

SEPTEMBER 2023 furniture | JOURNAL



ON THE COVER:

Phil Beddoe, MD of Titus UK, explains why Titus connectors have been so successful with larger manufacturers

Tom Howley invests in a Superfici finishing line from SCM

A new zero water content D4 from Kleiberit débuts

Premier Forest Products invests in Weinig

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Titus

the automotive industry. It had excellent properties for cabinet assembly and was easy to use with the chipboard of the 70s, when flat-pack furniture was on the rise. It was a great product with some really unique features and benefits for the manufacturer, the retailer and the consumer.

“We recognised that by incorporating features into a small component we could improve and speed up the manufacturing and assembly processes and help improve manufacturers’ and retailers’ reputations when it came to the perceived quality of their furniture. We have basically grown from there into a high-volume global

business, built on connectors, with a range of solutions that have been designed to give high-volume manufacturers peace of mind and provide their clients with fast and easy assembly.

“But you can’t just provide one connector that does everything for everyone. There were lots of applications where we had to develop new connectors for different thicknesses of material and different materials. In the States, where we have been very successful with high-volume manufacturers, consumer friendliness was a key feature. We developed CAF – Consumer Assembly Friendliness – as a principle. It’s a

very simple process of analysing how complicated and how time consuming a piece of furniture is to put together and it’s particularly relevant to the flat-pack market. By working out how many different parts are in the box and then how many actions are required to assemble the furniture, we can give each piece a score. Like golf, the lower the score the better.

“Every time we designed a fitting and tooled for it, we considered CAF, then we went from a blank piece of paper to manufacturing components that are made by the millions. We make 3.5 billion connectors a year in one form or another. We’re so



Phil Beddoe

Connect with

Phil Beddoe, Managing Director of Titus in the UK, explains why Titus connectors have been so successful in the flat-pack and rigid furniture sectors.

If you are manufacturing flat-pack and rigid furniture, you'll be acutely aware of just how important it is to have the right connectors. Find the right ones and your production will run smoothly, your costs will be modest, returns will be fewer and the fitters or consumers who buy and install your products will have a quick and easy job to assemble their kitchens, bedrooms, bathrooms or free-standing furniture purchases. If their experience is good – and simple-to-use, connectors will play a huge part in keeping a smile on their faces – there's a pretty strong chance they'll come back to you for their next furniture purchase.

With so many connecting solutions on the market, we decided to talk to Phil Beddoe, Managing Director of Titus in the UK, to find out why Titus has been so successful in the flat-pack and rigid furniture market sector and what has made Titus solutions the go-to connectors for high-volume manufacturers the world over.

"The flat-pack and rigid furniture market is one we've been in for many years," he told me during an exclusive interview. "We have just celebrated our 50th anniversary and our roots are in connectors for the flat-pack sector. Everything started when Robert Appleby identified a screw that was used in

A modern office interior featuring a long, dark wooden desk with two computer monitors and two black office chairs. A white three-drawer filing cabinet is positioned under the desk. In the background, there is a brown leather sofa and a coffee table with a small potted plant. The room has large windows with vertical blinds and a brick wall.

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Win with Lamello

From concept to creation, the use of Lamello's extensive P-System range has become an integral part of the design process for many furniture manufacturers. "With Lamello, the only limitation is your imagination," says Shaye Chatfield, Sales Manager International at Lamello UK. "Our P-system fixings offer a range of unique and flexible solutions that save time and simplify even the most challenging projects. To demonstrate just how versatile our fixings are, we actively encourage our customers to put our connectors to the test and show us their exceptional designs."

Recently, a Lamello Zeta P2 user was looking for a quick and easy solution for inserting angled shelves into an entertainment unit after it had been lacquered. "Traditionally, the process would have involved the gluing and lacquering of the complete unit but the design was made up of multiple components and included some narrow angles," says Shaye. "The process would have been painstakingly slow and would have required a certain level of skill to complete. By assembling a carcass using Lamello's Tenso fixings – a self-clamping gluing aid – a furniture manufacturer can

assemble the unit independently of its shelves and, once painted, the shelves can be fitted using the Clamex P-14 Flexus."

With Clamex P-14 Flexus, the flexible positioning pins mean each workpiece can be tilted in both directions for ease of use and, with no limitations on the sequence of assembly, its ideal for the joining of corner connections, dividing panel joints and angles. It's also fully detachable, offers considerably stronger results than traditional joining techniques and because it can go into thinner materials, it's suitable for use on mitres from 22.5-180 degrees on surfaces, corners and dividing panel connections.

"It's also easy to disassemble and reassemble on site. To disassemble, release the lever and remove the component. It's a great example of the exceptional time-saving benefits of using Lamello's P-system on a design that features multiple complex joins."

To be in with the chance of winning a brand new cordless Zeta P2, share your most inspiring Lamello designs on [Facebook](#) and [Instagram](#). Simply tag the Lamello channel and use the hashtag #winlamello when sharing your project. T&C's apply. For more information visit www.lamello.co.uk

Connecting angled components is a cinch with Lamello's P-System.





On the Cover

Phil Beddoe, Managing Director of Titus in the UK, explains why Titus connectors have been so successful in the flat-pack and rigid furniture sectors.

Story: pages 2-6

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Contents

2 Connect with Titus

Phil Beddoe, Managing Director of Titus in the UK, explains why Titus connectors have been so successful in the flat-pack and rigid furniture sectors.

9 Win with Lamello

Connecting angled components is a cinch with Lamello's P-System.

10 Mighty Minifix

Häfele has been manufacturing its Minifix cam and dowel system since 1983 and it's now available in more than 30 variants.

13 When orange is green

Solar electricity, beehives and a sustainability brochure are all part of Blum's policy of preserving natural resources.

14 Get it right with Rehau

With more than 20,000 edgeband designs, three different processing options and an extensive range of surface finishes, Rehau offers the right edgeband for all requirements.

16 Décor on demand

Every Pfleiderer décor permutation is available in the UK ex-stock in MFC and matching HPL.

19 Ahead of the curve

Smooth, easy to machine and paintable, Medite MDF is ideal for curved components.

20 Continental: strong on sustainability

Continental announces a new collection of skai PET and recycled PET décors.

23 Strength and performance

Nicolas Yazigi uses Himacs in white to complement oak and ochre in an unusual kitchen.

24 Le Chic with HybriQ+®

Six new solid surfaces and a revolutionary manufacturing process set Silestone's new collection apart.

27 Changing Times

There is no part of the machinery sector that isn't seeing change – even hand tools.

31 Compact and cordless

Festool's 18-volt CXS 18 and TXS 18 compact screwdrivers are versatile, powerful and compact.

35 Makita goes cordless

Makita has added to its range of cordless circular saws with the launch of the HS012G 40VMax XGT Brushless 165mm Circular Saw.

36 Weinig: peace of mind

Premier Forest Products has invested heavily in Weinig machinery and Regional Business Development Manager Bill Thomas couldn't be more delighted with the opportunities it's given him access to.

40 Growth through service

Matthew Applegarth is adamant the reason Felder UK has grown rapidly is because of service as much as the quality of Felder's machines.

44 A competitive edge

Coventry-based Bradley Adams has invested in an IMA Schelling Novimat to help it compete in the bespoke bedrooms market.

48 A tech centre for all

Biesse has pretty much everything necessary to simulate and prove performance of the exact machine that interests you in Daventry.

52 Super Superfici

Tom Howley Kitchens invests in a Superfici automatic finishing line from SCM.

59 It takes two

Venjakob and Wo-Tech combine processes for a well thought-out coating system solution.

60 Easy does it

The proven Cefla Easy offers fast colour changeover, a reduction of wasted lacquer at each colour switch and less product to flush out unwanted colour.

63 Exciting excimer

Giardina provides both sanding and coating solutions, including excimer technology.

64 D4 – without the water

A new D4 from Kleiberit that flows like a classic PVA, sets without pressure or heat and contains no solvent, isocyanate or water.

67 Daltons autumn show

Daltons Wadkin announces the dates for its next in-house exhibition in the autumn.

68 50,000th Striebig

The completion of Striebig's 50,000th machine is a memorable milestone for the vertical panel saw specialist.

71 Streamlining workflow

Falkus Joinery has embraced Microvellum software to speed up the process from design approval to getting projects onto the shop floor.



variables. “All connectors need to work within certain tolerances to account for that,” said Phil. “You cannot deliver a connector to the industry that has zero or very little tolerance because it just won’t work. Your chipboard is going to vary and your drilling positions will have some variance as well. All of our connectors involve mechanical turning of the fitting that pulls the panels together to overcome any variances in the manufacturing process. Tolerance in the fitting also helps avoid breakages.

“If you have a problem with a connector, often it has a lot to do with the drilling and sizing of panels. If the panel’s slightly out of size, as you drill you end up with a variance in the position of the slot or hole. The age of the machine, the sharpness of the tools, tool maintenance, even some machine setting can have an effect. A quarter of a millimetre in one area, a quarter of a millimetre in another, it all adds up. That’s why connectors that put tension in the joint rather than offer an interference fit or a click or snap fit are better for flat-pack furniture and we always build about 1mm of tolerance into every one we make. Pulling panels together with a mechanical method is much more secure.

“We have cams that work in 12, 15, 16, 18, 19, 22 and 23mm board. The principle of a cam and dowel is that you drill centrally in the panel. You would want different height cams to suit different thicknesses of panel. The cam provides a tolerant solution so

when it grabs the head, it can create a fit-for-purpose joint. There are retention pips built in so the cam doesn’t fall out.

“Generally speaking, we’ve got 15mm diameter cams and 12mm diameter cams. The manufacturing process we use is extremely accurate. We design our own die-casting machines. We even sell die-casting machines to the industry. We achieve very high accuracy so you get maximum consistency.

“We focus on not over-engineering and our processes mean we can make extremely accurate, lightweight cams that are as strong as some much bigger, bulkier cams. Everything needs to be fit for purpose. It’s all about either increasing the performance or maintaining the performance while using less material, less energy. We’re all looking to make things more efficiently and more environmentally friendly.”

Titus has taken ownership of the whole business of connector manufacturing from one end to the other. Using QuickFit TL technology, it’s possible to assemble a kitchen cabinet in 50 seconds using a standard cam and dowel solution inserted by a machine that’s been designed and manufactured by Titus: “We design and make machines that will automatically insert four cams, four dowels and six wooden dowels in about seven seconds. We can provide machines that will pre-insert the fitting into the panel ready for delivery to the assembly line. All the

assemblers need to do is put the panels together and start assembling, or put them in a box and deliver them to the consumer. The solutions we provide fit at the end of the line or on the side of the line where you feed the panels through. They provide arguably the fastest cabinet assembly solution on the market and there’s no need to reinvent the way you process your panel to take advantage of them.”

Phil is adamant that Titus offers the most cost-effective solutions on the market: “We’re making billions of connectors. Even if you’re comparing ours with plastic connectors, our metal manufacturing processes are so efficient and so economical that our connectors will always be much less expensive overall and, unlike plastic solutions, you won’t have to adapt your processes or modify your machines to use them. Our systems put tension in the joint consistently and reliably and they are much more tolerant than plastic connectors. For the high volume sector, Titus is always going to have the most economical solution on the market and our connectors have been purpose-designed for use in furniture that has a life expectancy of 20-25 years. In terms of speed, ease of use and cost, I’d challenge anyone to come up with a better overall solution than the systems we’ve developed over the last 50 years.”

For more information, call Titus on 01977 682582 or visit their website at uk.titusplus.com



immersed in connectors that through a sister company we even make the machines that produce them.”

Of course, there’s little point in designing connectors in isolation from the manufacturers who use them because no volume producer wants to change processes and manufacturing methods without a very good reason. The focus for Titus’ designers has always been to ensure whatever they produce works with the machinery and the technology that their customers are using.

“There’s no point in going to a high-volume producer and asking them to process their panel in a different way, or to buy a fitting that’s four times the price they’re currently buying if it only results in the same outcome,” explained Phil. “When we design a connector, we always look at how many components are involved. If it’s four or five, that’s quite a costly collection and it will result in a complex method of assembly. It’s

never just a price discussion – it’s really about how our solution fits within their production – but we have to be aware of how costly is it for them to process and machine their panels. If a connector slows down production, that’s not a good outcome for the manufacturer. We want to speed up their production. We want our customers to be the most competitive in the marketplace and we need to help make them competitive. Sometimes we can do that by providing connectors that speed up either the processing of the panel, or the assembly, either in the factory or on site by the consumer. Generally, we need to get a full overview before we can recommend a particular connector family.”

When the company first started out, Titus offered one simple solution: System One. Today, it has seven different connector systems, each one a collection in its own right. “We originally started off with fittings

comprising more pieces but as we’ve evolved, we’ve managed to reduce the number of components required. System Five is probably our biggest volume solution today but more recently we’ve introduced System Six.

“With System Five, you would make a wardrobe up on the floor, then lift it up and push it against the wall. With System Six, you can start with a vertical panel on one side of the room, then add another panel, then another and another. It’s well-suited to building from wall to wall.

“A lot of our fittings, especially those in System Six, are QuickFit fittings. The fitting expands, so once you’ve tightened it up, you’ve got a rigid joint. You can then loosen the cam and pull it apart and you’ll end up with a clean hole without any damage. The QuickFit dowel can be reused, whereas if you wanted to move something that used a screw connector, you would damage the



hole. When you screw into chipboard, the joint is never as strong the second time.

“That’s why we invented the metal jacket. You no longer have to screw the dowel into the panel, you can just push it in. It speeds up assembly and makes the whole experience a lot easier and faster.

“We developed 5mm QuickFit, 8mm QuickFit and 10mm QuickFit. Then we introduced the all-metal jacket version. It’s available as a 34mm version or a 24mm version and both use 5mm holes. In terms of performance, the all-metal versions can be used in chipboard, MDF and solid wood. It just pops into the 5mm hole and QuickFit provides all the rigidity you need. The all-metal, full metal jacket product is the only one on the market that can do that. The 8mm and 10mm give you more strength in the joint. They give you good, better, best options in terms of pull-out performance. Because the full metal jacket works with

multiple materials it means you only need one system for the whole cabinet. When you are attaching MDF draw fronts, for example, you can use the full metal jacket for them as well as to assemble the rest of the cabinet.

“We have different connector families that have been developed to suit different manufacturing methods,” Phil explained. “We’ve built an extensive product portfolio that means our connectors can solve most applications within a furniture manufacturing environment. Some people have nesting systems and they route out from one angle; other manufacturers drill in both axes and need different connector solutions. We have solutions that can speed up the assembly time and the manufacturing time, particularly in kitchens. When you’ve got 13, 14, 15 cabinets to put together and fix, you can save three, maybe three-and-a-half hours of assembly time by choosing the right fitting.”

Apart from ensuring the connector you choose fits with your production, meets the price point you need and provides for ease of use, a key element for any connector is to provide rigidity in the joint. If your panels aren’t pulled together, you’re going to see daylight in the joint and that’s an aspect which Phil says many people tend to forget: “When you put the two panels together, you turn the cam and it expands the dowel in the opposite panel. This creates tension in the joint and tension is really important. Without tension in the joint, you will not achieve rigidity in the cabinet and the finish won’t look good.”

“To complicate matters, chipboard is not a precise material and there is a growing percentage of recycled material used in its manufacture. The manufacturing process means thickness can vary by plus or minus 0.5mm and the density can vary, too. Tension in the joint helps overcome some of the

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Every Pfleiderer décor permutation is available in the UK ex-stock in MFC and matching HPL.

As one of Europe's leading wood-based panel manufacturers, and present in the UK since 1973, Pfleiderer offers a complete range of wood-based panel products and has solutions for every decorative surface and construction project you may be working on. Extensive décor ranges, product certification, 24hr sample service and material available from stock in the UK are just some of the features that make Pfleiderer the perfect partner to furniture manufacturers, fabricators, designers, architects and the timber trade. With Pfleiderer, the design possibilities are endless.

The DST Décor Collection UK & Ireland 2020-2023 offers surface design (Décor) and advanced textures (Structure) in a myriad of panel substrates (Technology) to suit every project design and technical requirement. Every décor permutation is available ex-stock in MFC and matching HPL via Pfleiderer's national distribution network. To support distributors, each of which stocks Pfleiderer décor in 3050 x 1300 x 0.8mm HPL, Pfleiderer also stocks a full collection in 18mm MFC. This can be accessed easily and

on quick lead times via Pfleiderer's UK Landed Stock facility, held at Immingham Docks, in partnership with DFDS.

Not only is the extensive DST Décor Collection available from stock in Immingham, you also have access to PrimeBoard – Pfleiderer's flagship high gloss and super matt decorative panel product. Utilising a state-of-the-art, patented 48hr production process that ensures an extremely durable, perfectly smooth surface finish PrimeBoard offers you unparalleled reflective levels in the gloss and an unprecedented, anti-fingerprint tactile finish for the extreme matt board. Both premium variants are available from UK Landed Stock in a select range as either an 18mm MDF or a chipboard core.

With Pfleiderer, you have quick access to the 75 designs in 18mm MFC and matching HPL, in addition to full environmental certification and specialist specification support. For information on how to get hold of these innovative products and finishes, call the Pfleiderer UK Specification team on 01625 660410, or visit www.pfleiderer.com



PrimeBoard
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When orange is green

Preserving natural resources for future generations, the Austrian fittings specialist, Blum, utilises sustainable methods in everything from energy and resources to transport and mobility. With this in mind, the company has recently installed 904 solar panels on the roof of its UK headquarters, generating 75% of the building's power needs and resulting an estimated saving of 94 tons of carbon per year.

One of the project leaders, Matthew Glanfield, says, "At Blum UK, sustainability lies at the heart of everything we do. Now we have gone the extra mile by installing a magnificent solar farm, embracing renewable energy as much as we can and nurturing a brighter tomorrow. Our passion for sustainability has driven these steps, as we ramp up our efforts and continue to live by our values."

The solar panels will generate energy during both working hours and out of hours, as well as weekends, and any excess energy will be sold back to the main grid.

Another part of the sustainability plan

has been the inclusion of a beehive installation at the rear of the Blum UK warehouse. Three have been added so far with plans for a further seven. Says Raj Tanna, Blum Warehouse Manager, "We all have a responsibility to take care of nature and the environment and this is one of our contributions towards that goal. With the introduction of purely pollinator-friendly beehives, we are ready to make a real difference."

Blum's sustainability focus also includes the entire life cycle of its products, from the production of the raw materials to the manufacturing and assembly until its usage and final disposal. "We hope to achieve all of our sustainability goals with a combination of partnership, inspiration and creative solutions," says Cara Lee, Marketing & Communications at Blum UK.

For further reading, Blum has also produced a sustainability brochure. The 80-page brochure features the new sustainability logo and makes operational, ecological and social figures transparent and easily comparable. You can view it [here](#).

Solar electricity, beehives and a sustainability brochure are all part of Blum's policy of preserving natural resources.





Get it right with Rehau

With more than 20,000 edgeband designs, three different processing options and an extensive range of surface finishes, Rehau offers the right edgeband for all requirements.

In interior design and furniture production, the design and appearance of edgebands has never been more important. With digital printing and synchronous lacquering, Rehau customers can access a broad range of Raukantex solutions to fit their every requirement.

The rise in importance of invisible joint edges between boards and edgebands prompted Rehau to develop Raukantex Plus and the laser edgeband, Raukantex Pro – a pure polymer solution with a high-end finish. The colour of the functional polymer layer matches that of the visible side of the edgeband precisely and fuses perfectly to form a permanent, functional, zero width joint without any adhesive.

The Raukantex Pro range has already been expanded to include a new functional OMR layer. Pro OMR (Optimized Moisture

Resistance) was developed specifically for processing thin or brittle surface layers and is particularly appropriate for use in kitchens and bathrooms. OMR combined with improved UV stability and the hardness of the functional layer play a decisive role and ensure the edgeband complies with the AMK standard.

The excellent fluidity and adhesion strength enable processing with materials such as PP, ABS, PET and PMMA, while the functional layers ensure clean, adhesive-free processing that makes for high repeat accuracy and keeps both components and machines clean.

The zero joint look is also a feature of the Raukantex Plus edgeband range, which has a precoated adhesive layer of matching colour on the back. Raukantex Plus is available via the Rehau standard stock range



Foto: © EGGER

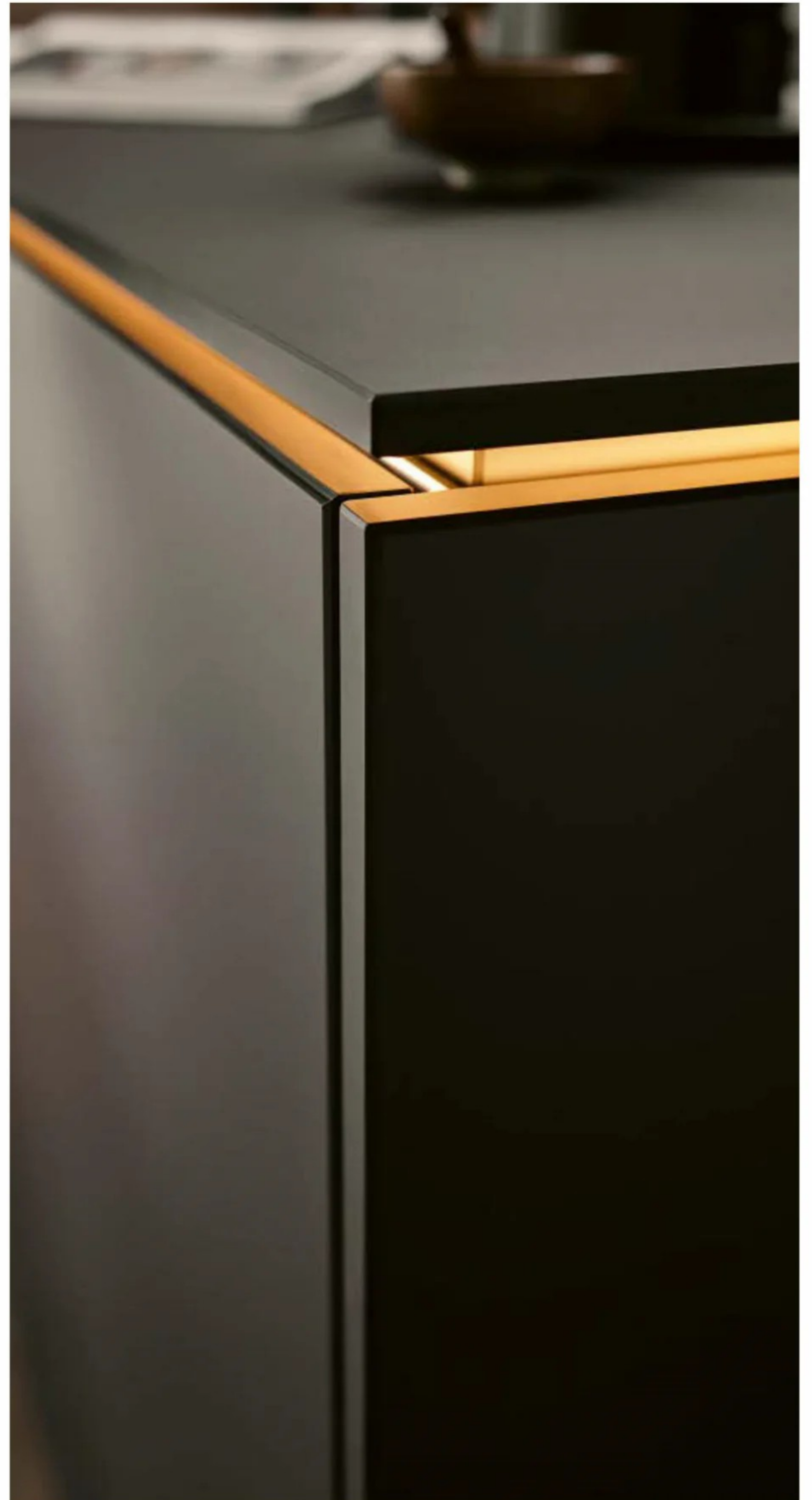
Naturalness in its most elegant form

skai® Casella Oak – the décor highlight of interzum 2023

Reduced, yet charismatic – and for that very reason immensely exciting. The décor skai® Casella Oak impressed visitors to this year's interzum particularly with its naturalness. Slight inclusions and partially cut flowers underline the special veneer character and give the décor a modern touch. The finish? Matt and thus absolutely timeless. From light bleached to dark brown – skai® Casella Oak demonstrates natural elegance across the entire colour spectrum and harmonises perfectly with the wood materials of décor composite partner Egger.



<https://www.skai.com/en/interior/furniture-foil/>



and works with all processing technologies such as laser, hot air and NIR – without the need for any special adjustments.

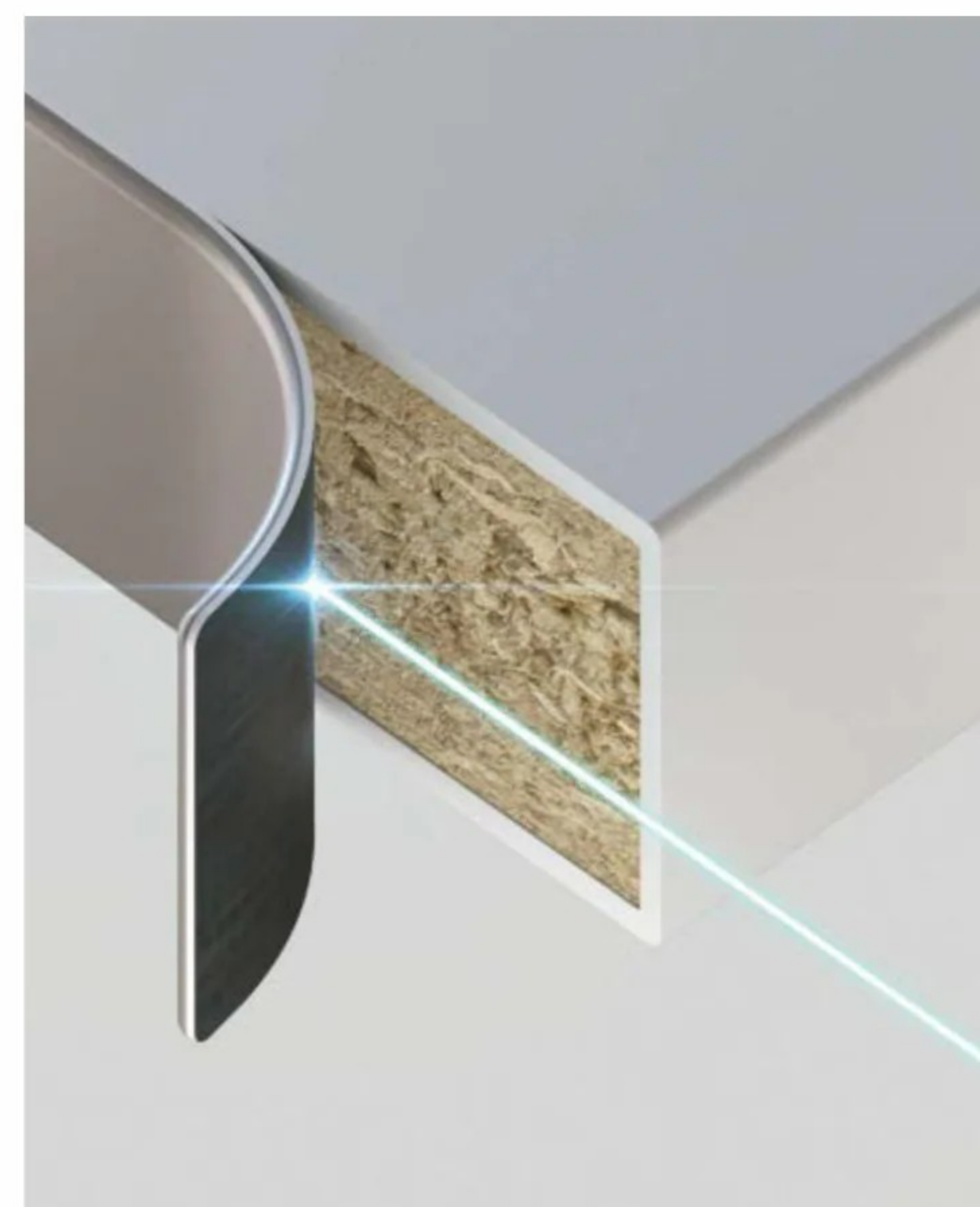
With more than 20,000 edgeband designs in different variants to match the world's 120 leading panel collections, Rehau offers the perfect component for use in visible areas on worktops and end-panels. Raukantex edgebands are available with various degrees of gloss, several lacquer effects, a natural feel and coordinated embossing. The impressive print quality (including digital) and excellent processing and performance properties never fail to impress. The Raukantex Designo collection is highly resistant to water vapour and the effects of heat and is constantly being developed. Digital printing is used, among other things, to create a standard pattern repeat of up to 1300mm or, if necessary, an

extended pattern of up to 2000mm, allowing for a perfect match between the edgeband and the corresponding board.

Lacquering has also become an integral part of the Rehau portfolio. Through the simultaneous application of gloss effects and decorative patterns, synchro-lacquered edgebands have a natural feel along the grain like that of real wood and provide a more natural look to all wood-grain patterns. The gloss levels can always be matched according to the surface.

On-going collaboration with board manufacturers and producers of printed décor papers ensures the company's designs are regularly updated in line with the latest trends, enabling Rehau to supply the right edgeband for the surface you want to use.

For more information email UKenquiries@REHAU.com





Mighty Minifix

Häfele has been manufacturing its Minifix cam and dowel system since 1983 and it's now available in more than 30 variants.



Although the panel fixings market is vast and ever evolving, some innovations are so engrained in the history of furniture production that their backstory deserves to be told.

Take the Minifix from Häfele as an example. The global company has long developed and distributed manufacturing and joinery products that are loved and relied on by professionals across the industry. But among all its products, Minifix stands out.

First manufactured in 1983, the Minifix connector system uses a centric ball principle, combining a cylindrical eccentric box and a cylindrical pin that work to connect two panels using a clamping force to bring the parts of a piece of furniture together.

Immediately recognised as a simple yet highly effective mechanism, the Minifix quickly became integral to the daily lives of furniture manufacturers and professional

woodworkers the world over. It was sought by those looking to assemble furniture easily without the need for specialist tools, and who also wanted to save time and money. And over the years that followed, it also paved the way for flat-pack, self-assembly furniture, with manufacturers able to provide homeowners with the easy-to-use Minifix alongside the required panels to construct their own products.

Committed to innovation and always harking back to its focus of designing products for customer need, Häfele has continued to develop the Minifix and improve its performance. Today, in the year Häfele celebrates its 100th birthday, the Minifix is available in more than 30 variations and over 500 million units are produced by Häfele Berlin each year, making it one of the most iconic and influential panel fixings available on the market.

For more information call 0800 171 2909 or visit www.hafele.co.uk/en/

Ahead of the curve

Curved furniture and interiors are known to give off a relaxing, cosy and calming feel to a room because of its soft, smooth appearance. It's a trend closely linked to biophilic design – connecting occupants to the natural world. The smooth finish, machinability and strength of engineered wood panels like MDF are perfect for creating flowing edges on anything from coffee tables to sideboards and fitted furniture.

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Limitless inspiration can be found on Medite's exclusive MDF community site, *Medite Makes It Real* -

www.meditemakesitreal.com Sign up to share work, gain inspiration and win prizes and you will receive a free gift.

Smooth, easy to machine and paintable, Medite MDF is ideal for curved components.



Sleek Shaker doors made using Medite Optima. Photo by John Penny

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Strength and performance

Nicolas Yazigi uses Himacs in white to complement oak and ochre in an unusual kitchen.

Nicolas Yazigi continues to push the boundaries in terms of kitchen design and this former factory is no exception. The first thing you see in the kitchen is a huge island with a central unit made from HiMacs in spotless white holding an impressive oak table. The solid surface worktop features hidden power sockets and there are oak drawers and a wine cellar down the side. The perfectly smooth, non-porous, seamless surface of HiMacs makes this worktop impeccably hygienic and resistant to wear and tear, scratches and stains.

The oak table is not only super-sized (370 x 130 cm) but, embedded in the HiMacs unit, 80% of the table floats above the floor. In order to find the ideal balance of stability and lightness, Nicolas Yazigi made a mixed wood and metal structure clad in plywood and covered it in solid oak veneer.

At the back of the room is a set of ochre yellow laminated panel storage units that add a splash of colour to the room while also incorporating an oven and refrigerator. In the centre is a large, bespoke niche made with HiMacs Alpine White, which houses the stove top, sink and extractor fan and features LED lighting. Manufacturing and installing this part of the kitchen posed a real challenge but the results speak for themselves: clean corners and a perfect, seamless finish.

The storage units above the alcove needed to support the entire unit and not sag over time, so each end of the back wall features a set of shelves, also made of HiMacs. To complete the look, the skirting boards and scribe mouldings are also made of HiMacs.

For more information on HiMacs, visit www.lxhausys.com/eu-en/products/himacs or find your nearest branch of James Latham [here](#).



Photos: © Nicolas Yazigi

AIROS

Changing times

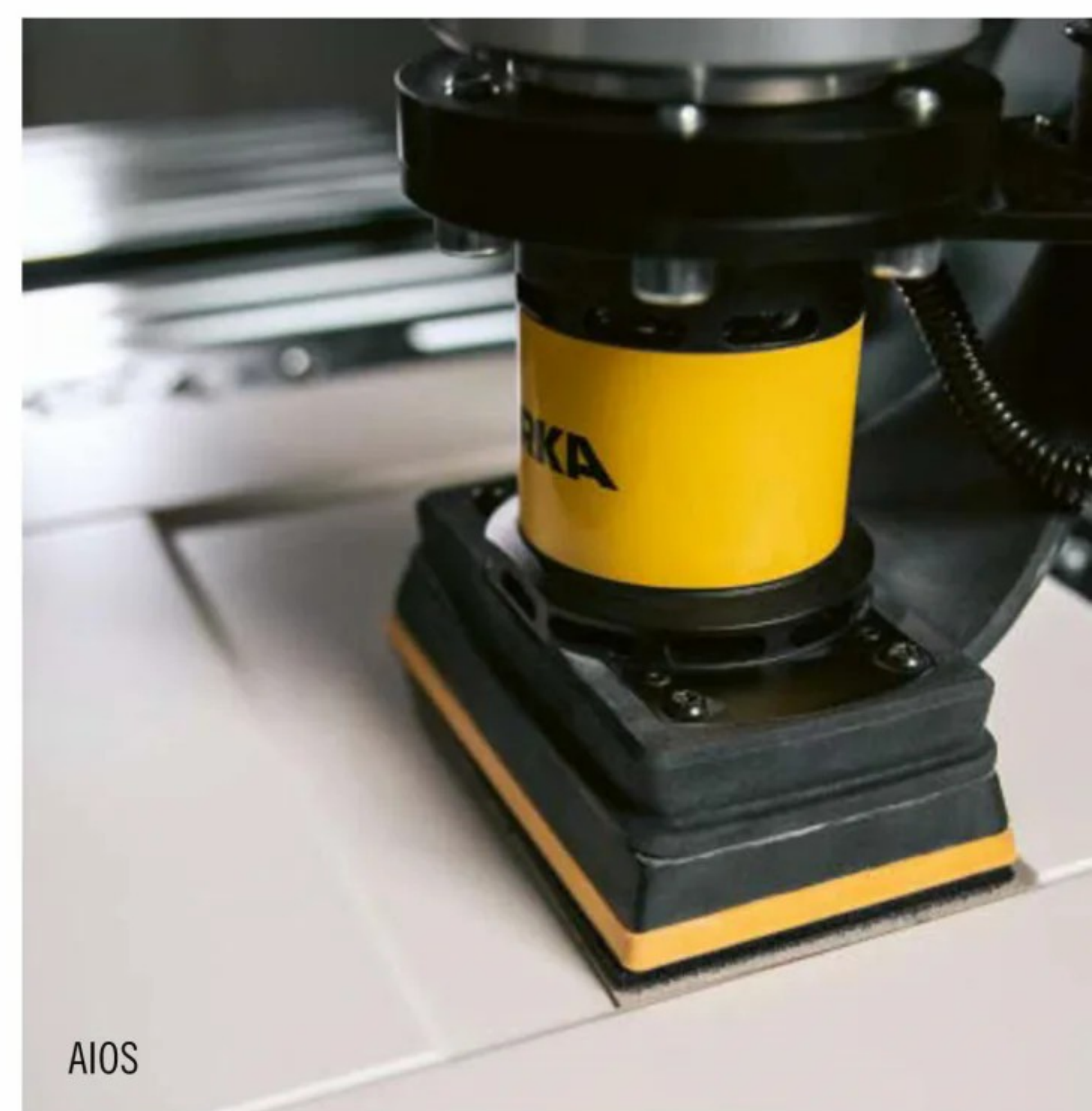
In much the same way that large-scale machinery has been evolving over the last few years, a profound change has been taking place in the hand-tool sector. Fewer and fewer air tools are being launched and in a decisive shift, manufacturers are adopting electric and battery power. There are several reasons for this: firstly, using a compressor on a daily basis is energy intensive, which in turn is expensive and it eats into margins; secondly, pneumatic air hoses limit where the tool can be used in the workshop, reducing flexibility, efficiency and tidiness – not to mention safety – in the work area.

When it comes to the electric and cordless tools, manufacturers are keen to make the switch but, at the same time, they still want the full functionality they had with air tools. For many, the question is *can the new generation of hand tools handle the workloads users of compressed air tools have come to expect?*

One of the hand tool specialists embracing electric solutions wholeheartedly is the sanding specialist, Mirka. Mirka's experts are confident that not only will manufacturers find their solutions capable of handling the heavy loads normally expected of compressed air tools, operators will find the low profile, ergonomic design of tools like the Mirka® DEROS easier to control and more capable of providing a consistently high finish, too – and they will appreciate the flexibility that comes with being able to move freely from one work area to another, untethered by a trailing umbilical.

Hand in hand with the move towards economical, energy-saving solutions, the industry as a whole has seen a shift towards automation and solutions that provide them with error-free – and in some cases, operator-free – processing. Regardless of their size, manufacturers are investigating, and then investing in automated and robotic

There is no part of the machinery sector that isn't seeing change – even hand tools.



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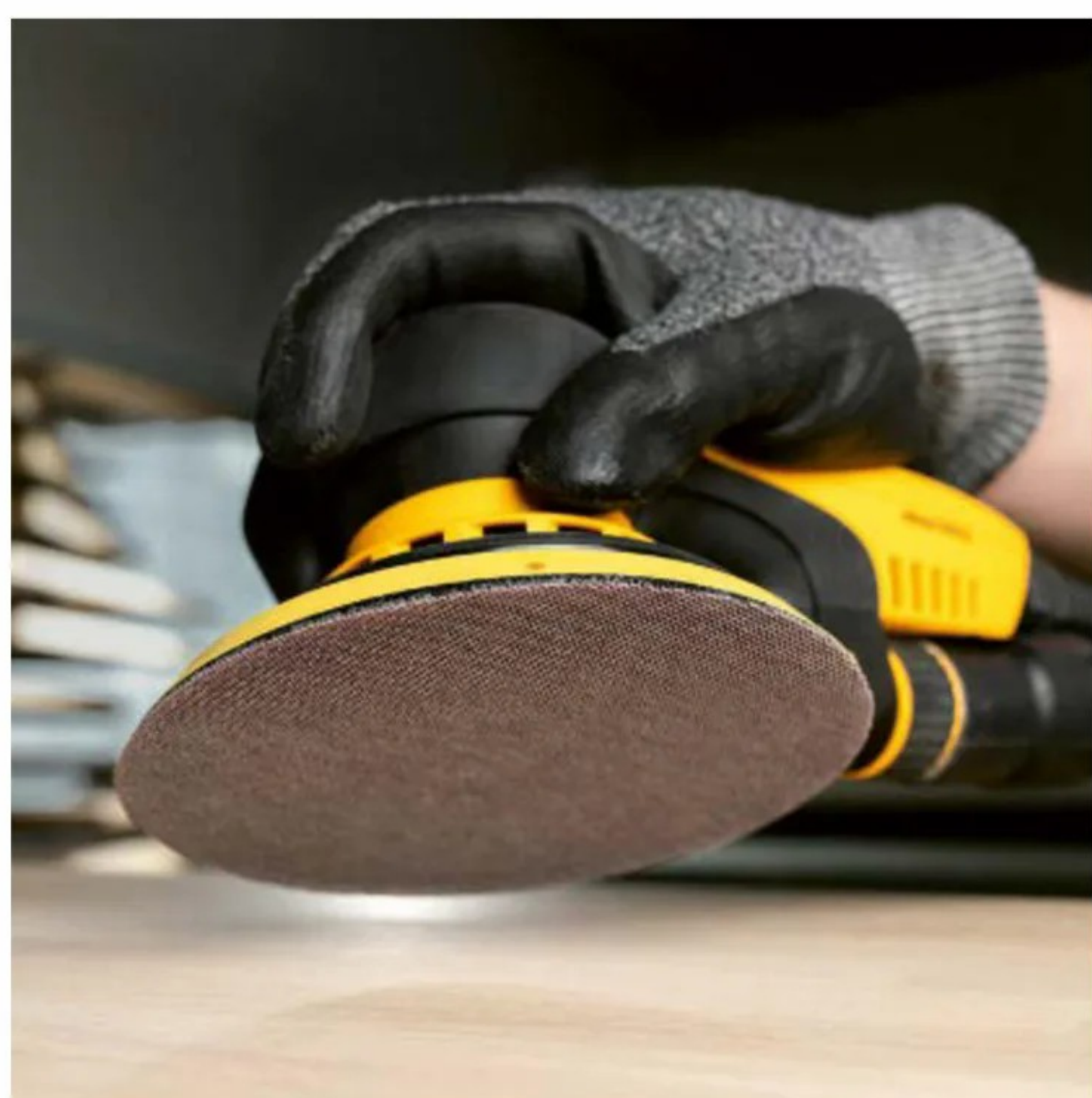
With the SYMMETRIC SYMC 70, you can saw skirting boards and trims accurately and twice as fast as with a regular compound mitre saw. The rollers allow you to move the cordless compound mitre saw into the correct position in an instant and, in combination with the dual battery system, make the saw completely mobile. Available in autumn 2023.

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options and in many cases it's helping them overcome the shortage in skilled labour, while managing larger volumes of work in a more cost-efficient manner.

Automated processes make consistent, repeatable results easy, especially with repetitive tasks like hand sanding. Mirka has invested heavily in the development of a robotic tool line-up and spearheading the range of options on offer is the Mirka® AIROS. The AIROS has been designed and developed from the ground up to ensure ease of use and consistency. It provides two-way communication between the sanding head and the control system running it, transmitting up-to-the-minute information to the user about how the sander is working and facilitating easy

adjustment to meet the parameters of the job. It is designed to put the user in control of the sanding process. After training, it is easy for operators to input new programs and switch between different-sized workpieces.

In the last 12 months, Mirka confirms the number of active projects for AIROS and AIOS at bespoke furniture manufacturers has increased dramatically and users report a significant reduction in errors caused by over-sanding, or inconsistent technique. By leaving the sanding to the **Cobot** (Mirka sanding robot), it frees up an operator to deal with less repetitive, skilled work.

Integrating sanding automation into a workshop inevitably involves changes to existing processes and work environments,

which make the journey slower than just buying a new tool off the shelf, but the long-term benefits to production times and quality are significant. In line with large-scale installations across the industry, the next stage of development will be with scanning systems that can see the workpiece and adapt the sanding process, or select the program, for whatever profile is presented. With this, routines can be programmed for set sanding times, patterns and pressure so the finish remains the same no matter the dimensions, making bespoke projects much easier to manage.

For more information on Mirka's sanding solutions, call 01908 866100, email marketing.uk@mirka.com or visit www.mirka.co.uk



Bohemian Flame

Le Chic with HybriQ+®

Six new solid surfaces and a revolutionary manufacturing process set Silestone's new collection apart.



Versailles Ivory

Cosentino has just launched *Le Chic*, the latest product from Silestone®. The new Silestone® series, comprising six designs, redefines a timeless classic and represents a step forward in veined-patterned surfacing.

The detailed veining in *Le Chic* is made possible by a new moulding system that gives life to particles and minerals of a wide range of sizes and creates an incredible new texture. Using Cosentino's patented HybriQ+® technology, *Le Chic* is manufactured using 99% reused water and 100% renewable energy and it incorporates a minimum of 20% recycled raw materials in its composition.

The HybriQ+® technology used to create *Le Chic* was developed for Silestone® by Cosentino and launched in 2020. The formulation used in the composition of Silestone® represents a significant decrease in the presence of crystalline silica – below 40% in the Urban Crush series and the

production process demonstrates the company's commitment to the environment, the circular economy and sustainable management.

Le Chic includes six designs: Parisian Blue, inspired by the shades seen in famous Imperial Roman stones and with fine veins in ochre; Eclectic Pearl, which features flowing streams of delicate veining, diamond-like grains and metallic accents; Versailles Ivory, a subtle two-toned design with marbling in the background and gradient effects that exudes luxury and elegance; Victorian Silver, a subtle two-toned design with marbling in the background and gradient effects; Bohemian Flame, inspired by the golden flows of lava that generate scars on volcanic soil; and Romantic Ash, a strong design with large rivers and encrusted grains reminiscent of stars in a clear sky.

For further information, contact cosentino@houston.co.uk or call 0204 529 0549.



Continental: strong on sustainability

Continental announces a new collection of skai PET and recycled PET décors.



With environmental concerns taking centre stage in the world of furniture manufacturing and interior design, Continental has stepped in with a new collection of materials that offer real benefits to manufacturers and consumers alike.

“Consumers are actively seeking out sustainable products and the companies who make them,” says Bruno Lehmann, Head of Product Management Interior Living at Continental. “Sustainability is far more than a growing trend, it is now an issue that lies at the heart of our everyday lives – both at work and in our free time. Interiors and furniture not only need to be sustainable, they should also look natural. From a design perspective, natural elegance in look and feel is an important trend.”

Recent additions to Continental’s product portfolio, which were shown on an Interzum stand packed with innovations, include structured PET furniture surfaces with an innovative wood texture for customers

looking for plain films, and supermatt surfaces that are inviting to the touch and can easily handle grooved and slatted profiles. These are joined by new, innovative décor variants and plain colours, such as the surface film skai Perfect Solo – and a fully recycled 100% PET polymer option, the skai rPET PureLux range. Continental’s skai rPET PureLux design laminate combines a pleasant soft-touch effect with exceptional scratch resistance and the anti-fingerprint effect achieved using the special surface technology ‘staynu’. Manufactured in Germany, all the ingredients used are REACH compliant and the finishes are solvent-free, ensuring the value chain is environment friendly from development to application.

For more details on Continental’s décor films and other products, visit www.skai.com/en/interior/furniture-foil/ or for information about Continental’s comprehensive sustainability framework visit www.continental-industry.com/en/campaigns/sustainability

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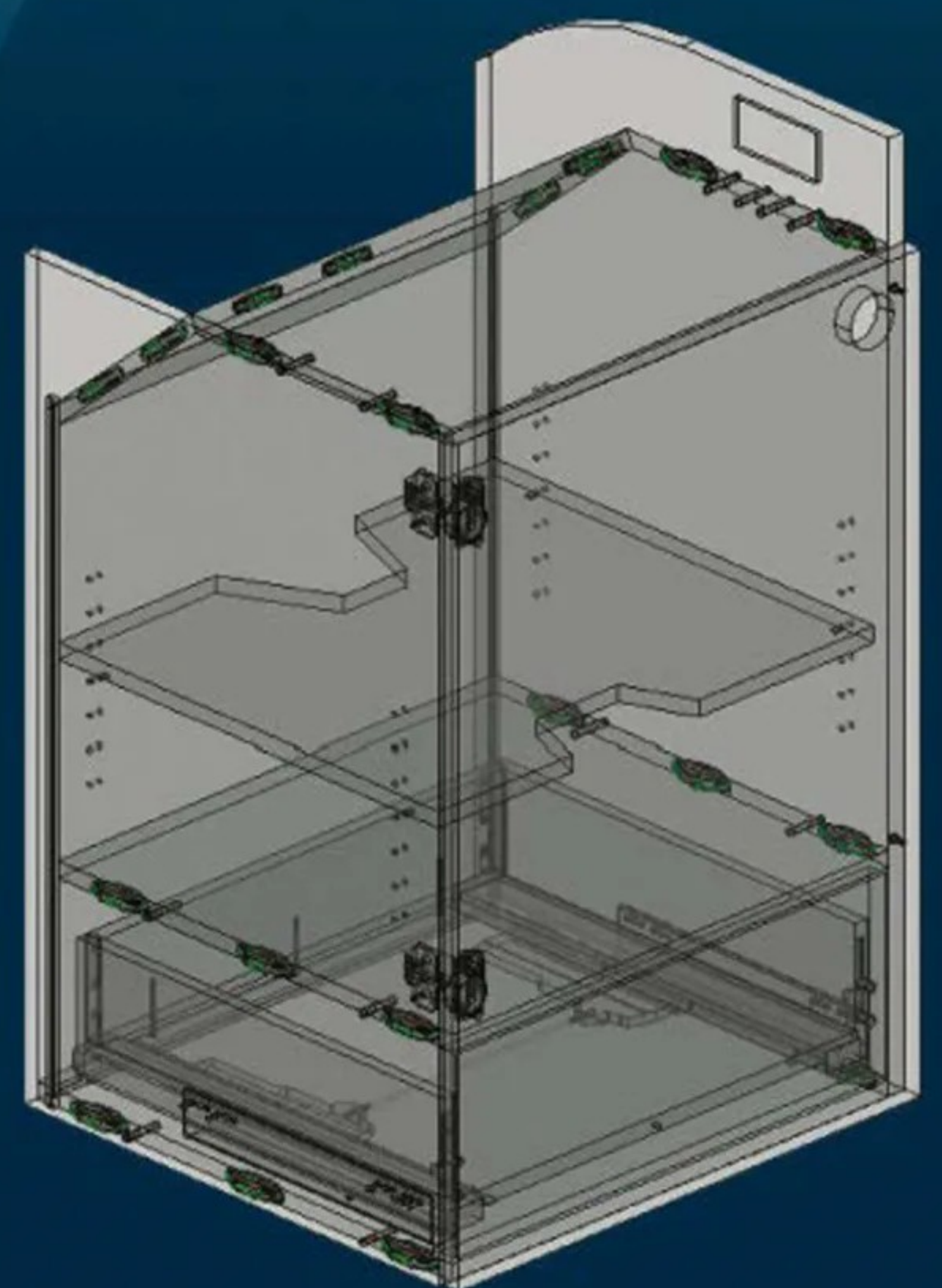
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Powermat 1500-018 automatic planer and moulder

Weinig: peace of mind

Premier Forest Products has invested heavily in Weinig machinery and Regional Business Development Manager Bill Thomas couldn't be more delighted with the opportunities it's given him access to.

Bill Thomas has been in the industry a long time – more than 42 years, in fact. He knows timber, he knows the best way to process it and he knows machines inside out. Now the Regional Business Development Manager for Premier Forest Products with primary responsibility for the development of the group's Merlwood Timber site in Haverfordwest, he is responsible for a large and growing range of products that encompasses skirtings, architraves, door lining sections through to bespoke moulded products for furniture-manufacturing clients and special cladding in locally grown Larch and Cedar for timber-frame house builders.

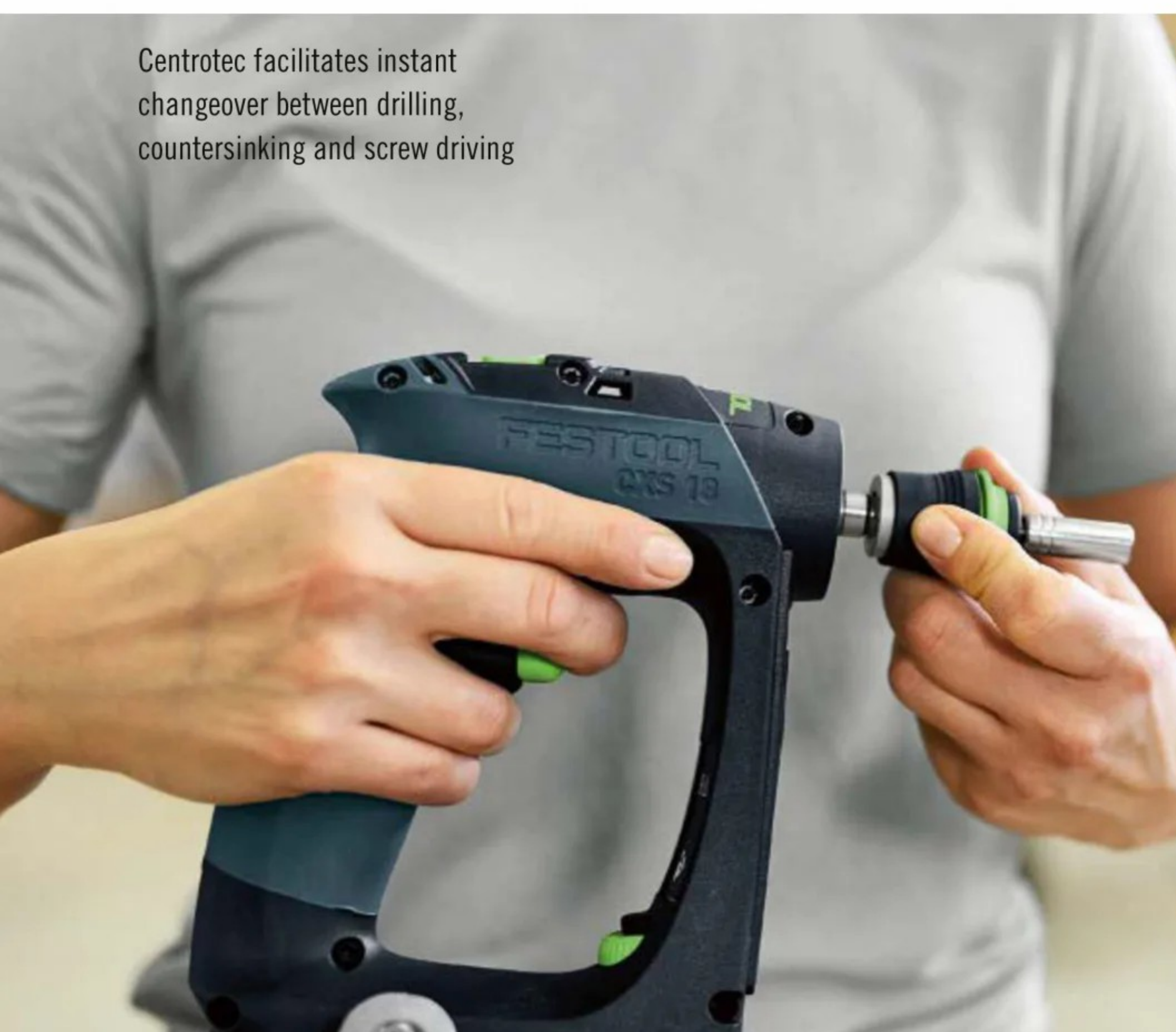
"We cover most bases in terms of the profiles that we can produce," he confirmed. "We're able to service more niche markets now because the latest moulder we've installed can machine widths up to 300mm. There are very few businesses out there that have that capability."

Back in autumn 2022, as part of a substantial investment that also included the same and more Weinig machines for Premier Forest Products' Duchy Timber site in Cornwall, Bill took delivery of a Weinig Powermat 1500-018 automatic planer and moulder, a Rondamat 960 Tool grinder for straight and profile cutter heads, an OptiControl PowerLock PowerCom

Bill Thomas



The integrated LED light allows for precise work even in dark corners



Centrotec facilitates instant changeover between drilling, countersinking and screw driving



The integrated magnetic bit garage offers space for holding several bits

Bluetooth® Festool Work App, which can also be used to configure the right-hand/left-hand selector. For left-handed people, the Work App can be used to reverse the right-hand/left-hand selector switch so it doesn't protrude into the handle area. The belt clip can also be positioned for right- and left-handed operators.

The integrated bit garage offers space for holding several bits and secures them magnetically so they don't fall out.

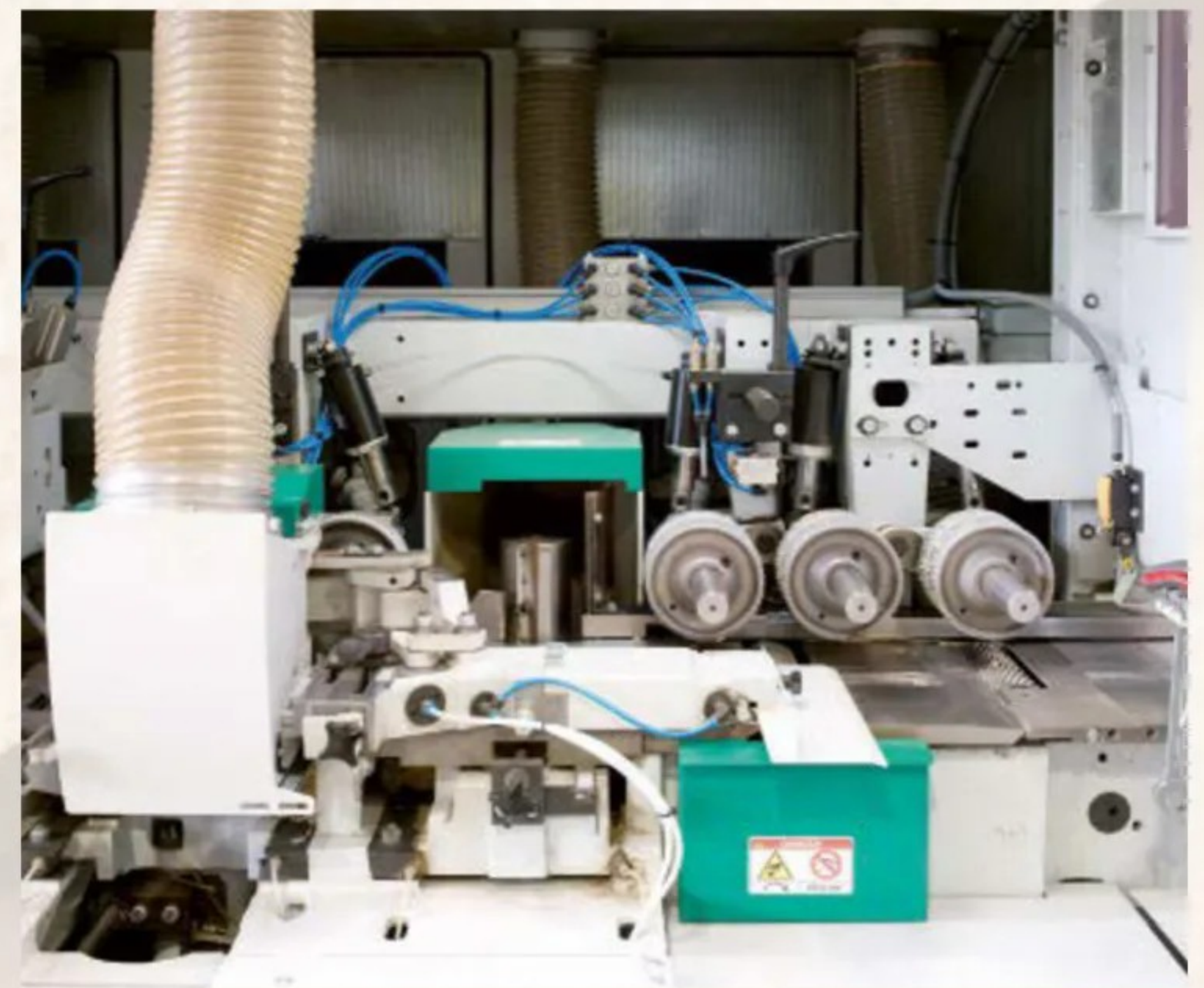
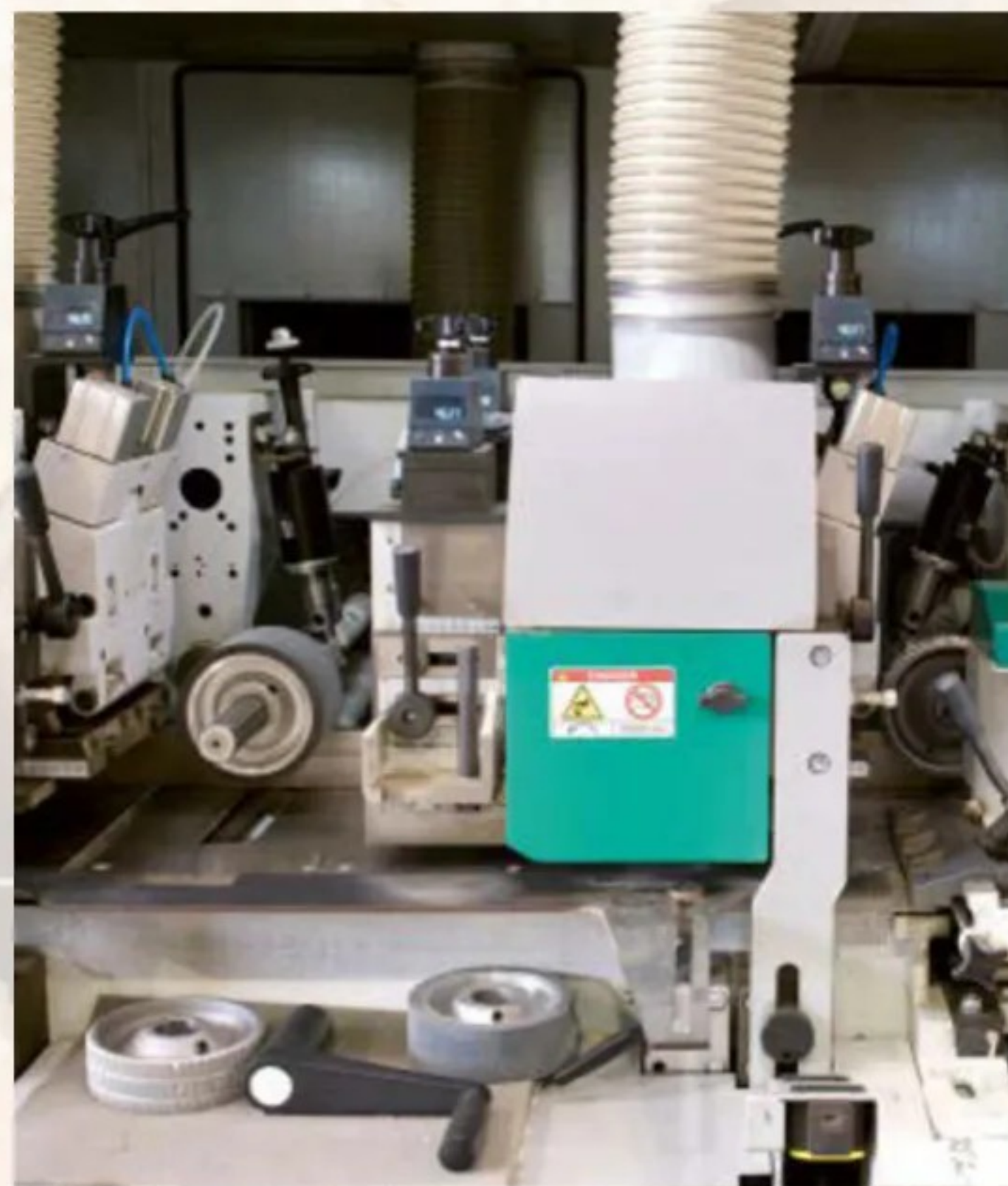
For fast changeover between drilling, countersinking and screw-driving, the tried-and-tested Centrotec tool chuck is a chuck and bit holder in one. Suitable for use with numerous Festool Centrotec accessories, the

key advantage is that it's only half the size and 80 percent lighter than a standard drill chuck. With a length of 140mm (TXS) or 156mm (CXS) and a height of 224mm (TXS) or 206mm (CXS) including a 3.0 Ah battery, these machines are not just impressively strong, they are also extremely compact.

The CXS 18 and TXS 18 are equipped with powerful brushless EC-TEC motor and a two-gear drive system that facilitates 0-470rpm or 0-1600rpm with torque of 1.1-8Nm, or 0.4-2.3Nm at the higher speed. Both models provide a drilling diameter of 35mm for wood or 10mm for steel and have a chuck range of 1-10mm and a weight of 1.4kg when equipped with the 3Ah battery.

"Battery technology and battery-powered devices are a significant trend on the tools market," says Sascha Menges, CEO of Festool GmbH. "We have tailored our strategy to reflect this and are continuously expanding our portfolio. We're not just blindly pursuing a strategy of using battery technology for the sake of it – we want to take a more purposeful approach to ascertain how battery technology might best serve the application in question. We want to optimise the results so the products are perfect for their applications and we want to make work easier, safer and better for tradespeople." says Sascha Menges, CEO of Festool GmbH.

Visit online at www.festool.co.uk



electronic measuring and display system and a UniCut P manual cross-cut saw.

When asked why he choose Weinig and what he wanted to achieve in terms of production, Bill was very candid: "The reasons we went with Weinig were twofold: I have many years of experience working with Weinig. I've always considered them to be a market leader. Weinig is the brand of choice; it's seen as the leader in the technology we use. In terms of research and development, they're always pushing and that gives us medium to long-term comfort that our investment is cutting edge."

The second reason was service. "The service and technical support you get from Weinig is second to none. There's a good personal touch. Even though they are based in Oxford and we are in Wales, they're only a phone call away and they are always happy to assist with any little technical problems post-commissioning of machines. The on-

going support you get with information on how to create mouldings, set machines up, everything... Weinig pretty much ticks all the boxes.

"One of the things we wanted to achieve was a maximum width of 300mm and a depth of up to 150mm because that gives us an inroad into certain joinery sectors we've not been able to access previously. We also wanted really high quality and the finish you get from Weinig moulders in terms of the actual cutting knives is second to none. The computerised systems allow us to link the tool room to the moulder, which was also important to us. We have the OptiControl system where we set the cutter blocks and everything is matched to the machines. This cuts down the setting time substantially. It also gives us consistency and accuracy for repeat business."

Merlwood's Powermat 1500 is a six-spindle moulder with Powerlock and being

inverter driven, it provides variable speeds from 4000-12000rpm, so spindle speeds can be optimised according to the size and complexity of the section being machined and the tool types Bill favours.

Weinig's rapid changeover system requires less traditional machining skill and that makes bringing new operators up to speed much easier and quicker – an aspect Bill is very keen on.

The Powermat 1500 copes easily with the 300 x 150mm profiles Bill wanted to produce and, in fact, provides a 310 x 160mm working capacity as well as more than double the feed speed when compared with a conventional single point knife finish moulder. CNC control takes care of working widths and thickness while PowerCom Plus profile and tool data management software connected to OptiControl (in the tool room) provide tool measurement data.

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he says. "It complements everything else we do here. We go from the metal knives, which come in ready for cutting and using the templates, we machine cut them to size for profiling on the grinder. We set them up on the OptiControl, put them into the blocks, put them on the machine and the finished product is always consistent with a superb finish.

"Pretty much all the tooling side is brand new to us. Weinig has been very helpful in terms of the selection process, helping and advising us on the correct tools for each of the jobs we wanted to perform."

Cross cutting at Merlwood is taken care of by a new Weinig UniCut P, a manual cross-cut saw Bill says is "Probably around four times more efficient than a manual cross-cut saw". Maximising material yield

through full optimisation of cutting lists, it's equipped with a simple-to-use OptiCom operating terminal that shows all information clearly and has been designed for one-man operation. "It gives us the ability to precision-trim timber such as door linings as well as components like bed slats," he says. "It is so much more efficient, more accurate than the old way of working where we had to put jigs onto a bench with little blocks to hold things in place. It really is good and the guys have all been trained on it. They're all comfortable with the machinery and they see the benefits and how efficient it is at producing what we need to produce.

"This particular machine doesn't have a scanning capability to take out knots but, certainly in terms of us being able to optimise and remove areas with shakes or splits, we

can still set the machine to cut out that particular portion. It's not a laser scanner system but we can be selective."

To say Bill is pleased with his new Weinig equipment might be something of an understatement: "Investing in Weinig has given us peace of mind and confidence that we are equipped for the future. We're on a journey and with Weinig as our supply partner across the Premier Forest Network we're feeling very confident about the road ahead. I think it's a positive story."

For further information on all the machines featured in this article, call Weinig UK on 01235 557600 or visit www.weinig.co.uk/en/

For bespoke product in timber, call Merlwood on 01437 760890 or visit premierforest.co.uk/merlwood-timber/

Two different designs of Festool's TXS (main image) and CXS (bottom right)

Compact and cordless

Lightweight, compact, versatile and surprisingly powerful, Festool's 18-volt CXS 18 and TXS 18 compact screwdrivers are two first-class helpers for a wide range of everyday tasks. In tight areas and hard-to-access corners, the compact design and impressive performance make these cordless drill/drivers ideal for any assembly task, no matter how demanding.

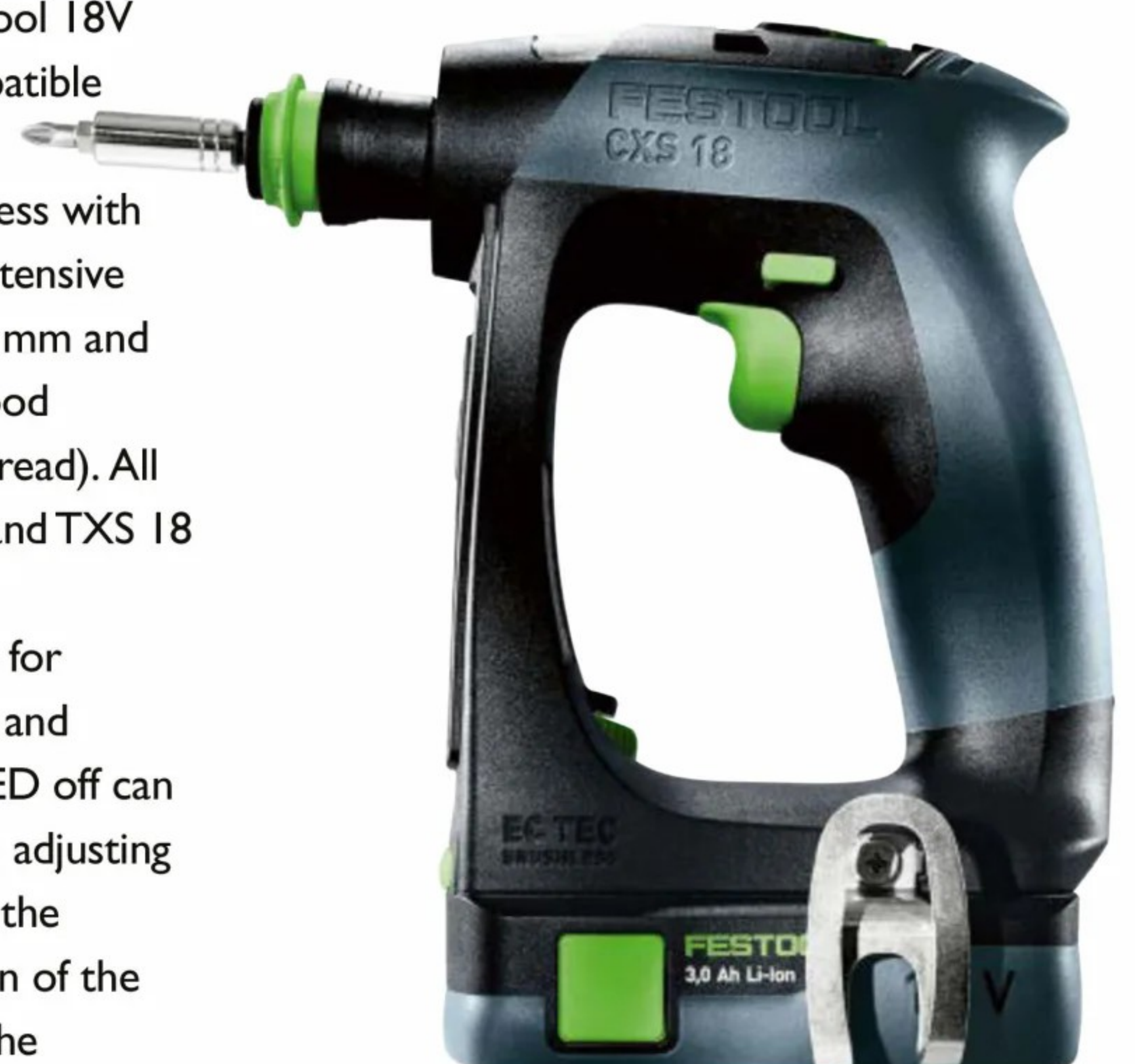
The two compact drill screwdrivers are available in two different design options: the C and T. The unique C-shape, which is typical to Festool, allows for precise work in the drilling and screw-driving axis, while the classic T shape ensures easy handling and a short distance from the workpiece. Both C and T designs are technically identical, whichever you choose. When it comes to ergonomics, both are impressive and come with fast tool-change via the FastFix interface and Centrotec system. Numerous attachments can be used with the CXS 18 and TXS 18 to extend their capability further.

Equipped with a bit garage, LED light control, belt clip and a powerful 18V battery, the new CXS 18 and TXS 18 leave nothing to be desired and make work simple. Flexibility, both during screw-driving and drilling operations, is inherent in the design because all attachments in the current Festool 18V cordless drill/drivers are also compatible with the new CXS and TXS 18.

The CXS and TXS 18 also impress with their performance during power-intensive work with Forstner drills up to 35 mm and screws up to 6 x 240mm in softwood (countersunk screw with partial thread). All 18V battery packs fit on the CXS and TXS 18 (except for the Ergo battery pack).

The integrated LED light allows for precise work even in dark corners and continuous lighting, afterglow or LED off can be controlled via the easy-to-reach adjusting wheel, which is also used to adjust the torque. The brightness and duration of the afterglow can be personalised via the

Festool's 18-volt CXS 18 and TXS 18 compact screwdrivers are versatile, powerful and compact.





Makita goes cordless

The launch of the HS012G Circular Saw adds a new, compact option to the Makita range of saws as the first 165mm model in the XGT range. The combination of 40VMax XGT power and an energy-efficient brushless motor means it achieves a maximum output of 1300 watts – nearly twice that of the equivalent 18V saw – and a no load speed of 5200 rpm. It also features constant speed control to maintain consistent blade speed under load for improved cutting performance.

The HS012G has a bevel range of up to 50°, with positive stops at 22.5° and 45° to make it easy to select these commonly used bevel angles. It achieves a maximum cutting depth of 57mm at 0° and 41mm at 45°.

To ensure user safety, the HS012G has an electric brake to slow the blade quickly and an anti-restart function to prevent accidental start up. It also includes Makita's Auto-start Wireless System (AWS), which allows the

HS012G to be wirelessly connected to a compatible dust extractor via Bluetooth, enabling the dust extractor to run automatically when the tool is activated.

The HS012G features twin LED job lights with pre-glow and afterglow functions for better illumination of the work piece. It also has an integrated tool hanger and is supplied with a removable parallel guide for accurate straight line cutting.

In addition, the HS012G can be used with Makita guide rails, which eliminate the accidental inaccuracies of freehand cuts, especially on larger pieces of material where parallel guides cannot be used.

The HS012G is available as a body only option (HS012GZ), body only in a Makpac case (HS012GZ01) or as a kit with two 2.5 Ah batteries and a XGT battery charger supplied in a Makpac case (HS012GD201).

For more information on Makita and its range of products visit www.makita.co.uk

Makita has added to its range of cordless circular saws with the launch of the HS012G 40VMax XGT Brushless 165mm Circular Saw.



An air cushion system in the machine table reduces friction between the workpiece and machine table, improving transport of heavy workpieces and a 1.2m infeed table with two driven rollers above the table and one serrated roller in the table make life easier for the operator. At the Duchy Timber site, the out-feed includes Weing's High Mech AI XL 6100 automatic out-feed system, which separates parts coming out of the moulder and cross conveys them into a buffer field to allow operator time to inspect work pieces prior to stacking. Designed to reduce operator fatigue, it allows the moulder to run continuously and synchronises with the feed speed of up to 40 m/min.

At Merlwood, Bill chose not to go for handling equipment: "We have a slightly different profile in terms of the customers

that we deal with and the volumes that we produce. We're also limited by the footprint size of the saw mill, so we decided not to go for handling. Nevertheless, in terms of the added advantages of this new investment, we have more than doubled our potential output in linear metres compared with our pre-installation capabilities," Bill confirmed, "So the Powermat really is putting us right up there where we needed to be to compete."

To back the Powermat 1500 up, the investment at Merlwood also included a Rondamat 960 tool grinder for straight and profile cutter heads, which is ideal for resharpening straight knives as well as creating and resharpening profile knives with a template. Equipped with the Powerlock system, it will accept HSK tools direct from the moulder and can grind large tools of up

to 250mm diameter x 322mm wide. Radial clamping of the table provides fine adjustment for accurate planer/tool re-grinding while the axial constant profile template system reduces setup time on the moulder.

Also in the tool room, an OptiControl PowerLock PowerCom electronic measuring and display system provides non-contact measuring of tool dimensions using a projector for optical recording of the cutting edge and electronic digital displays for tool radius and axial reference dimension. It will receive HSK tools direct from the Rondamat 960 grinder and can measure tools of up to 300mm diameter x 330mm wide. Tool and profile data is synchronised between the Powermat 1500 and the tool room.

Bill is very enthusiastic about the Rondamat 960: "It's an excellent piece of kit,"



freud

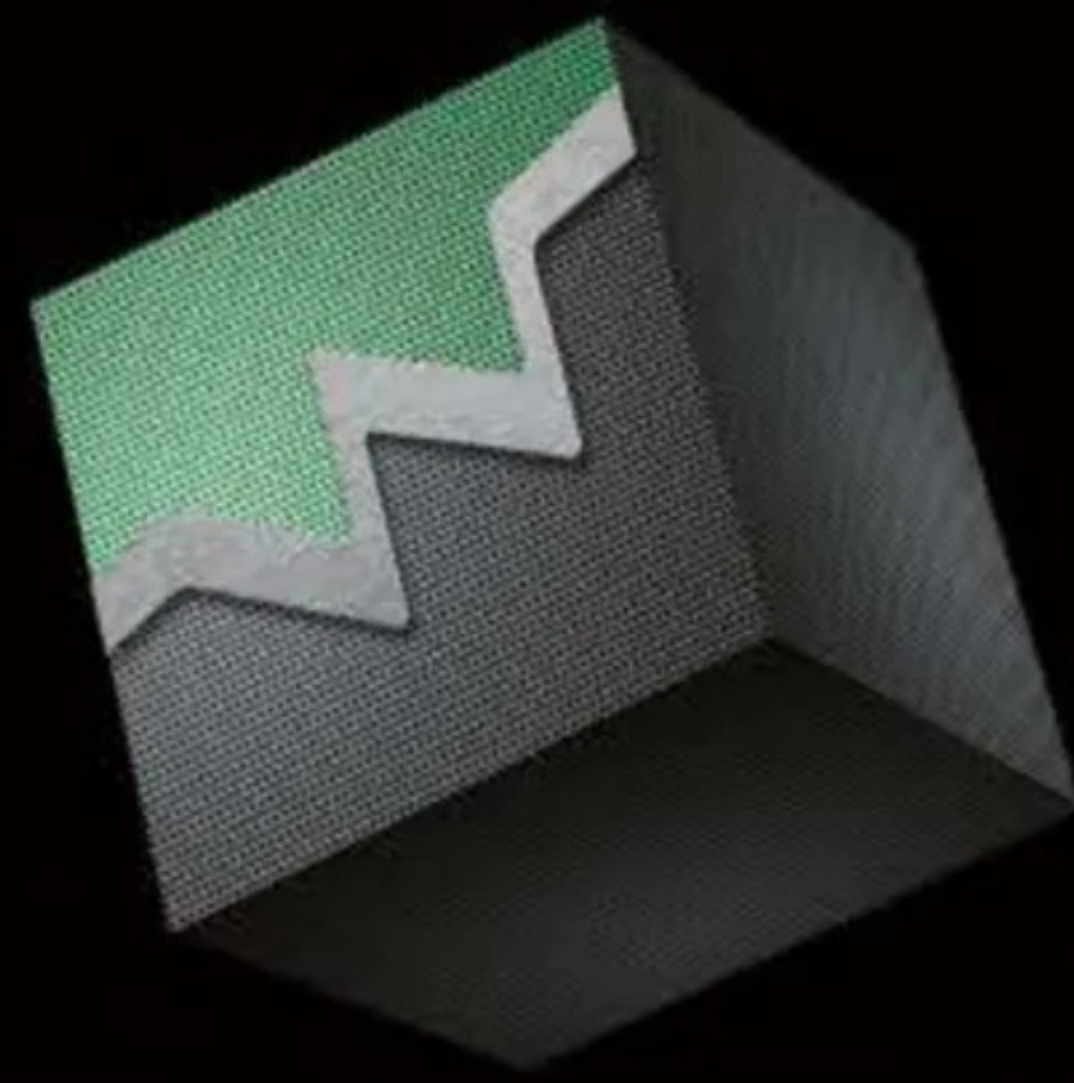
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Chris Keeley

Interestingly, and perhaps uniquely, where many companies treat service as an income-generator, that's not how Felder UK works. "Our aim is to look after the customer," says Matt. "We make our money through selling and supplying machines. And the next machine. And the next machine. We have a fixed call-out fee, no matter where you are in mainland UK. If someone from Truro phones us up, he can pay the same fixed call-out fee as someone from Oxford. Many of our customers are on service contracts, which provides additional advantages. It's far, far cheaper than what our competitors charge but we feel it's fairer as well."

Heading up the service team is Service Manager Chris Keeley. A fully-trained field sales engineer with many years' experience installing and repairing machinery, he's been with Felder UK for the last nine years and he's very hands on. "Sometimes you find service managers that have no real concept

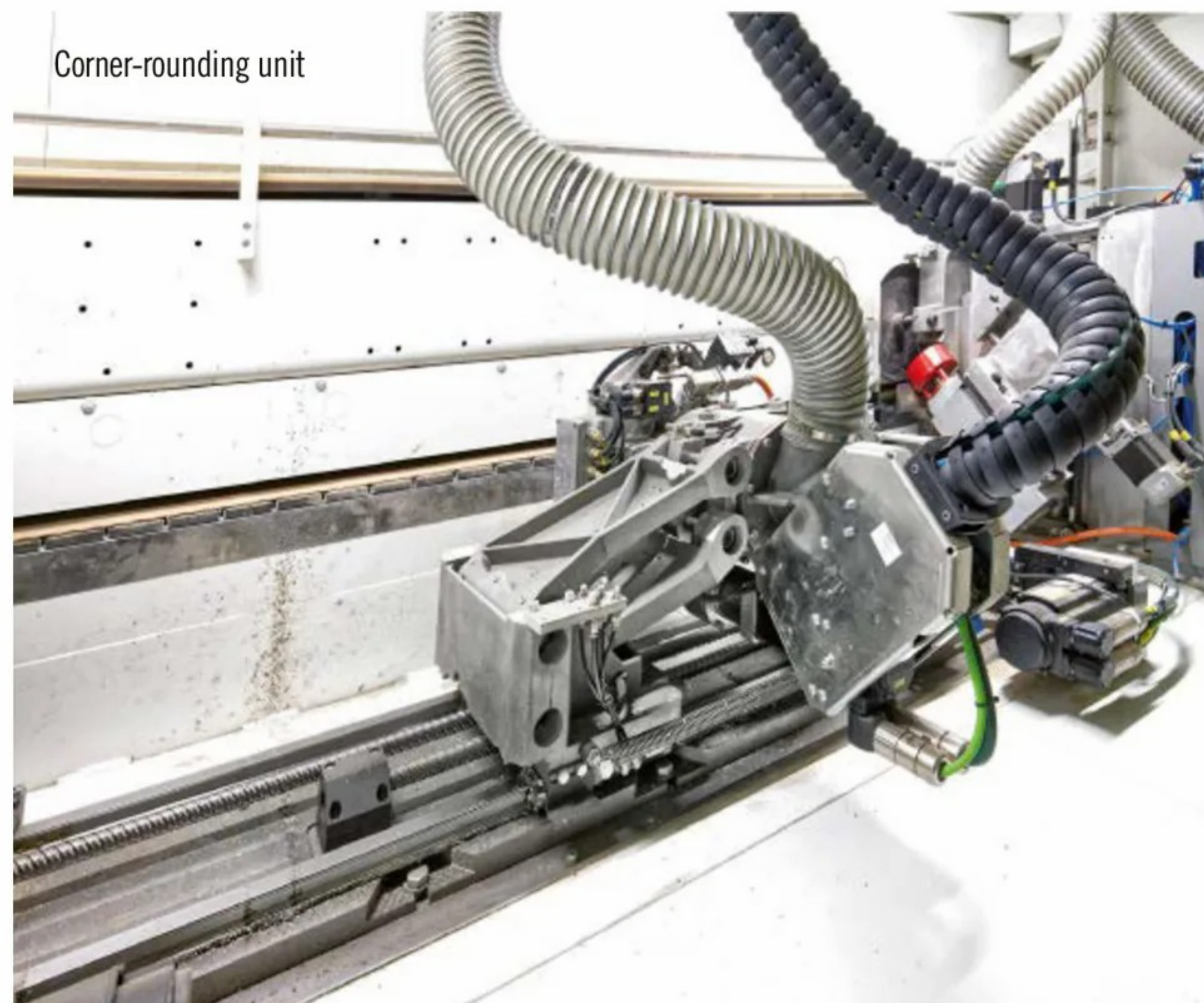
of how the job's done or what's involved day to day, what the engineer's frustrations are, or how things could be improved," he says. "My background means the guys we employ know they can lean on me for support because they know I know how to do their job. When the going gets tough, I have the technical knowledge to go out and help them. I also understand what the customer needs out of us as well."

"When a customer calls for an engineer, he needs help immediately because generally a breakdown's happened and it's stopping business. What I always strive for is to get out as fast as possible. We don't promise a one-time fix or a one-visit fix but we want to go into site as fast as we can with what we think we might need. We try to establish what the problem is so when we go to site, we have the bits to do the job. There's a lot of commonality in the parts on Felder machines and our engineers carry a good

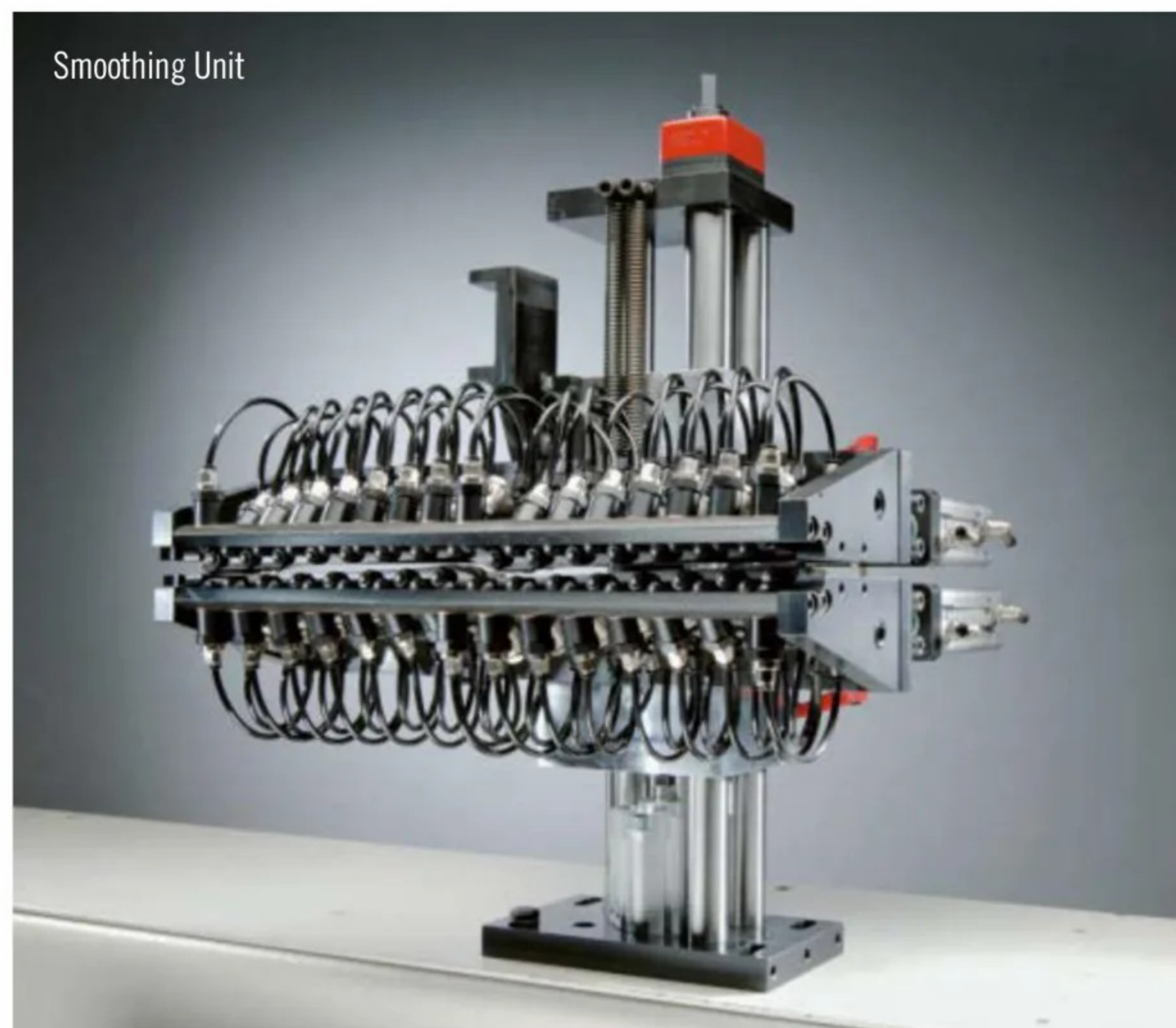
stock in their vans, which helps to get simple problems fixed quickly."

Chris is confident that the level of service he and his team provide is the reason customers come back to Felder and progress through the Hammer range to Format 4 as their own businesses grow. "We're very approachable," he says. "Regardless of whether you bought an accessory from us or a big machine, you can still call the same phone number, or email the same email address and get through to the same team. Everyone feels very equal no matter what they've bought, when they bought it, or how much they've spent. We're continuing to provide good support to all Felder users, even those whose machines are 15 years old or more."

For more information on Felder machines and the support package offered by Felder UK, call 01908 635000 or visit www.felder-group.com/en-gb



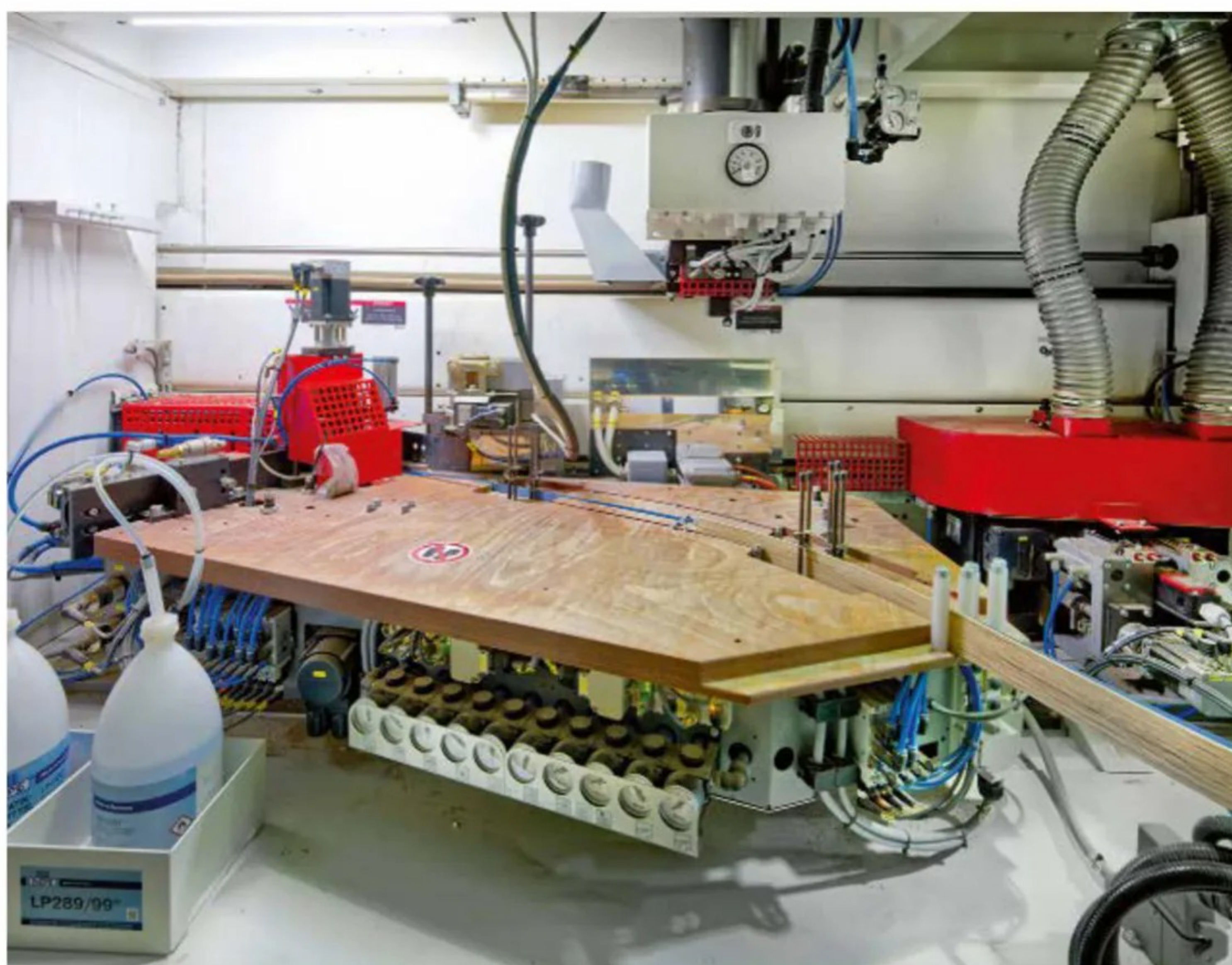
Corner-rounding unit



Smoothing Unit



Adam Hewes demonstrating the special table for edging small pieces



the IMA Schelling smoothing unit is equipped with ball bearings mounted at different angles. The ball bearings put pressure on the edgebanding material and it's the pressure that restores the colour."

The Novimat at Bradly Adams is equipped with a two-reel magazine and a PU gluing system to supplement the EVA system. It also has top trimming, top and bottom milling, profile scraping, flat scraping and buffing and runs at 25 meters/minute on the first pass and 20 metres/minute on the second. Corner rounding is carried out by the KFA unit during the second pass.

In terms of day to day maintenance, all the Novimat requires is cleaning down and adjusting so it will carry out the tasks you require of it. "Everything else is done through the computer," said Bob. "And it's quite an intuitive machine. Everything's NC controlled, so you can tweak any station. It's all assigned to a program, so it can't go wrong.

"Even switching over glue pots is an easy task: everything is already on the machine. It's not an automatic change-over system on our machine but it's just a case of changing the glue pot to a different one. We got two glue pots with the machine, although it's easy enough to use the same glue pot so long as the old glue has been cleaned out of it."

Drilling on the slab doors Bradley Adams manufactures to order for its trade clients is generally carried out after edgebanding so there is no need to step over hinge holes when applying the tapes. "We'd have specified more tracing wheels on the machine so there was always a tracing wheel running if we were drilling before edging," said Bob. "It was an option but not one we felt we needed. We could always have it retro-fitted later if need be."

From the time Bob ordered his new IMA Novimat to the time it was delivered took

roughly six months. "The service from IMA Schelling has been really excellent – everything we have become used to with our Schelling saw – and the product quality the edgebander is producing – not just the doors but on carcasses, shelves, and everything we produce – is really first class.

"Although we're a small company, we have to be able to compete and at least match the quality and the reliability of our competitors, many of which are much bigger companies. With the IMA we can do that. It's so quick that it's saved us a massive amount of time, which also helps with competitiveness. We have been surprised at how fast the batches go through and the quality is always consistent. Our IMA Novimat has given us the competitive edge we needed."

For more information call IMA Schelling on 01937 586340, email sales.uk@imaschelling.com or for Bradley Adams, call 024 7660 2525.



A tech centre for all

Biesse has pretty much everything necessary to simulate and prove performance of the exact machine that interests you in Daventry.

Can a showroom provide everything you need when space will inevitably restrict the number of machines on show? Can it cater just as well for the smaller user who is new to automation as it can for large-scale manufacturers who want to upscale their production?

As far as Biesse UK is concerned, their facility in Daventry covers most bases – but then, Biesse hasn't equipped it as a showroom and demonstration area. They've equipped it as a Tech Centre and although the exact machine you need may not be present, more often than not, among the demonstration models there will be machines that have the features you need. Biesse UK's brand sales managers and technical application engineers, working in partnership with Tech Centre Manager Nigel Elmes, have pretty much everything they need to simulate and prove

performance of the exact machine, or line that interests you in Daventry.

Michael Clack heads up the CNC side of Biesse UK. "What we've tried to do in the Tech Centre is be flexible enough to showcase a range of features," he confirms. "For example, we have three CNCs, one with a five-axis head, one with a four-axis head and one with a three-axis head. With these three we are able to showcase every feature available, even though we may need to do a five-axis demo on a pod and rail machine instead of the flat table machine a customer might be most interested in. We usually have the feature available on one of the machines..

"We've tried to have as many features as we can on the range of machines available in the Tech Centre. We feel our Tech Centre is good enough to showcase most of what we need. If a manufacturer has



A competitive edge



Bob Hewes

Coventry-based Bradley Adams has invested in an IMA Schelling Novimat to help it compete in the bespoke bedrooms market.

While many smaller manufacturers of furniture might be tempted to buy least cost machinery solutions in order to compete with larger suppliers to the trade, to Bob Hewes, Managing Director of Coventry-based Bradley Adams, it's a false economy and not one that's likely to result in a high quality product for very long, or a reliable always-on-time service.

Established almost three decades ago and soon to celebrate its 30th anniversary, Bradley Adams is a specialist supplier of bespoke bedroom furniture to the trade and everything that leaves the factory is produced to exacting standards on IMA Schelling equipment.

"Bespoke bedroom furniture is our mainstay," said Bob. "We don't make kitchens but over the years, the bedroom furniture we've made for trade customers has developed into a lot of other items, such as media units, bookcases and dressing rooms. We don't make just one style. With a new trade customer, we'll discuss his requirements and his ideas, then we put it all on CAD and come to an agreement on how best to produce it."

"In recent times, we've seen the market changing with the difference in structures and demand for more high-tech styles. We needed to be there with the same, or better standards as everybody else. Our old



edgebander had served us well and since 1999, when I first saw IMA, I was impressed by the build quality and the finish that came off IMA edgebanders. That was the driver for us: the absolute quality of the engineering.

“I’m from an engineering background and I’ve always been quite fastidious about getting things right. Achieving a perfect joint, a perfectly square panel, a perfect finish – they become a bit of an obsession. I’m really impressed with the corner rounding on the Novimat and the smoothing unit is the icing on the cake. It’s absolutely super. What comes off it is utterly finished and there’s nothing more to be done to it. You have to see it to believe the quality it gives.”

It was in January this year that Bradley Adams took delivery of an IMA Novimat, the machine IMA Schelling Group regards as its entry level. It now takes pride of place adjacent to a Schelling beam saw

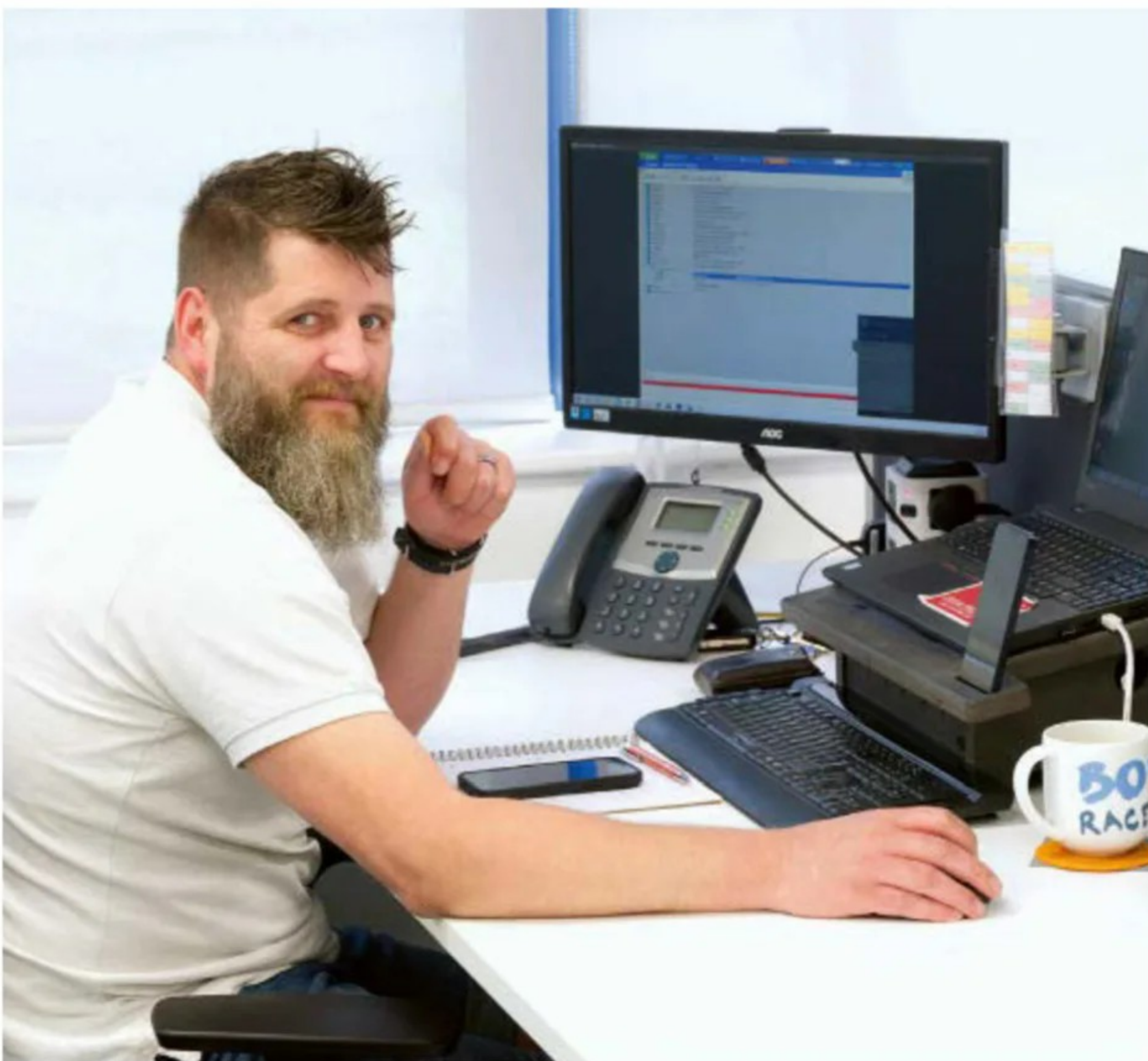
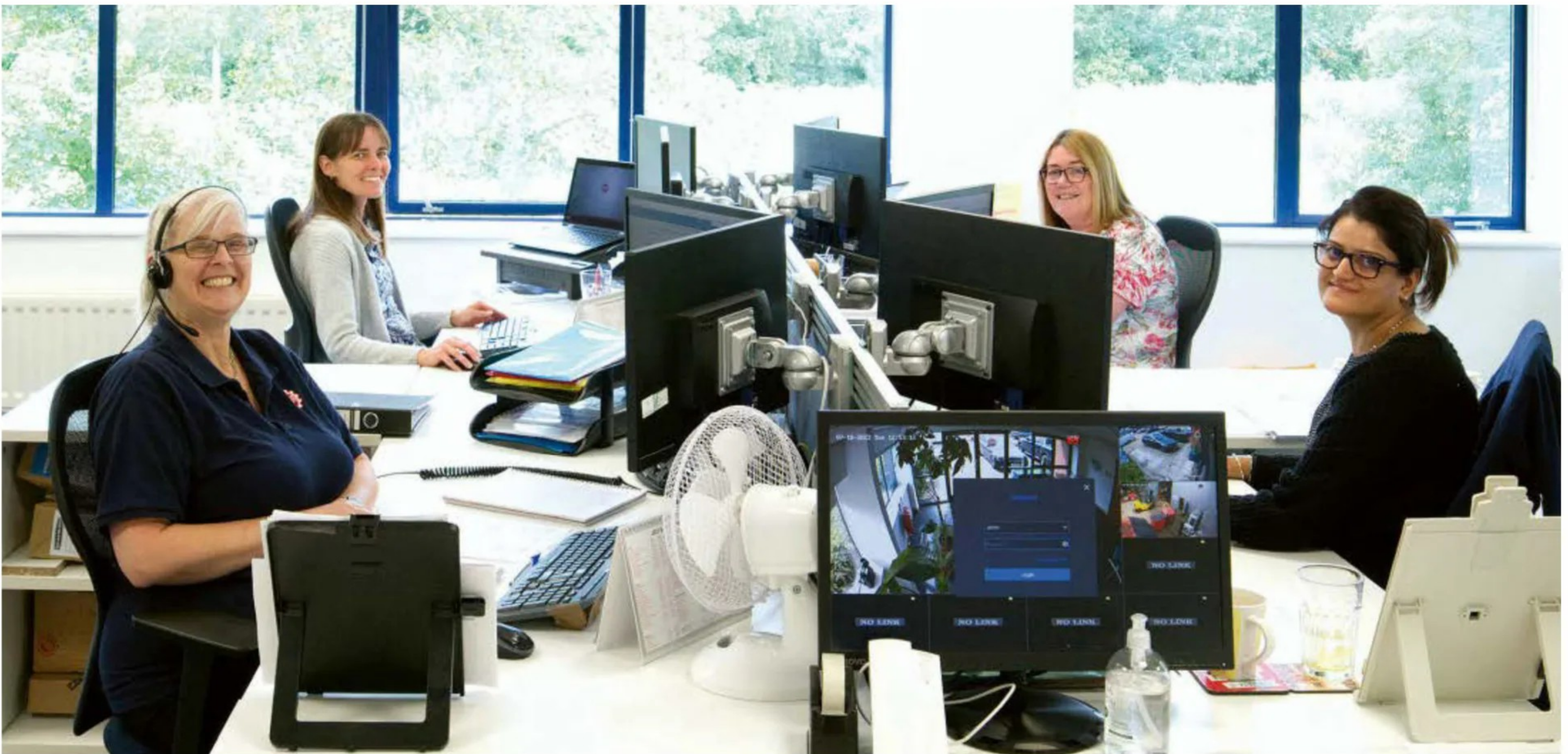
that’s served Bob and son Adam for many years and continues to perform reliably and accurately.

The Novimat is a very capable machine that offers up to four different profiles, full corner rounding, profile scraping, etc. The corner rounding unit is IMA Schelling’s KFA system.

With their machine, Bob and Adam decided to take advantage of IMA Schelling’s smoothing unit as well: “When you scrape plastic edgebanding material, especially the darker colours, it can lighten or even turn white,” explained Bob. “Scraping opens up the edgeband and can result in a colour change but if you run your fingernail over it, you can bring the colour back. That’s what the smoothing unit does but, unlike a heat system which reactivates the glue and can make a mess of the panel while it’s polishing out the unwanted effects of the scraping unit,



Adam Hewes



internal sales team, the service support team and the administration team, machine ordering, accessories, parts planning, etc. “We have a small training area for new service engineers that we’re building in our warehouse, then we have a larger warehouse 10 minutes away where we hold machines. The rest of our team – the majority of our staff – is externally based and they include sales, who have their own areas, and external service guys dotted around the country, of which we now have 12. With our present team, we are able to service the whole of the UK, even as far as the north of Scotland.”

Underpinning everything Felder UK does is an experienced team that operates rigorous procedures with tight response deadlines: “We have over 50 year’s-worth of

experience on the help desk alone,” confirms Matthew. “Our aim is a one-hour response time from a telephone call or an email and 99% of the time we achieve that. Every incoming telephone call goes through Zara, our receptionist. She identifies who the customer is, the machine they have and what the problem is. She then relays that using a ticket system. The guys downstairs pick up a ticket and evaluate what’s needed so they are prepared before they call the customer. Sometimes they can help over the phone or online. Often, the customer is able to help himself with the engineer’s support. Most customers are very happy to do that. If it’s a CNC machine, a beam saw or an edgebander, they can log on through TeamViewer and take over the machine if they need to.

“If parts or an engineer are needed, the ticket is passed to Planning and they contact the customer to arrange the earliest time for an engineer to visit. We generally say 48 hours in case we need parts from Austria. If parts are shipped out that day, DHL usually takes 24-36 hours. Typically, 70-80% of problems are solved by telephone or by dial in.

“We have tried to model ourselves a little bit on the car industry in the level of support we provide but we also try to be better and faster in our response because we are aware that if the customer’s machine is down, he’s not earning money and can’t get his product out. That’s why we have grown from six employees to 50 employees in a relatively short space of time. And we’re still growing. We’ve got another two engineers starting on the 1st of August.”



Growth through service

Matthew Applegarth is adamant the reason Felder UK has grown rapidly is because of service as much as the quality of Felder's machines.

It's always fascinating to find out what makes companies successful, what's powered their growth and added value to their brands. Providing a quality product is invariably the starting point, and reliability, ease of use and accuracy are high on the list for buyers of machinery, but even the best products can fail to gain traction without careful attention to service and support.

At Felder UK, Managing Director Matthew Applegarth is in no doubt that the growth and success of the Felder brand in the UK is as much down to the people who staff his service department as it is the result of Austrian build quality and the knowledge of the sales staff, who have intimate knowledge of the needs of the sector they operate in. Felder UK's success, he says, rides on the back of the service they provide.

"The reason we have grown to the size we are is because of service and the quality of the product," he says, "And a little bit about marketing and the quality of our know-how and expertise at the point of sale. Mostly, our success has come from the way in which we operate and because we're efficient at what we do to help our customers. We are the only company and supplier of our size whose service department is bigger than its sales department, and that's been a specific goal of ours to ensure we build our company and our reputation off the back of good service."

Based in an 18,000 square foot facility in Milton Keynes, are Felder's machinery showroom and a demonstration area on two levels, offices for senior management, the

Michael Clack



Rover K FT with offloading table and label printer



Rover A FT

a very specific requirement, or needs to see a big automated line, we will take them to a reference customer or to Italy, where the demonstration facilities are much larger, to give them the full experience and explain in detail. We like to bring them here first because we believe we have a world class facility."

That's quite a bold claim but to illustrate the point, Michael heads over to a Rover A FT. Opening the door of the gantry cabin, he points to a recent innovation, the Tracker Jet: "Biesse is very innovative and we have a number of patents," he says. "In terms of dust mitigation, which is a massive talking point, we have something called the Tracker Jet. It's a system for providing a jet of air that sits on a rotating axis and follows the cut line, cleaning as it goes. There is no need for any cleaning of the machine after it's been in operation. There could be some

remnants of dust but in terms of the dust in the air and dust on the floor, it's gone. It improves efficiency, productivity and also the environment that people are working in. We're not showing it on every CNC machine in the Tech Centre, even though it's an option on others but we can demonstrate it on the Rover A FT."

Moving on to the Rover K FT, Michael focuses on the offloading end of the machine. "This is a closed configuration machine that, in terms of nesting, most customers would choose when they move up from manual processing and want to get into nesting for the first time. By adding an offload conveyor, we can demonstrate how it speeds up the process and how label printing can help with parts identification. Between the two machines we have in the Tech Centre, we are able to demonstrate how our machines are fully

configurable with features that you can choose to suit your specific needs. We have something that can be tailored to just about everyone.

"All nesting machines work the same, so we can easily show a customer one in the showroom, demonstrate relevant features and quote for the machine specification that they are interested in. There isn't much of a difference other than the fact that the machine is likely to be bigger, or have more features. We can demonstrate the same software they would be using on the smaller machine we've got here."

Looking around the Tech Centre, I'm struck by the lack of a Rover Edge and wonder how Michael would provide an adequate demonstration for anyone wanting to edge-finish curved components. "We could still bring them here and do a

Mark Clayton

Super Superfici

**Tom Howley Kitchens
invests in a Superfici
automatic finishing line
from SCM.**



With prices starting at around £25,000 and peaking at over £200,000, Tom Howley Kitchens is a brand for clients who want something rather special. Almost every kitchen that leaves the Glossop factory is sold direct to the consumer via a network of 19 retail showrooms strategically-positioned between London and Edinburgh and a new showroom is about to open in Nottingham soon. Predominantly in-frame designs, 95% of Tom Howley kitchens are painted and everything is custom-designed and made in timber.

Part of the BHID Group, the company has enjoyed a remarkable growth trajectory since it was established 19 years ago by Tom Howley and his partner,

Mark Clayton, now the company's Operations Director.

"We've grown from two people to 300, spread over two sites," Mark says. "When we started the business, we had one spray booth and one sprayer. The business grew quite quickly, so we kept adding spray booths until we had 10 booths and 20 sprayers. We'd only reached the halfway point of our journey when we realised we could not fit any more spray booths into the building. We had to change the way we were working. Moving to automation was the obvious way forward and it held the key to the future growth we wanted.

"Getting from manual spraying to automatic spraying has been a four or five-year project for us that culminated in a visit

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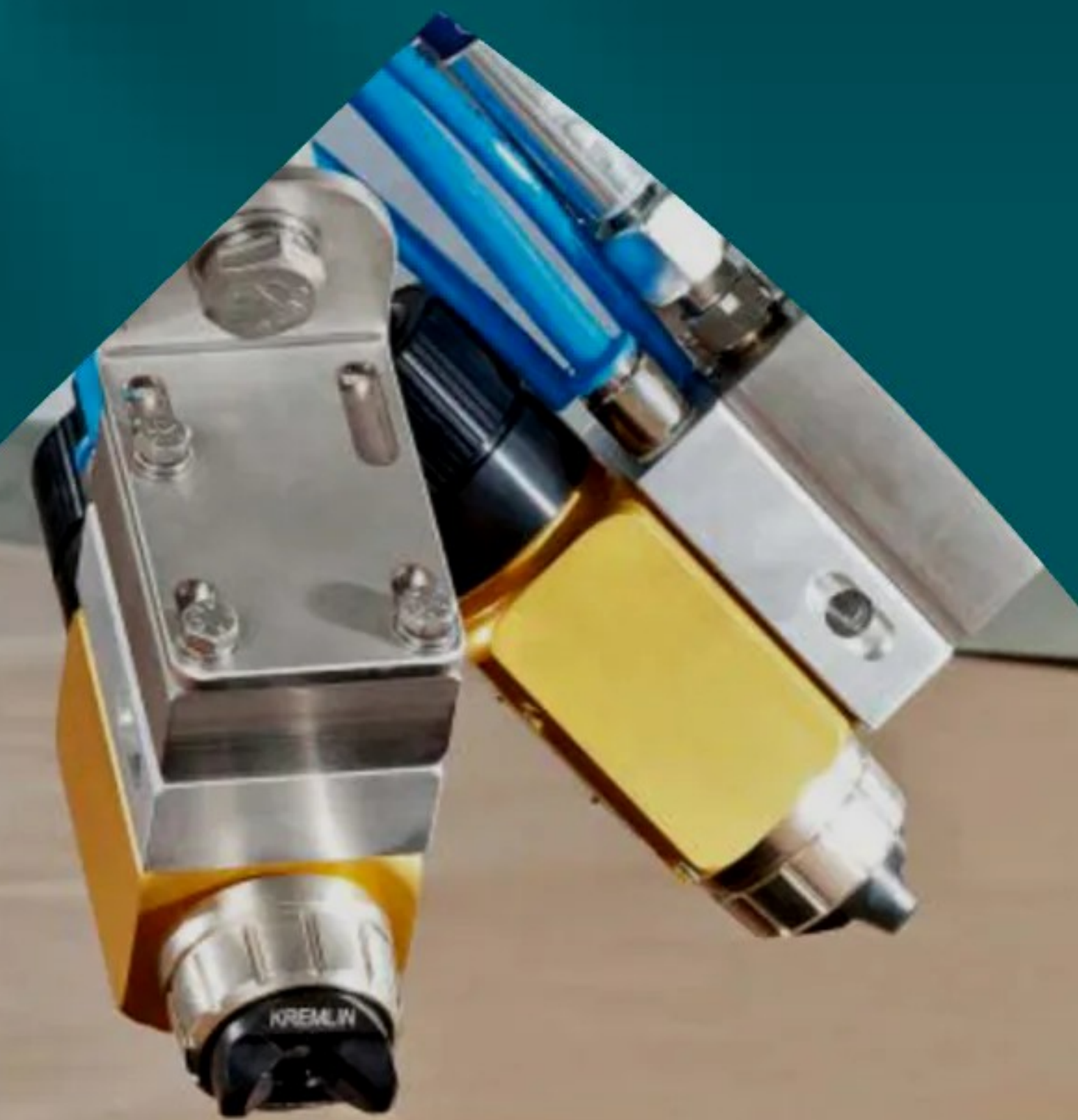
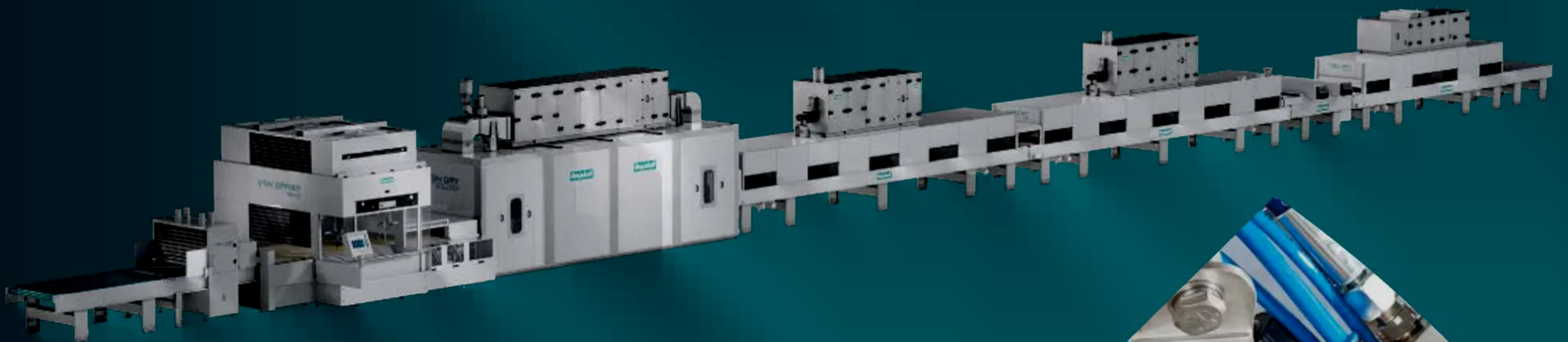
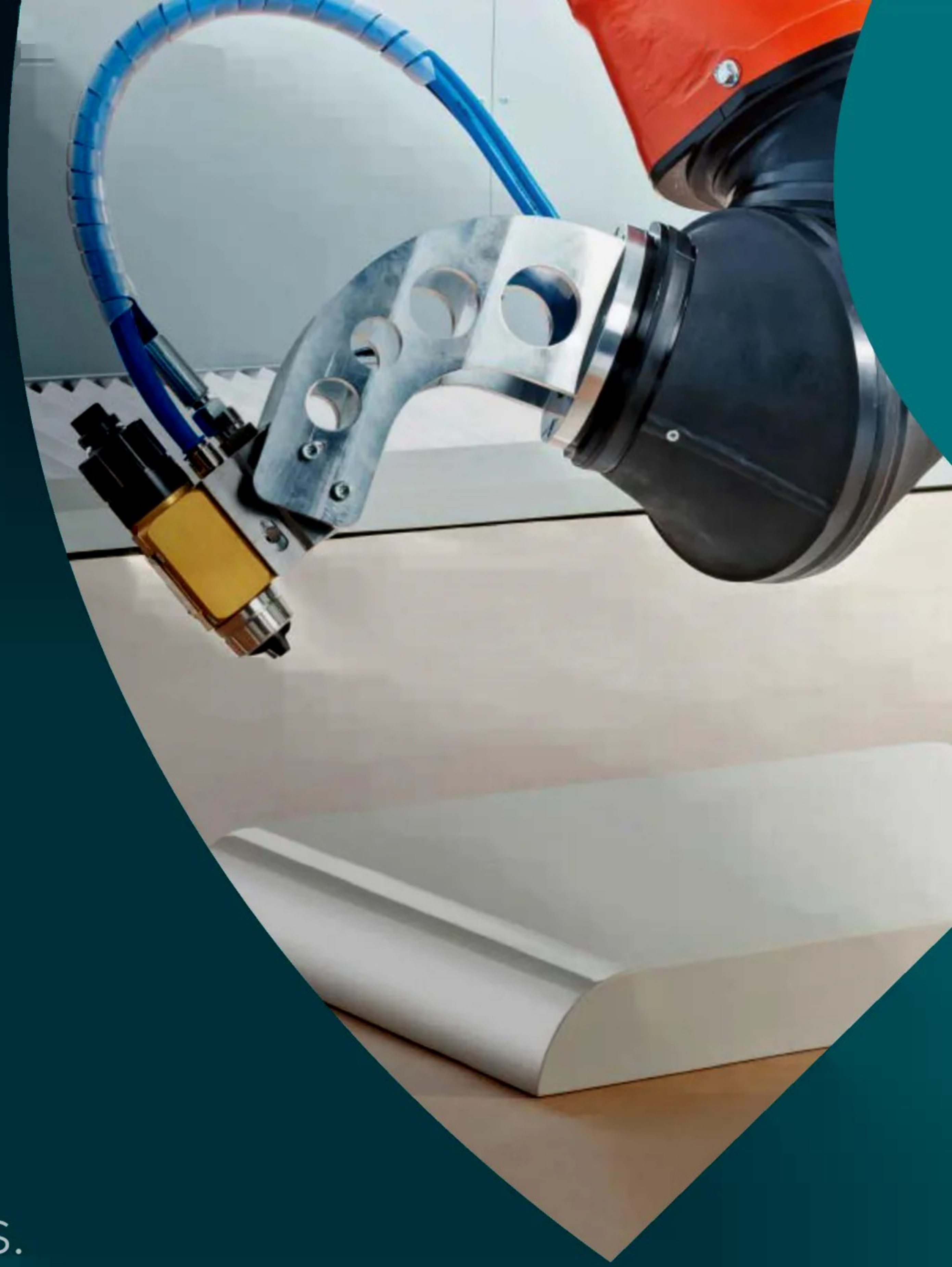
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thought-out coating processes.



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Painted products are off-loaded after drying in a 10-metre Superfici dryer



Clear graphics make controlling the line and selecting recipes an easy job

“We bring them back down the line manually on racks, turn them over and send them back through,” says Mark. “We did think about having an automatic return system and may add that in the future. We just wanted to get to grips with everything first because having a line like this is a huge change for us, especially with the sanding machine at the beginning.”

Just to look at, the SCM line is impressive – a fact the staff noticed immediately when they returned to work after it had been installed – but the preparation involved more than the commissioning. “The line was so big that we’ve had to install our own substation – £400,000 for the electric – and we’ve had to upgrade our extraction, which added a further £100,000.

“The original plan was to install everything over Christmas 2022, while we were shut down. It was planned to take two weeks but because we couldn’t get the

electricity sorted in time, SCM rescheduled delivery and condensed the timeframe from two working weeks to two consecutive weekends. The installation started on the Friday afternoon, the engineers worked over that weekend and through to the following weekend so we were up and running by the Monday.

“Not only did they condense the installation and commissioning time, they stayed with us for the following week to ensure there were no problems as we started putting our product through. They were really good.

“Two weeks before delivery, two people went out to double-check the settings. Superfici went through all the cleaning of the machine and the day-to-day running, so when it was up and running on the Monday, our users had a head start.

“We’re currently running one shift, 40 hours a week but we will increase that to a second shift as the growth plan develops.

To suddenly stop for a week, take half the booths out, drop in a brand new machine and adopt a new way of working, it’s a huge upheaval. The machine is presently helping us catch-up but I expect it will probably drop down to four days in a week. As we start ramping up production, it’s got the capacity to deal with it. We’re expecting we will need that extra capacity when our new Nottingham showroom comes on stream.

“It’s been huge investment but in terms of what it’s giving us back, you can’t put a price on future-proofing. It will cope with what we’re doing now and with our future expansion. We are really pleased with Superfici and what they’ve done for us. We definitely made the right choice.”

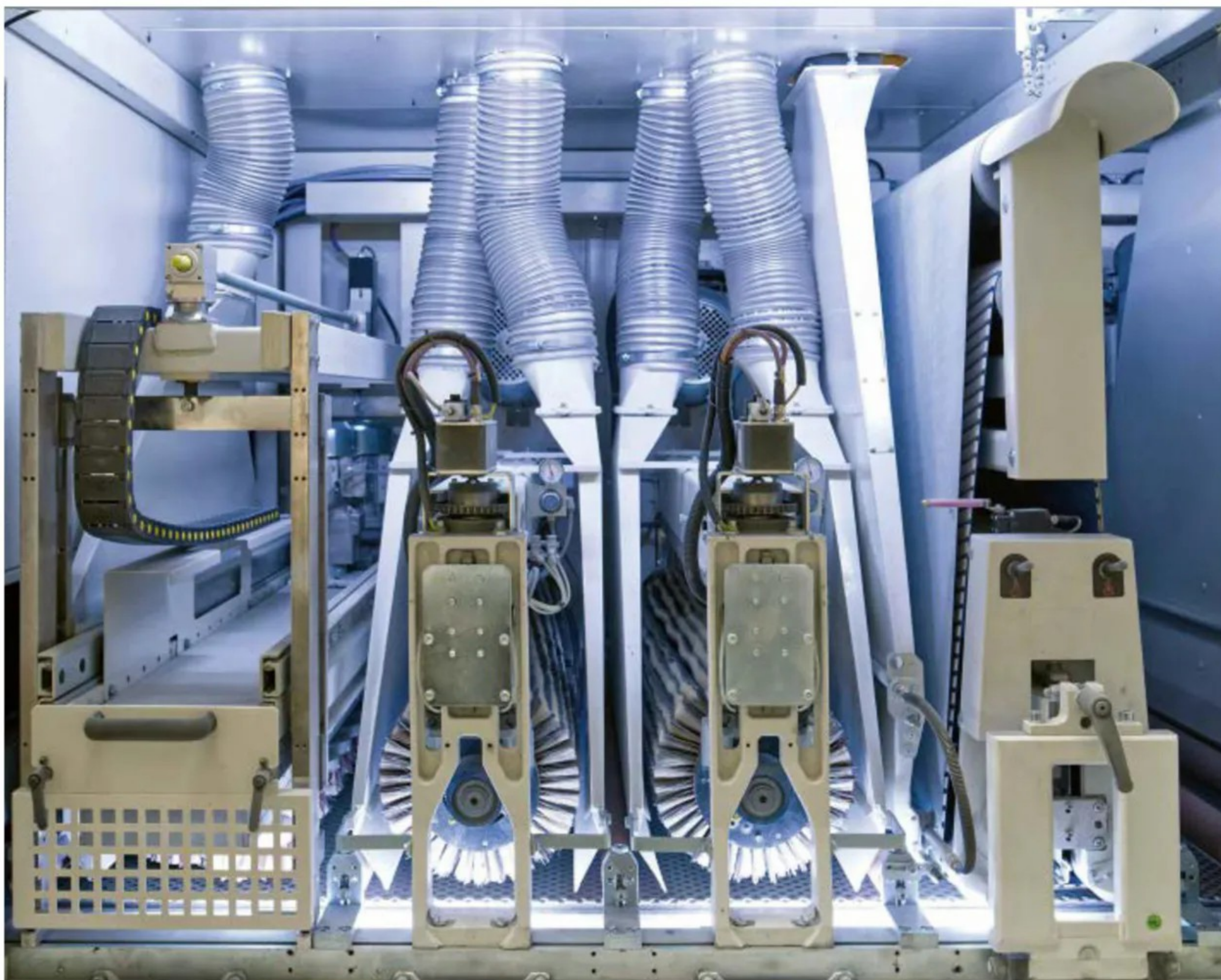
For more information on SCM’s finishing solutions call 0115 977 0044 or visit www.scmgroup.com/en_GB/scmwood For further information on Tom Howley visit www.tomhowley.co.uk



At the heart of the line is a Superfici Compact 3 automatic sprayer equipped with 12 Devilbiss spray guns



Tom Howley's DMC System sander is equipped with barrel brushes, planetary discs and superfinishing pads (below)



to Italy to see the systems being offered by two very different companies. We went to them knowing what we wanted to achieve but not knowing exactly how or what was needed to achieve it. The difference in approach between the two was the real decider for us: one seemed to want to channel us down a route that suited them, even though we felt it wasn't right for us; the other – Superfici – wanted to know in detail what we wanted to achieve, how we wanted to work and then came up with ideas. The truth is, we really felt we could trust the people at Superfici much more than the others, so we went with them.

"Klaus [Holmgaardand] and Gloria [Valtorta] [at Superfici] were really good. We set out to explain to them what it was we

needed to do and they tailored their approach and the machines they offered to what we needed. We really enjoyed the experience at Superfici and bought into them, their approach, their ideas and their knowledge.

"Superfici had a range of machinery available with various features they could demonstrate but they didn't have the specific machine we needed, so to illustrate their thinking, they showed us a bit on one machine, then something else on another. We effectively mocked up what we needed over various machines.

"The great thing for us – one of the key reasons we decided on Superfici – is we never felt we were dealing with sales people. They didn't just want to sell a machine; everyone genuinely wanted to get it right for

us. That's so important, especially when you're investing in the future of your company. We also wanted to look at a sander and with SCM it just went hand in hand."

At the start of the line, Superfici's proposal included a DMC System automatic sanding, denibbing and cross-grain finishing sander equipped with barrel brushes, planetary discs and superfinishing pads. "The sander has several stations on it," explains Mark. "The first station is oscillating, for edge breaking and denibbing. It's then got two big circular barrel brushes, which get into the panels of the doors and into nooks and crannies. Then there are two belts, like traditional sanding belts, and a final planetary head, which takes the place of an orbital sander. That takes out the cross grain." Operators then manually



Frames from the sander pass beneath an extractor that removes any dust and are then cleaned and heated with infra red before entering the spray cabin.



A scanner ahead of the spray cabin identifies the shape of the piece and sends the parameters to the Superfici



transfer sanded frames, doors and other components to the feed conveyor of a fully automatic Superfici painting and drying line.

First, the frame, fascia, plinth or rail – or combination load – is thoroughly cleaned of any residual dust from the sanding process using a blower and overhead extraction as it passes along the infeed conveyor. Spraying paint onto cold timber often results in poor drying, so the next station Superfici included is an infrared heater that warms the timber and prepares it to take the paint.

Before entering the spray cabin, the component passes under a scanner that reads the size, shape and profile and relays that to the sprayer. “If it’s a door, the Superfici understands there’s a panel coming and it will spray the whole door. If it’s a frame with no centre panel, the spray guns pass across,

spray the rail, stop, and then spray the next rail, so it only sprays where there is timber.”

Superfici recommended their Compact 3 automatic spraying machine, a flexible reciprocator machine with double arms, which Mark had equipped with 12 Kremlin guns. “The Superfici will handle raised and fielded panels easily because we have 12 spray guns in the cabinet. They are grouped together in sets of four, all pointed in different directions. As the arm is traversing the cabin, it’s spraying all sides of the doors, the edges and all the inside edges. It knows automatically from the scan which guns to use.

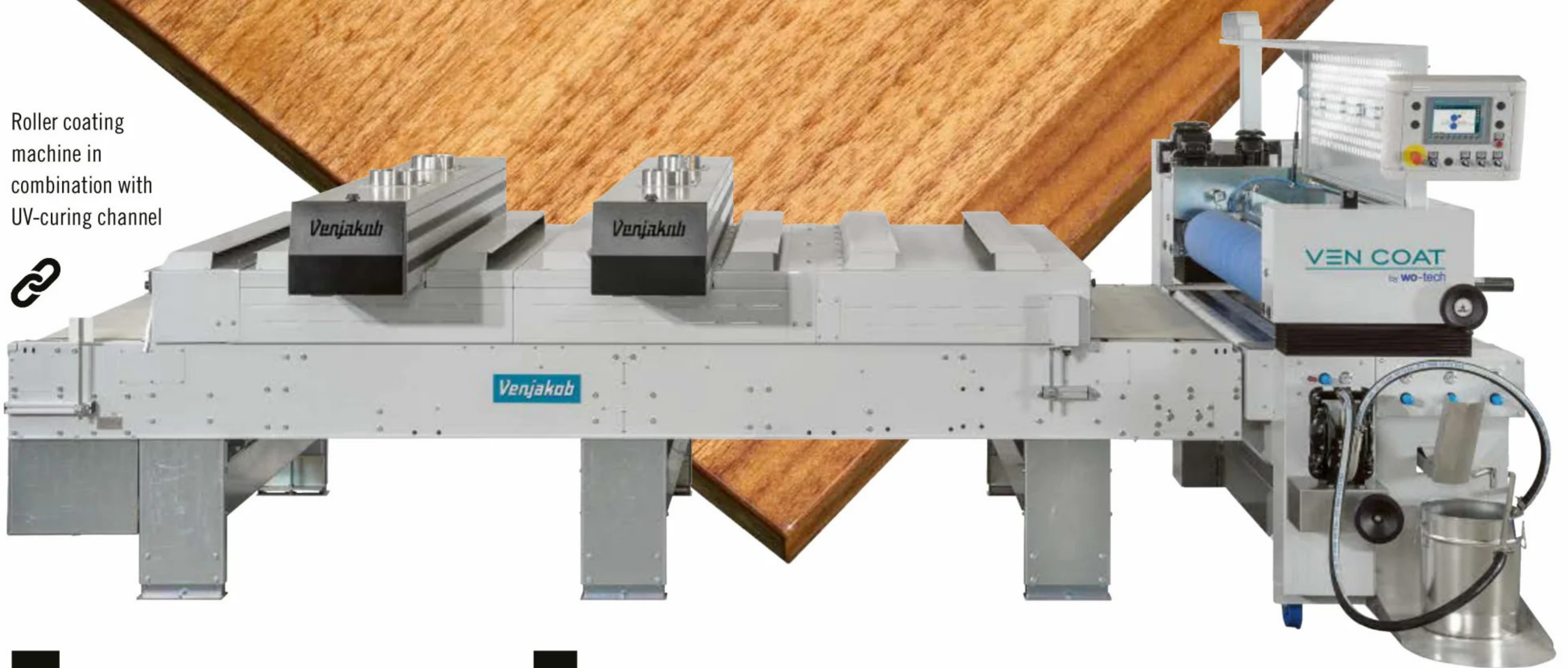
“We have sets of four guns for dark and light primers. The third set out of the four we use for our top coat colours. We can be changing the colour while it’s running and

priming. We’ve changed our work planning and our workflow to be able to group colours together.

“The huge benefit of this machine over hand spraying is the consistency it provides. When you’ve got 20 people spraying, each sprayer will spray in a different way and it’s very difficult to achieve consistency. With the Superfici, you tell it how many grams per square foot you want and it applies that film weight. The drying is where it gets complicated, because you have to work out how much paint to put on so it dries correctly. Too much paint and it won’t dry. You’ll get cracking and bubbling.

“Superfici worked all this out for us in Italy. All the programs we use are pre-set: press for fielded panel, press for prime, go. And then when the component returns,

Roller coating machine in combination with UV-curing channel



It takes two

For several years, Venjakob and its technology partner Wo-Tech have been involved in the development of extremely high-quality roller-coating machines for the application of paints and adhesives. Through Venjakob, they are now able to offer roller-coating systems for the coating of furniture parts, full size panels, construction elements made of wood and related materials, flooring such as parquet, doors and LVT and veneered flooring – and Wo-Tech machines can even coat workpieces with a profile. By using a special soft roller, perfect painting results can be achieved, even on furniture fronts with large profile depths.

Solutions by Venjakob and Wo-Tech can be used for coating various materials with water-based paints, solvent-based varnishes, UV varnishes, fillers and putties,

hot-melt adhesives and stains. An almost 100% coating transfer efficiency combined with high output rates and short processing times through the use of UV-curing coating materials are key advantages of the technology.

For best surface results, roller coating and casting machines can be combined with other coating processes as well as surface pre-treatment and drying systems in a well thought-out, user-oriented overall system solution. The best surface results are achieved through targeted surface and edge applications and an overall high coating performance – and that's exactly what Venjakob and Wo-Tech can provide.

For more information visit www.venjakob.de/en/painting-coating/spray-painting/ or call +49 5242 9603-0.

Venjakob and Wo-Tech combine processes for a well thought-out coating system solution.



Lorenzo Ricciardi



Selco WN2

simulation using our digital twin simulator. They would be able to see everything the machine will do in a simulated environment. Then I would probably either try to take them to Italy or to a customer that we have locally in the UK. We can showcase just about every eventuality here, unless it is something really specific. Customers are generally willing to let us in to show specific features and machines in operation but often, even the most complex solutions that we're offering start with people coming to the Tech Centre to see basic concepts."

In addition, the Tech Centre is used for demonstrations using materials supplied by the customer and, says Michael, that's not just wood-based panel products and edging materials. "With CNCs, I cross over into the world of advanced materials and there, material testing is the most important thing. We often test the material before we even

start to look at what type of machine a customer might need, as well as setting up demonstrations to prove the technology we are suggesting is the right solution for the customer.

"Around 70% of the manufacturers we work with are using materials that are not only wood-based. People are diversifying, exploring new markets outside kitchens and bedrooms like washrooms and laboratories. They are often machining materials like compact grade laminate, even thin aluminium. It's still furniture, but furniture for specific applications and environments."

Lorenzo Ricciardi, who takes care of Biesse UK's sizing, drilling and sanding solutions, works with huge angle plant right the way through to smaller companies, for whom a basic sanding machine represents a big step up from hand sanding. With a modest WN2 beam saw already taking up a

large footprint in the Tech Centre, the opportunity to demonstrate key features that work in masked time – like Biesse's twin pusher solution, board turning, or automatic loading – is more limited. Angle plant would be impossible. "Key account customers generally already know how everything works," he says, "So for those who want to increase their production significantly and have a five-year plan to achieve, we usually take them to Italy where we can show first, the production line and second, the showroom. It's a different set-up in Italy. We can also arrange to take them to a reference customer here in the UK where they can see the process.

"We have to determine who would benefit most by coming here and who to take to other companies or to Italy. In my opinion, there's no sense to bring a customer here to discuss an angle plant I



The Superfici Compact 3 is equipped with 12 guns grouped in fours and a paperless recycling system



Painted components sprayed in the Superfici Compact 3 flash-off for one minute in a three-metre tray



The stacked dryer is equipped with six trays



press for finishing coat or whatever it is we need to apply. It's the same on the sander as well – everything is pre-set. They were really helpful and pretty much developed all the recipes for us based on materials we sent out to them. We had our paint supplier over in Italy at the same time we were there and together with Superfici, they experimented with different coat weights. When the line arrived in the UK, we already knew exactly how much of each product to apply and that was a huge benefit. We always know that we are putting on the correct film weight and every component is receiving exactly the same amount of spray."

One of the options on the Superfici Compact 3 is the choice of either a paper protection system, or a self-cleaning belt for lacquer recovery. "That was a very big part of

our decision," recalls Mark. "With the other supplier we consulted, we felt we were being pushed down the paper roll route. We didn't feel it was right for us and we couldn't work out why we were being driven down that route when all the calculations we did suggested recycling would be better for us.

"The problem with paper is you've got to get rid of it. It's industrial waste. Buying the paper is also quite expensive. Even factoring in the replacement cost of a belt every two or three years, the paper route worked out much more expensive. When we went to Superfici, Klaus was totally in agreement that the paper roll option wasn't for us.

"With the cleaning system we've got, we can recycle some of the product – mostly the primer. We don't recycle the top coat because we're changing the colours so often,

but recycling the primer gives us the opportunity to make it go further."

Immediately following the spray cabinet is a three-metre flash-off area. The line travels at three meters per minute and that extra minute is enough to allow the surface to skin slightly and prevent the freshly-painted surface from being damaged by the dryer. Even so, after flash-off, painted components progress into a stacked dryer, which provides further gentle heat to prepare the surface for intensive drying. The stacked dryer is equipped with six trays, all of which are filled with coated product before it discharges into the 10-meter linear dryer, where the drying is more aggressive. The whole process from loading to unloading takes about 15 minutes and when products come off the conveyor at the end of the line they are completely dry.



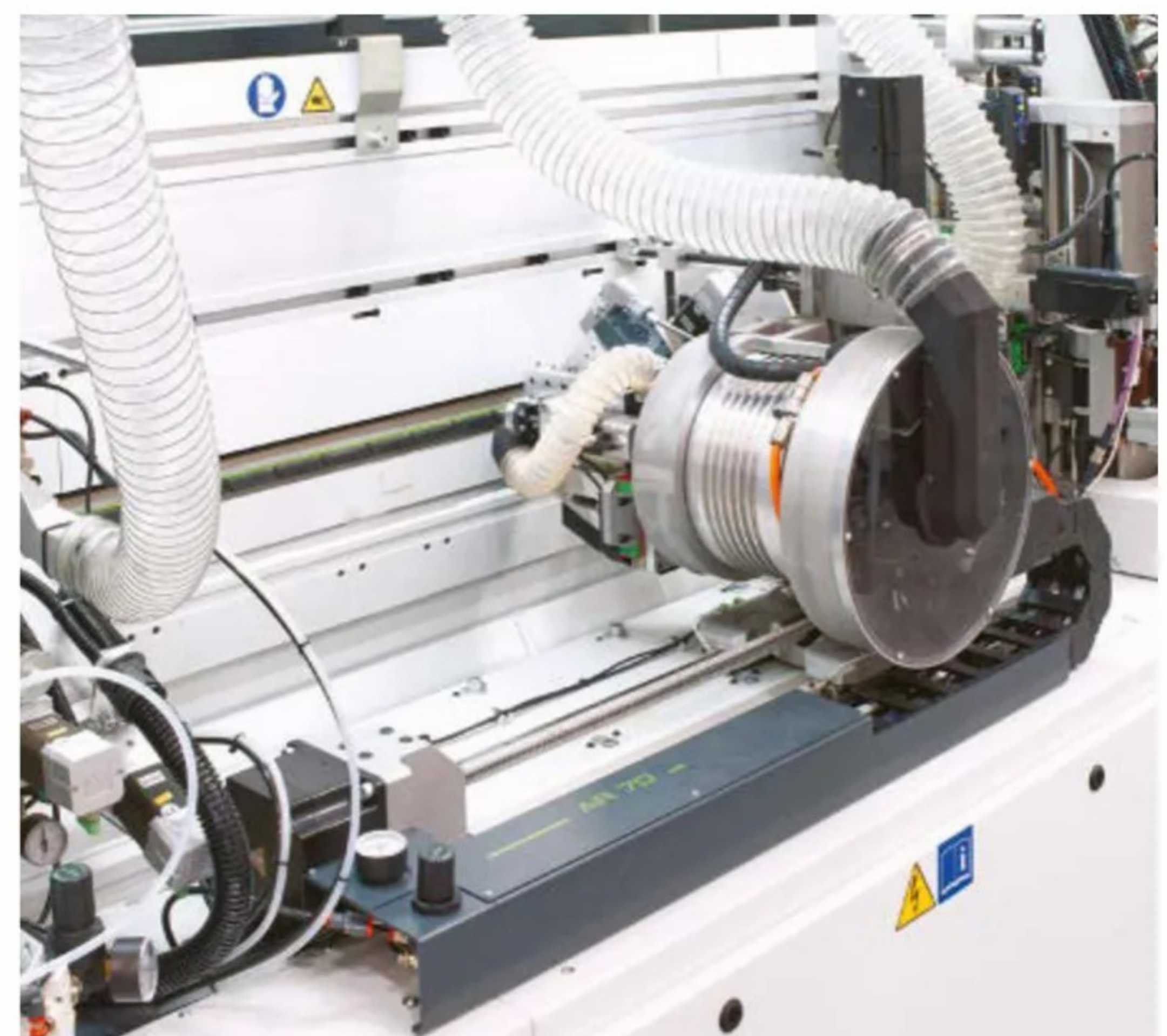
Viet Opera 5 Sander



Omal Insert PT



The edgebander line-up in the Tech Centre includes entry level machines with specialised features, like the AR70 corner rounder.



cannot show. So for beam saws, we focus on bringing smaller to medium-sized companies here and show the options and talk with Nigel. Nigel is a real asset to the company. He can spot immediately what the issues are for the customer and what benefit a machine can provide. With our help, he can help steer the customer to the ideal solution, especially with sanding machines.

"We currently have Opera 5 and S2 sanders in our Tech Centre. These can cover most applications including calibration, high gloss, base coat and lacquer sanding. The customer can see the process and quickly realise that they can specify the exact machine for their needs and automate their sanding process rather than relying on hand finishing.

"In terms of drilling, we are well covered in the Tech Centre because we can

demonstrate machines suitable for smaller companies, like the Omal Insert PT – and the Skipper as well as the Brema Eko 2.2 with a panel return system that is suitable for more complex operations.

"It is a similar scenario when looking at edgebanders. Malcolm Storey, who is responsible for the single-sided edgebanding range adds, "The range covers every type of application from EVA, to PUR or glueless using our AirForce technology. The range also covers machines to suit every production capacity. The common factor is that you can get the same quality finish regardless of the machine that you purchase.

"This means we can talk about the technology inside the machines. Customers are really seeing the benefit of some of our newer features, including the new AR70 corner-rounding unit that rounds top and bottom corners with the choice of four radii

profiles or chamfer. Other options, like hybrid pre-melters and hybrid glue pots provide customers with options to reduce changeover times and increase productivity."

Lorenzo continues, "One really important function of the Tech Centre is for events. Recently, we had a CNC master class to help users get more from their machine and get deeper into our bSolid software. We are also having an **event in mid September** and customers can also visit our Tech Centre for one-to-one demos if they want to see something specific. It's an opportunity for them to see new machines and technology, find out how they can do more with their machine, or maybe overcome some of the smaller problems they might have that can improve the quality they are achieving, or increase their efficiency."

For more information call Biesse UK on 01327 300366 or visit www.biesse.com/uk/

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WOOD & PANEL MACHINERY SHOW

NOTTINGHAM 3 - 5 OCT. 23



Daltons autumn show

Daltons Wadkin is pleased to announce this year's Wood & Panel Machinery Show will be held in Nottingham on 3-5 October 2023.

The event offers a fantastic opportunity to see live demonstrations on the latest machinery for processing multiple materials including solid timber, wood-based panels, plastics, composites and metal.

Sales Director, Andy Walsh, is looking forward to another great show: "Our in-house exhibitions have proved a great success with attendees increasing year on year. We are excited to showcase our leading brands and give customers the chance to witness first-hand what sets us apart from the competition. Our customers can expect the highest quality equipment backed by professional, reliable aftercare. We welcome the industry

to visit, discuss and plan their future machinery investments."

Full details of makes and models to be shown will be confirmed soon but visitors can expect to find CNC routers, CNC fibre lasers, automatic and manual cross-cutting solutions, vertical panel saws, sliding table saws, band resaws, planers, thicknessers, moulders and more. Many of Europe's leading manufacturers will be represented including SCM, Kimla, Salvador, Altendorf, Houfek and Stenner in addition to some surprise appearances.

To keep up to date with the latest show news, follow Daltons Wadkin on Instagram, Twitter, Facebook, LinkedIn, YouTube and TikTok. Alternatively, contact a member of the Daltons Wadkin team on +44 (0)115 986 5201, email info@daltonswadkin.com or visit www.daltonswadkin.com

Daltons Wadkin announces the dates for its next in-house exhibition in the autumn.





WOOD & PANEL MACHINERY SHOW

NOTTINGHAM 3 - 5 OCT. 23

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Visit our 2023 in house show featuring live demonstrations on the latest equipment from Europe's leading manufacturers.

This year's Wood & Panel Machinery Show will give visitors the opportunity to discuss their sawing, sanding, planing, moulding and profiling requirements with our expert team. Focusing on multi-material processing, our extensive machine portfolio covers equipment for working with solid wood, wood-based panels, composites, plastics, foam, rubber, metal and more.

Visitors are kindly asked to book ahead where possible for specific demonstrations.

- Salvador automatic crosscut saws
- Kimla CNC router and fiber laser
- Elcon vertical panel saws
- SCM and Altendorf sliding table panel saws
- Stenner band resaws
- Houfek and SCM wide belt sanders
- Classical equipment from Wadkin and SCM
- And more...



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Top: Giardina's Dualtech Forma owes its sleek lines to design by Pininfarina.

Bottom left: Excimertech ZeroGloss for the ultimate soft finish.

Bottom right: Giardina's Rolltech Flexi is ideal for the roller application of primers on 3d panels.



Exciting excimer

Giardina provides both sanding and coating solutions, including excimer technology.

Giardina Group is well known for automatic spraying solutions but with machines like its new Dualtech Forma, launched at Ligna and made instantly recognisable by Pininfarina design, and the Profisprayer 2VE with two spraying stations, it really does have something different to offer. Reflecting market demand, Giardina Group also decided to showcase excimer technology at Ligna – a process that results in soft matt surfaces with high resistance and durability.

With a Zerogloss excimer coating line, you are ensured of complete opacity while improving the resistance to scratches, wear

and tear and fingerprints. “This technology is making it possible to regain positions that painting had been losing to finishing processes which, until just a few months ago, were the only way we could achieve certain finishes, in particular when working with natural wood,” says Giardina’s Stefano Tibè. “Our process gives it a nice shine and transparency and this has enabled us to work with several well-known and highly regarded furniture manufacturers.”

Also from Giardina is Flexi line, a solution that’s ideal for the roller application of primers on three-dimensional panels, especially doors and shaped kitchen doors. Flexi is an alternative to spray technology that optimises transfer efficiency and requires less cleaning and fewer consumables. A key machine in the line, which Giardina started

work on in 2017, is the Rolltech Flexi. Designed and built from scratch by Giardina, it’s now the subject of a patent – one of three patents awarded recently that also cover technology like the Pulsar project. Especially beneficial during the UV drying process, Pulsar makes it possible to obtain excellent continuous output from UV lamps that would normally only perform at their best in the moments after switching on. The third patent is also in the UV drying sector.

Giardina Group showed a complete finishing line at Ligna 2023, which included a Destefani MVS 2500 sanding machine and a Giardina Profisprayer 2VE.

For more information on sanding and finishing, or a turnkey finishing solution, call Giardina on +39 031 7830801 or visit www.giardinagroup.com

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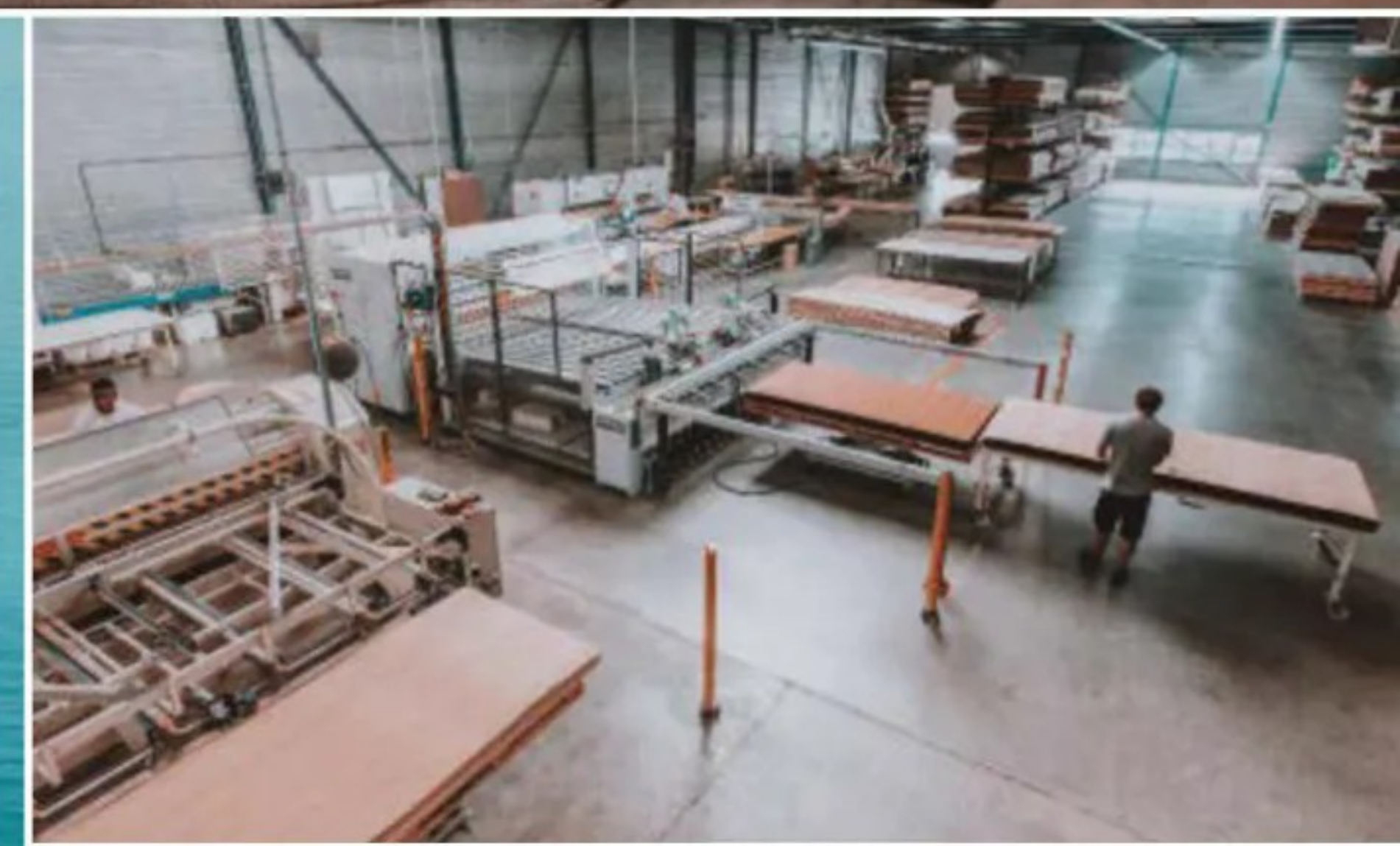
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doesn't. "Most glues require high pressure in the initial hardening stage for them to work effectively and to wet out, whereas this just needs the product to be in contact with the glue line. There's no need for expensive presses and jigs and you don't need heat. You get your initial tack in a very short period of time – just a few seconds. You get the final bond to destruction within about 40 minutes.

"You can apply 605.1.20 by brush, spatula, roller or nozzle and it can be used to bond glass, metal and plastics, ceramics, wood, foam, mineral materials – even painted surfaces. Providing one surface that you're bonding is permeable so moisture can reach the glue line, cross-linking can take place."

While most D4 one-component products have a shelf life of about three to six months at the most, Kleiberit's new 605.1.20 formulation provides 12 months, making it a lot easier to manage stock rotation. The handy 0.75kg bottles even come with a self-sealing screw top.

For more information call Kleiberit UK on 01530 836699 or, if you are reading this article with the free Furniture Journal app, watch the informative YouTube presentation by touching the background picture or www.youtube.com/watch?v=DBbUVPj1fLs





Easy does it

The proven Cefla Easy offers fast colour changeover, a reduction of wasted lacquer at each colour switch and less product to flush out unwanted colour.



Cefla Finishing is well known for manufacturing surface enhancement equipment, both as tailored solutions and turnkey systems for sectors as diverse as furniture and building to automotive and aerospace. The company's expertise covers wood and its derivatives, glass, plastic, fibre cement, cork, ceramics, composite materials and metal and its solutions include integrated lines, stand-alone machines and industrial digital printers, as well as service packs and software solutions to help companies achieve their business objectives.

Cefla equipment includes spray, curtain, vacuum and roller coating technologies, as well as drying solutions and Excimer matting ovens, lamination and profile wrapping solutions, plus the latest industrial digital printing technologies.

One of Cefla's most popular machines for the small-to-medium-sized manufacturer is its Easy, an oscillating spray coater with two arms and a brand-new fast colour switch

solution. Managed by special software and a system that involves mixing valves, Easy is the platform for the launch of the new FCS system that enables companies to implement colour changeovers without stopping production. Colour changeover requires less than 10 seconds compared with the standard two to three minutes needed by many machines – and that alone holds the key to reducing downtime by approximately 45-60 minutes per day.

The Cefla Easy also offers a significant reduction of wasted lacquer at each colour switch – approximately one tenth of the amount lost on some machines – and it requires less water or solvent to flush out unwanted colour.

For more information call +39 0542 653111 or visit www.cefla.com

Readers using the free Furniture Journal app can link directly to a video of the Cefla Easy by touching the image marked with a link sign.

D4 – without the water

A new D4 from Kleiberit that flows like a classic PVA, sets without pressure or heat and contains no solvent, isocyanate or water.



Bradly Larkan

Does your D4 adhesive have STP technology? Is it 100% solid content with no water? Does it have a flowable consistency similar to classic PVA dispersions or one-component PUR adhesives and a shelf life of 12 months? If it doesn't tick all the boxes, you might want to take a closer look at Kleiberit's new STP 605.I.20.

Available in various sizes from handy 0.75kg bottles, 5kg canisters, 20kg and 200kg drums right up to one tonne IBC's, STP 605.I.20 is a brand new offer from Kleiberit that gives you a lot more bangs for your bucks than water-based D4 adhesives currently on the market, even those which use STP technology.

STP – Silane Terminated Polymer – technology isn't new but Kleiberit's 605.I.20 formulation is. A one-component, reactive, solvent-free, isocyanate-free adhesive that will bond pretty much anything to a permeable surface, 605.I.20 is a flowable 100% solid content STP adhesive – and it's the first of its kind in the market, as Kleiberit's Bradly Larkan explains:

"This is a 100% solid option and that makes it quite unique. What you put down is what you need. In a 50% solids water-based product, for example, you would have to put

100 grams of adhesive down in its wet form to get 50 grams of adhesive on the glue line. With this product, if you need 50 grams, you put 50 grams down because nothing evaporates out of it."

Although it has none of the isocyanates of a polyurethane adhesive, STP 605.I.20 cross-links with moisture just like a polyurethane and it provides a plastic glue line at the end of the curing process that cannot be melted and has a very high heat and water resistance.

"It's ideal for use in places like kitchens and bathrooms, or any challenging environment such as marine furniture applications that are very damp and may even be exposed to seawater from time to time. In the caravan industry, or the speciality vehicle industry, where large quantities of one-component liquid PUR technology is being used, 605 can provide an immediate replacement without changing the process. It's ideal for those customers who might be concerned about compliance with the new REACH programme because it doesn't require users to be trained. From an environmental point of view, it's not only solvent and isocyanate-free, it's also VOC-free."

While most glues require pressure until the bond has cured, Kleiberit 605.I.20

Daniel Bucher, CEO (far right)
Hans Bättig, COO (second right),
Robert Haas, CFO (middle),
Pius Elmer, CTO (second left)
and Marco Rees (left)

50,000th Striebig

The completion of Striebig's 50,000th machine is a memorable milestone for the vertical panel saw specialist.



It was in 1958 when Striebig founder, Ludwig Striebig constructed his first vertical panel saw from a small joinery workshop in Lucerne, Switzerland. Fast forward 65 years and the global vertical panel saw specialist, a company that's become synonymous with quality, precision and longevity, has completed the build of its 50,000th vertical panel saw.

To mark this impressive milestone, the Striebig Control vertical panel saw, which has already been earmarked for a furniture manufacturing company in Ireland, features a certificate of uniqueness that has been signed by Striebig AG's management team and employees.

"The personal gesture is a resounding nod to the many people that have helped the company to grow and become a leader in its field," says Daniel Bucher, Striebig's CEO. "On their retirement, Ludwig and Ida Striebig left the company the following recipe for success: if you want to be successful in the market, you need a healthy company that is perfectly positioned at all times. Committed and satisfied employees are essential. These words have shaped the company you see today and

continue to influence the paths we take to grow and diversify. The completion of our 50,000th machine is the result of a combined effort and could not have been achieved single-handedly."

With the recent launch of the Striebig Edition 60 model and new software innovations presented at Ligna earlier this year, Striebig's next chapter is already well underway. "We have a deep respect and high admiration for what has been achieved over the past 65 years but we are also aware of the responsibility we have to continue our success story," says Daniel.

"Our focus is now on delivering precision cutting, high-quality vertical panel saws to our next 50,000 customers and to continue to push the boundaries of design and technology in ways that will benefit our customers. We are innovators – our longstanding position in the market reflects this – and we will continue to pursue a pragmatic approach to digitalisation and future manufacturing trends that will see the Striebig brand continue to lead the market across the globe."

For more information visit www.tmmachinery.co.uk



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Streamlining workflow

Falkus Joinery, the Basildon-based commercial fit-out and residential interior specialist, has developed an enviable reputation in the woodworking industry since its formation in 1919. It's unwavering commitment to delivering quality products and dedication to staying ahead of the curve has attracted a wide range of clients in the medium-high commercial fit-out and residential segments, where it's offered products that range from reception desks and wall panelling to kitchens and wardrobes. The combined expertise of its 40-strong workforce also extends to the healthcare and education sectors, making Falkus Joinery a versatile and reliable partner for diverse projects.

To maintain quality control and ensure customer satisfaction, the company employs its own installers, who manage the installation process. They offer both installed and supply-only options, providing customers with flexibility based on their specific needs.

Recently, Falkus has embraced Microvellum, an all-in-one design and manufacturing software platform. Director James Ivey, talks through the company's journey, his experience with Microvellum and his plans for the future.

When asked about the motivation behind buying Microvellum software, James explained, "We wanted to get with the times, accelerate manufacturing and speed up the process from design approval to getting projects onto the shop floor." With a clear objective in mind, James realised the company needed a software solution that could enhance efficiency and provide a seamless transition from design to production.

By taking advantage of Microvellum's design tools, such as exploded views and 3D modelling, the team at Falkus Joinery has developed a comprehensive insight into how products are engineered, improving product visualisations and enhancing communication within the company. Microvellum has become

Falkus Joinery has embraced Microvellum software to speed up the process from design approval to getting projects onto the shop floor





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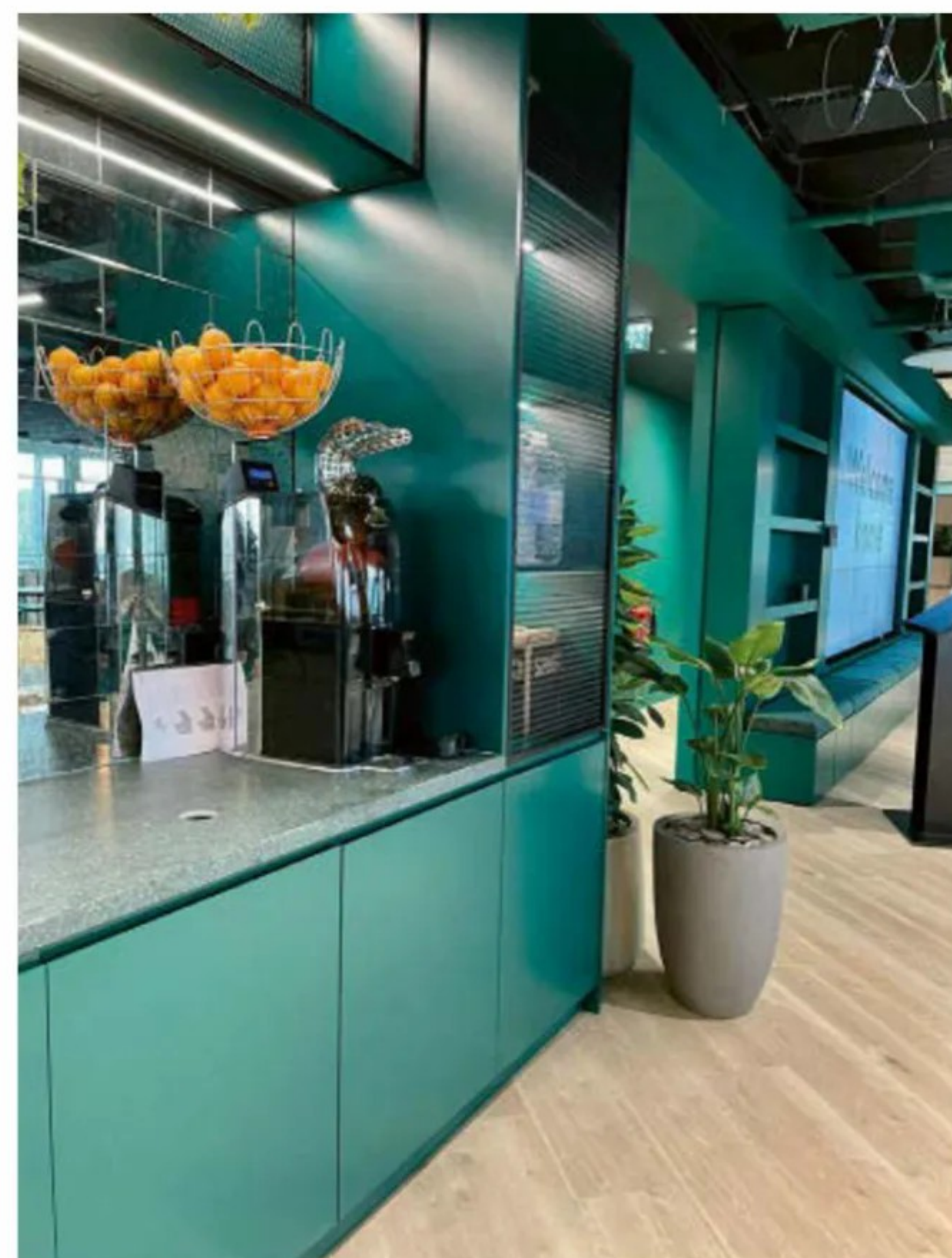
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an integral part of the company's manufacturing process, enabling the team to create manufacturing data efficiently and streamline the way projects are released to the factory.

One notable advantage of Microvellum, mentioned by James, is the software's ability to connect efficiently with their Homag Nesting CNC machines. This integration has dramatically increased the utilisation of their CNCs, thanks to the automated code-generation facilitated by Microvellum. James confirms the workflow from design to manufacturing data is fast, highlighting the software's seamless integration into the production process at Falkus.

When asked about the advantages of Microvellum over previous software, James commented: "Previously, we were using AutoCAD for our design and the creation of individual part DXF drawings. We then use WoodWop to create the machine code for our Homag CNCs. This was very time-consuming and prone to errors as each part didn't have a relation to the next. In

Microvellum, you are working with the entire product, so what you see on screen is what's going to the machine; it's exactly what we need for the complex joinery we manufacture."

Impressed by the features that set Microvellum apart from other similar software, James highlighted the seamless AutoCAD experience offered within the platform as well as the pre-built, customisable cabinet library, and the Solid Model Analyser, which efficiently converts 3D models (CAD Drawings) to manufacturing data. The combined advantages have enhanced productivity and accuracy in the design-to-manufacturing workflow.

Encouraging others to explore the benefits of improving their workflows, James confirms, "Microvellum is an all-in-one solution for design and manufacturing. Anything we manufacture in our workshop can be programmed in Microvellum." It's certainly a strong confirmation of Microvellum's capabilities.

Looking ahead, Falkus Joinery has

ambitious plans for growth and expansion. James confirmed the company will be expanding into more products, growing their kitchen and bedroom furniture ranges and further penetrating the healthcare sector. Furthermore, with project data seamlessly flowing from Microvellum to the production environment, the company intends to invest in another CNC nesting machine to support its increasing demands.

Microvellum has proven to be a game-changer for Falkus Joinery, facilitating innovation, efficiency, and accuracy in its manufacturing processes. With the company's commitment to staying at the forefront of technology and its determination to deliver quality products, Falkus Joinery is well-positioned for continued success in the woodworking industry.

To learn more about Microvellum and how it can help you create a competitive advantage within your business utilising customisable woodworking platform, or to request a free assessment of your business, visit www.Microvellum.com