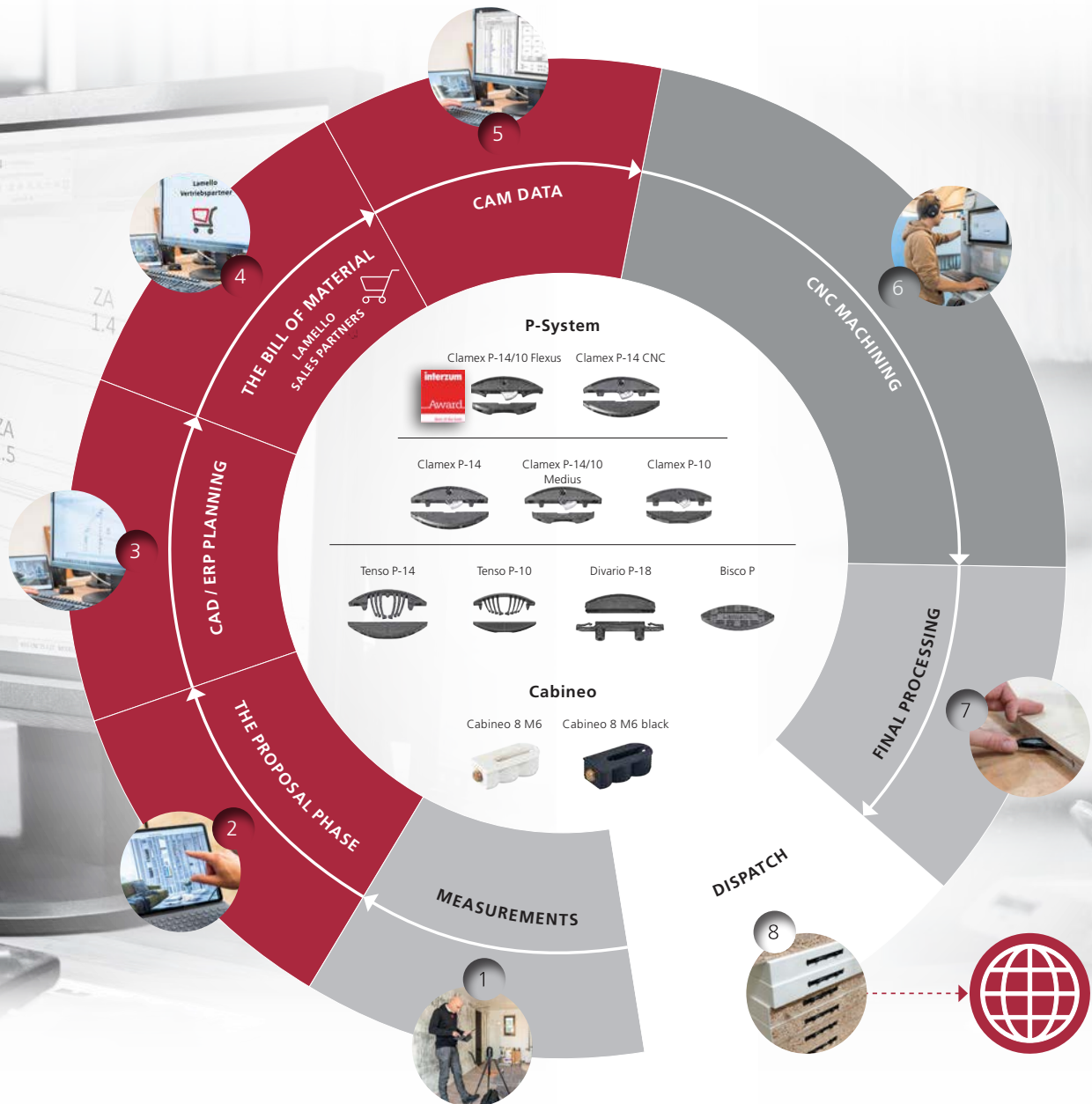
"We believe in Lamello products so much that we've aligned our whole business to them," Richard concludes. "We couldn't produce this standard of work without Lamello. It's for people who want to take their joinery to the next level."

To take your cabinetry to the next level, or for more information on the Lamello range of products visit www.lamello.co.uk



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Combilift: the space men

how they could improve their storage and access to various products in the 150 x 60ft warehouse. "At the time, we were using a three-tonne conventional counterbalance truck, which wasn't overly efficient," he recalls. "I got talking to Combilift and I must say they took a wholly different approach than other companies that want to sell you something; I'd call it more solution-based. We gave them the plans of the warehouse, the dimensions of the sheet materials, the sizes of the crates of veneer and aluminium that we use in production. They went away and a short time later they came back with detailed plans that





Warehouse Planning Service



showed us how using one of their trucks could make a massive difference to the management of our space. Before we had even decided to go with their products, they proved to us we could generate over 30% more valuable storage in our warehouse – a pretty persuasive argument and a refreshing attitude to get customers on side!”

This free of charge service from Combilift, driven by a 10-strong team of engineers, now provides storage solutions for customers around the globe. “We have always seen Combilift as much more than a designer and manufacturer of forklifts and other handling solutions,” says CEO and Co-founder Martin McVicar. “Space is one of the most valuable assets our customers possess, and if our trucks can make it work better for them in terms of storage density then everyone benefits. Our products are designed to work in the smallest footprint possible for their size and design and the continued demand for warehouse space coupled with ever rising business costs means space optimisation is now more important than ever.”

Reconfiguring Farrell’s warehouse layout also enabled efficient and easy access to stock, which had been a bit of a slow process with the old system. Brendan reckons they now stock over 50 different colours and finishes compared with four or five twenty years ago and offers a much quicker turnaround.

As a major supplier of furniture for student accommodation there is also the need to be very flexible as 75% of annual company turnover is generated in just five or six months. “Ideally a truck comes in, its load is taken to the warehouse and it’s cut next day. The less time we have the product in store the better value it represents. Our premises are around 100,000 ft², with just 15,000 ft² being given over to storage. The warehouse is the same size as it was when we got our first Combilift, but over the last few years we have quadrupled in growth. This is testimony to how Combilift’s original layouts future-proofed us.

“Due to the lift height of six metres offered by our C4000 model, we have been

able to go up, not out. The truck’s ability to travel sideways as well as block stack, plus its inherent stability means that even our largest loads – 3.6 x 2m for example – can be very safely moved around and easily accommodated in the space available.

“For any company experiencing growth or increased volumes of stock, I’d recommend talking to Combilift first before thinking of moving or building new facilities – you could potentially save yourself a lot of money and hassle. Getting help from the experts to improve the performance of our warehouse was an absolute eye-opener.

“There’s a bit of a commonality between us and Combilift, too: alongside our *making furniture work better* slogan we have another: *making spaces work better* – and that’s definitely what Combilift has done for us ... and we like to think employees in the offices in Monaghan appreciate the quality of the desks we provided them with, too!”

To find out how Combilift could help maximise your warehouse space, visit www.combilift.com or call +353 47 80500.



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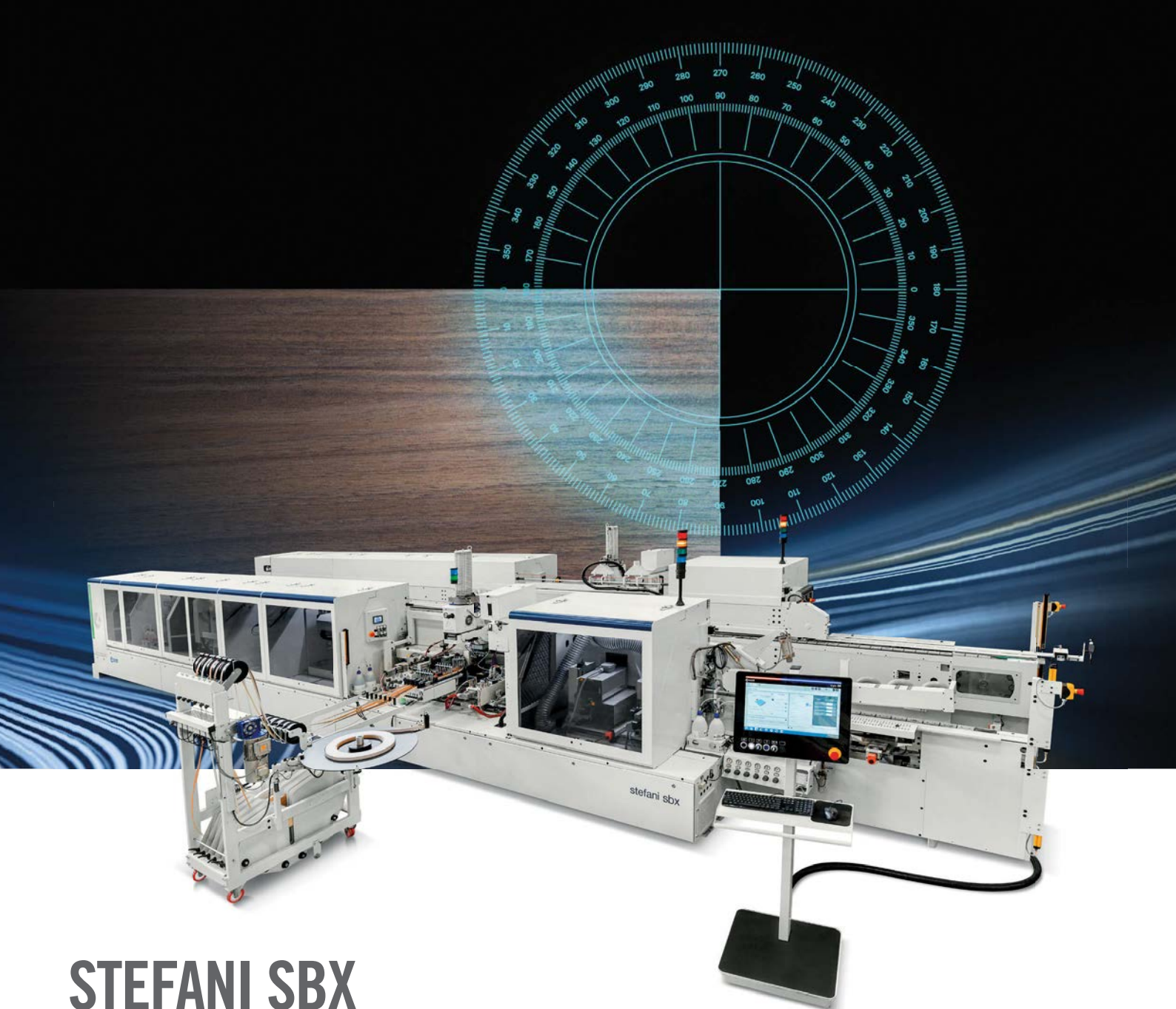
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