

# AWISA THE MAGAZINE

FOR THE CABINET, JOINERY, FURNITURE, TIMBER AND PANEL INDUSTRIES



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# AWISA THE MAGAZINE

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Plus other industry news and product news.

### FRONT COVER:

Pegasus pull down cabinet fitting for overhead cabinets. Image courtesy Hafele Australia Pty Ltd

### DEAR READER,

Show time approaches for the Australian woodworking industry, and it may be relevant for people in the industry to reflect on the fact that the woodworking industry worldwide is one that gets great benefit from attending trade shows and other industry events.

A trade show is dependent on both parties, visitors and exhibitors, having a good experience at the show. This is very much the norm in the woodworking industry. The number of exhibition related stories in this edition of AWISA's magazine are testament to this fact.

In this issue alone we include stories about Holz-Handwerk, held recently in Nuremburg, and about I Salone, the Milan show that includes the Milan Furniture Fair and Eurocucina, probably the world's most important kitchen industry event. AWISA 2014 is right up there in the standard it sets, and visitors can expect a world-class event when they attend the Brisbane Convention and Exhibition Centre this August. I well remember the comment made to me at the last AWISA by a head office attendee from a German company. When commenting on the high standard he said, "I almost expected everyone to be speaking German."

If you have never attended an AWISA, or haven't been for a while, be assured that the Australian suppliers are putting on a great show. It is an event for all of Australia and New Zealand, so if you are outside south east Queensland, pick up the phone or go online to your favourite airline and book your air tickets, then go online to [www.awisa.com](http://www.awisa.com) to book accommodation and pre-register as a visitor.

AWISA 2014 presents all the major machinery, hardware and software companies, plus a host of other specialty suppliers. Your visit will be a quick and efficient way of being brought right up to date with everything to help you business. AWISA looks forward to seeing you there.

### Geoff Holland

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Suppliers Association Limited

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The Australian Woodworking Industry Suppliers Association Ltd is a trade association that represents the interests of suppliers to the cabinet, kitchen, joinery, furniture, fit-out, and other wood, timber, aluminium, plastic, stone and panel processing industries. Members include suppliers of machinery, materials, fittings, software and services. Membership and advertising enquiries are welcome.



# Hotels and apartments galore, both in Brisbane and for an after-show holiday



AWISA is a different sort of trade show compared to almost all other trade shows in Australia. There is so much to see that many visitors spend at least two days at the event. It is important for new visitors to realise this fact. With many Australian trade shows, visitors drop in for an hour or so, or maybe for half a day. But if an AWISA visitor is really serious about their place in the woodworking industry they will find that there is so much to see and compare that they will want to spend a lot of time at AWISA 2014.

AWISA has therefore once again employed Australia's leading business accommodation specialist, The Lido Group, to assist AWISA visitors with their hotel room and apartment requirements. All the details are online at [www.awisa.com/hotels](http://www.awisa.com/hotels)

## City accommodation

In Brisbane there are 50 hotels within 2 kilometres of the exhibition. For example, The Sebel Brisbane offers stylish accommodation. Located just steps away from the Queen Street mall, inner city dining and entertainment precincts, The Sebel Brisbane has 128 newly refurbished one and two bedroom apartments with spectacular views over Brisbane's skyline. Each apartment has a spacious lounge room, fully equipped kitchen, laundry facilities and large private balconies. There's an onsite restaurant and bar, lap pool, gymnasium and sauna.



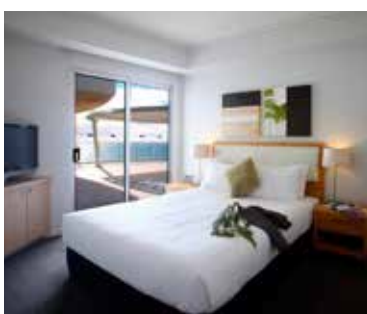
## Take a winter break after the show

There's no need to suffer the mid-winter blues. A visit to AWISA 2014 provides an easy opportunity to add a short (or long) holiday, and mix business with pleasure. AWISA has arranged three accommodation deals on the Gold Coast and three on the Sunshine Coast, which is where holiday takers will find The Sebel Maroochydore. Surrounded by a wealth of restaurants, cafes and fantastic shopping, and with luxuriously appointed one and two bedroom apartments opposite the beach. Each apartment features an expansive and fully furnished balcony with commanding hinterland or coastal views. ■



## Useful websites for AWISA 2014 attendees:

- [www.awisa.com](http://www.awisa.com)
- [www.awisa.com/hotels](http://www.awisa.com/hotels)
- [www.visitsouthbank.com.au](http://www.visitsouthbank.com.au)
- [www.visitbrisbane.com.au](http://www.visitbrisbane.com.au)
- [www.queenslandholidays.com.au](http://www.queenslandholidays.com.au)



# AWISA 2014 – it's time to start planning to visit

**ANYONE** who is looking to see what's new in woodworking machinery, be it basic machinery or the most sophisticated and automated CNC machinery, should be starting to plan their trip to AWISA 2014.

Likewise, anyone wanting to learn about the latest in hardware, decorative products and software should be looking to visit the Brisbane Convention & Exhibition Centre from 6-9 August this year.

AWISA 2014 occupies 15,000 square metres of the centre. All the major machinery companies that supply the Australian market are in the show, as are all the major hardware and software companies. AWISA is one of the largest trade shows in Australia and has become an internationally renowned success.

It's a great chance to gather information and stay in touch with important industry trends. By getting away from the office and the factory, attendees can spend undistracted time learning about developments in machinery, materials, fittings and services that might help make their businesses run more efficiently and effectively – and profitably.

The next issue of this magazine will feature information about many of the products that will be on display. It will also contain

information about accommodation, visitor registration, and other show details. However, full show details are available now at [www.awisa.com](http://www.awisa.com).

There's a lot to do in Brisbane while AWISA 2014 is in town. The show venue is located at South Bank, where visitors will find a mix of cafes, restaurants, boutiques and cultural experiences. Lots for visitors to do in their spare time and after hours. The Queensland Art Gallery, Gallery of Modern Art, Queensland Museum and Science Centre, and Queensland Conservatorium are all within a short walk of AWISA 2014. And Brisbane's CBD is just across the river with attractions such as Treasury Casino.

Visitors looking for what their favorite winter sporting code is up to during the weekend of the show should visit their code's website. For example, in the NRL, the Broncos will play the Bulldogs at Suncorp Stadium (day to be confirmed), and in the AFL, the Brisbane Lions will be playing the Adelaide Crows at the Gabba on Sunday 10 August.

Admission to AWISA 2014 is free. However, visitors are asked to register. This can be done in the venue foyer on arrival, but it is best to pre-register at [www.awisa.com](http://www.awisa.com). ■



AWISA's new website is up and running.

Book hotel rooms.

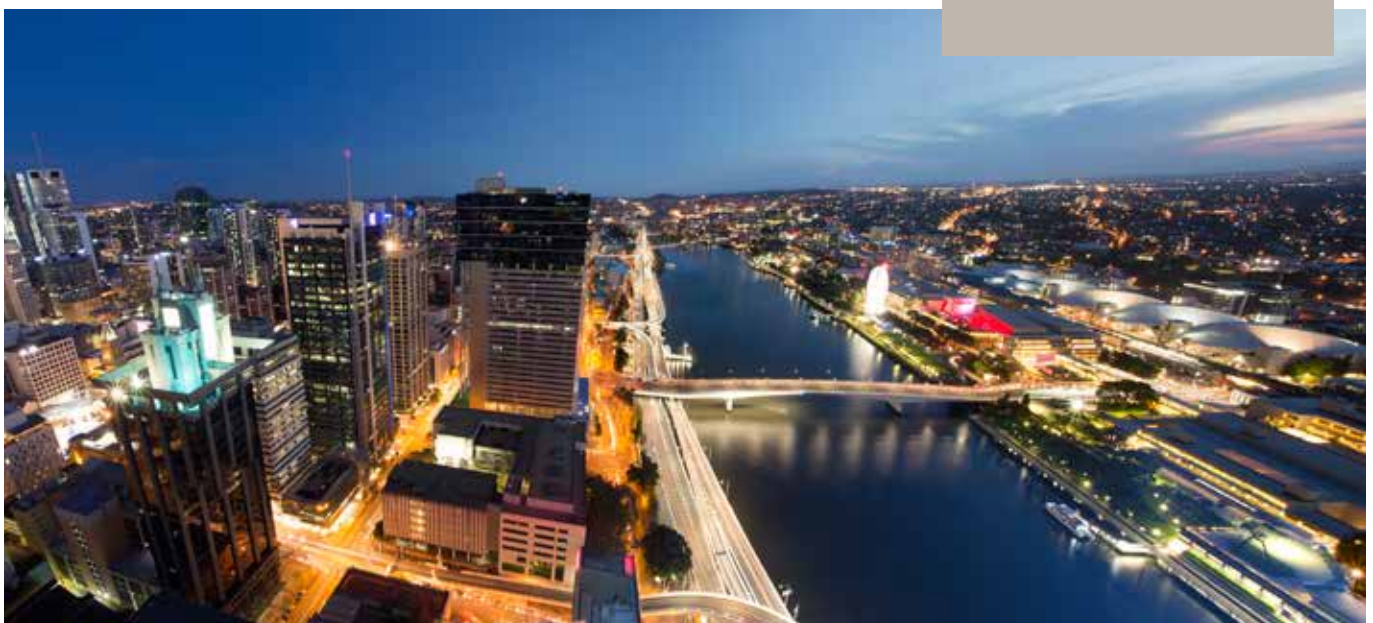
Pre-register as a visitor.

Download discount voucher for Airtrain.

Book a Queensland holiday for after the show.

And lots more.

[www.awisa.com](http://www.awisa.com)







# Say it again, Sam

We are all encouraged to recycle, but AWISA is doing it in an unusual way at the Friday 8 August Celebrity Breakfast during AWISA 2014.

Sam Kekovich is returning to address the breakfast that once again will appropriately be named "Breakfast with Sam Kekovich."

His presentation at AWISA 2012 was so well received that the AWISA board unanimously agreed that he should be invited back.

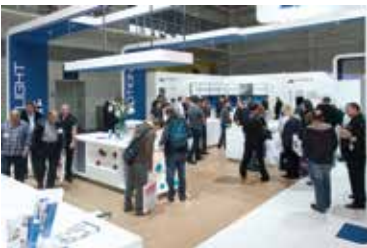
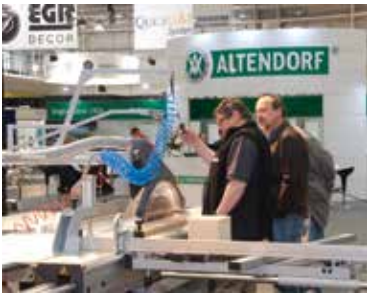
Sam is one of the real personalities of AFL football and since his playing days has become a media identity, most

recognised as the Australian Ambassador for Meat and Livestock and is seen in multi-award winning advertisements for Australian lamb as "Sam the Lamb Man."

Tickets cost \$60.00 and can be booked by emailing requirements to [info@awisa.com](mailto:info@awisa.com).

The breakfast will take place in the Plaza Terrace Room at the Brisbane Convention & Exhibition Centre. ■





## AWISA 2014 EXHIBITORS

List correct as at 24 April 2014

- |  |  |
|--|--|
| Admonter Natural Flooring              | Hordern & Company                      |
| Advanced Timber Systems                | Housing industry Association           |
| Airtight Solutions                     | HPP Group                              |
| Altendorf Asia Pacific                 | Idacs                                  |
| Andstine Services                      | Impact CNC                             |
| Austech Saw & Tooling                  | Integrated Joinery Solutions           |
| Austedan Fabrications                  | Internetit                             |
| Becker Pumps Australia                 | IVA Distributors                       |
| Beyond Tools                           | Kaesar Compressors Aust                |
| Biese Group Australia                  | Kitchen & Bathroom Designers Institute |
| Blum Australia                         | Kockums Bulk Systems                   |
| Boge Compressors (Australia)           | Laminate Innovations Australia         |
| Briggs Veneers                         | Leda Machinery                         |
| Brisbane Saw Service                   | Leitz Tooling System                   |
| C.R. Kennedy Survey Solutions          | Leuco Australia                        |
| Cabinet Makers & Designers Association | Linak Australia                        |
| Cabinet Makers Insurance Brokers       | Lincoln Sentry                         |
| Cabinets Online                        | Materials Handling                     |
| Camco Cutting Tools International      | Micronair Microvellum Software         |
| Carb-i-tool (Aust)                     | Millsom Hoists                         |
| CDK Stone                              | Multicam Systems                       |
| Composoft EQ Pacific                   | New Age Veneers                        |
| DKSH Australia                         | Planit                                 |
| Elite Publishing                       | Polytec                                |
| Empower Software                       | Precise Precut                         |
| Epac Productions                       | Pytha                                  |
| Eurofit Hardware                       | QST Systems                            |
| Ezi-Duct                               | Recycling Technologies Group           |
| Fein Power Tools                       | Rhino Panel Equipment                  |
| Felder NSW                             | Sharp Plywood                          |
| FIAA                                   | Slice Veneers                          |
| Finlease (Aust)                        | Stefano Orlati                         |
| Flex Corporation                       | Surteco Australia                      |
| Forestry Tasmania                      | Tasman Sinkware                        |
| Form-tek Products                      | Thatcher Engineering                   |
| Gabbett Machinery                      | The Wood Tech Group                    |
| Gregory Machinery                      | Titus Tekform                          |
| Hafele Australia                       | Tooltechnic Systems (Aust)             |
| Hawley's                               | Tuckwell Machinery                     |
| Hettich Australia                      | Weinig Australia                       |
| Hideaway Bins                          | Wilson & Bradley                       |
| Hodge Systems                          | Woodtron                               |
| Holz-Her                               | Xtreme Doors                           |
| Homag Australia                        |  |



by John Halkett

# First FCJA industry/government forum a resounding success

**THE INAUGURAL** furniture, cabinets, joinery (FCJ) industry leaders forum conducted jointly by the FCJ Alliance (FCJA) and the federal government's Department of Industry in Sydney on 9 April, has proved to be a resounding success. This was the first of five to be held in different capital cities over the next 18 months.

Intended as a genuine leaders forum, the original intention was to restrict numbers to 20 key executives from the industry, but such was the interest in the event that the organisers accepted registrations from almost double that number. Participants included representatives from each of the core industry associations in the sector as well as senior executives from major companies in the cabinet and kitchens industry, windows industry, wood and panel suppliers and the shop and office fitting industry.

Over 35 industry and government representatives attended the first FCJA industry/government leaders forum in Sydney on 9 April.

Ron Scott, the current chair of the FCJA opened the forum highlighting the need for the industry to change its business models to one that creates value for the customer rather than trying to compete on price as that simply is not possible in the face of low cost imports – and this will never change. Ron also highlighted the value of collaboration, clearly evidenced by the strength of all the core FCJ associations working closely together to pursue improvements in the 4 strategic pillars critical for the industry's future survival:

- Design and innovation
- Regulation and compliance
- Skills and training
- Supply chain management

Andrew Trainer and Sean Thomas from the Department of Industry supported Ron's comments, confirming that it was



Peter Ireland, principal, Allan Jack Cottier, architects: "Creativity is not just about the design of products or buildings – it's also about the 'design' of the business."

the industry's ability to come together with a single common voice through the FCJA that has solicited a positive response and engagement with the government. Indeed, Sean noted in his presentation that the FCJA has demonstrated that the industry is one to be reckoned as it is far larger and more visible than most other industries in the Australian economy (employing over 130,000 people and with annual turnover of some \$33 billion).

A very insightful and thought provoking presentation was delivered by Peter Ireland, one of the principals from commercial architect firm, Allan Jack Cottier. Peter highlighted the importance of design and creativity to all businesses, stressing that creativity does not just apply to the product but can be introduced in all aspects of a business' operations including in the underlying business model itself. Moreover, to be regarded as creative, not everything a company does needs to be creative as it can be the novel and unique treatment of relatively





## the first of five to be held in different capital cites



Dale Seymour, commissioner of the new Anti-Dumping Commission, provided a comprehensive summary of the government's anti-dumping policies.

small things that still spark genuine interest in the marketplace.

Peter then talked about emerging trends in the urban housing market and the impact this had on consumers' needs and thus the opportunities for furniture and joinery companies to provide innovative products that reflect these developments. These trends include the rapid growth in the over 60's demographic in western countries, the "downsizing" of apartments in the inner cities and the increasing desire for inside/outside living. All of these trends point to the need for greater multi-functionality in the product offering, geared towards meeting the unique and demanding needs of the customer.

Presentations were also made by Yianni Mentis of AusIndustry and Peter Gregory of Enterprise Connect and Skills, outlining the various government programs that are available to assist businesses in the FCJ sector. These are wide and varied



Sean Thomas of the Department of Industry: "The FCJ industries are far larger than more visible industries."

and AWISA will run a feature story on all available programs in future editions (after the federal budget when we will have a clearer idea of what funding is available).

Dale Seymour, commissioner of the new Anti-Dumping Commission provided a comprehensive summary of the government's current policies in this area, which generated extensive discussion between the commissioner and the industry leaders well past the allocated time for this issue. This is clearly an area of strong interest for the industry and the commissioner has agreed to present at a future leaders forum once the government has finalised further amendments to its anti-dumping provisions.

The forum then focussed on intensive round-table discussion about the future prospects for the FCJ industry and the priorities that should be pursued. There was valuable contribution from all participants with insightful comment being provided by

a diverse range of industry executives, including Jim Snelson (Borg), Jeff Rotin (Capral Aluminium), Mike Radda (UCI), Michelle Simmonds (Simmonds Kitchens), Brett Ambrose (Blum), Nigel Long (Doric Products), Matt Ford (Bindi), to just name a few.

All participants overwhelmingly endorsed the value of the forum and agreed that the FCJA and government should implement the full series of forums around the country, as initially mooted. The next FCJA industry leaders forum will be held in Brisbane on 6 August 2014, in conjunction with the AWISA 2014 exhibition. Anybody interested in attending the August forum, or interested in getting information about the federal government's current business assistance programs, should contact Peter Kreitals, FCJA's policy adviser at [peterk@kreitals.com.au](mailto:peterk@kreitals.com.au). ■



FURNITURE CABINETS JOINERY

by John Halkett

# Tony talks timber

**PRIME MINISTER** Tony Abbott gave a rousing pep-talk to more than 500 timber industry executives at a specially convened dinner in the Great Hall in Parliament House in Canberra recently.

"When I look out tonight at an audience of people who work with timber, who work in forests, I don't see people who are environmental vandals; I see people who are the ultimate conservationists," said Mr Abbott.

"And I want to salute you as people who love the natural world, as people who love what Mother Nature gives us and who want to husband it for the long-term best interests of humanity."

Prime Minister Abbott declared to the audience that too many of Australia's forests are "locked up" and vowed to set up a new advisory council to support the timber industry.

## "we have too much locked up forest"

"We don't support, as a government and as a Coalition, further lock-ups of our forests. We just don't support it," Mr Abbott said.

"We have quite enough national parks. We have quite enough locked up forests already. In fact, in an important respect, we have too much locked up forest.

He recommitted to repealing part of Tasmania's Wilderness World Heritage Area made under the Tasmanian forest peace deal.

"Getting that 74,000 hectares out of World Heritage Listing,



Prime Minister Tony Abbott ... saluting the timber industry as people who love the natural world and who want to husband it for the long-term best interests of humanity.

it's still going to leave half of Tasmania protected forever, but that will be an important sign to you, to Tasmanians, to the world, that we support the timber industry."

Mr Abbott also used his address to criticise the Tasmanian Greens for everything from the state's ailing economy to its poor educational outcomes.

"We all know Tasmania has the lowest wages in Australia, it has the lowest GDP per head, it's got the lowest life expectancy, it's got the lowest educational attainment in the country and it's got the highest unemployment, and funnily enough for the last eight years it has had a government in large measure dominated by the Greens," he said.

Representatives of the Furniture Cabinet Joinery Alliance also attended the dinner. The alliance is continuing to advocate the industry's position on non-compliant timber and cabinet imports and has been liaising with Industry Minister Ian Macfarlane, his department and other stakeholders on the issue. ■

Listening to the PM ... Richards Brooks, chief executive, Cabinet Makers and Designers Association; Peter Kreitels, policy advisor Furniture, Cabinets Joinery Alliance (FCJA), and Ron Scott, chairman, FCJA.





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| • Klevercamp Joinery    | (VIC) | • Spinafex Cabinets    | (WA)  |

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by Geoff Bills

# Outlook

## Outlook for commercial building

### RECENT TRENDS

Work done on those types of non-residential building that generally require significant quantities of cabinet and fit-out work - such as offices, shops and hotels - fell sharply in the 2009/10 world recession and has not recovered much since.

As Chart 1 shows, total work done on these types of building fell from nearly \$16 billion in 2008/09 to \$11.4 billion in 2009/10, a drop of 28 per cent, and had risen to only \$12.1 billion by 2012/13.

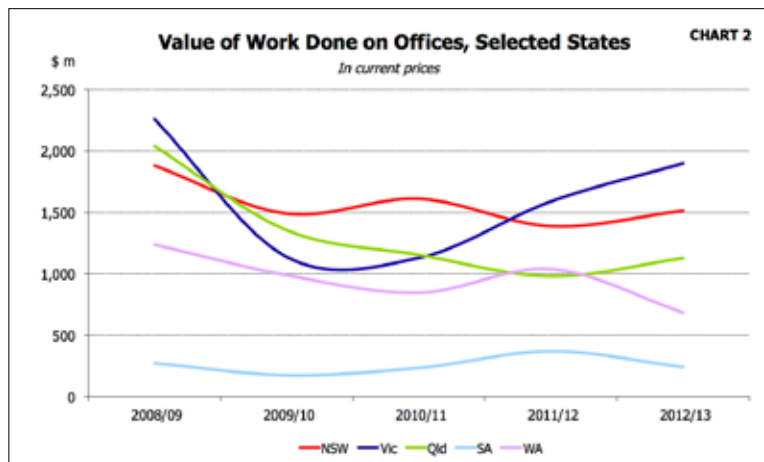
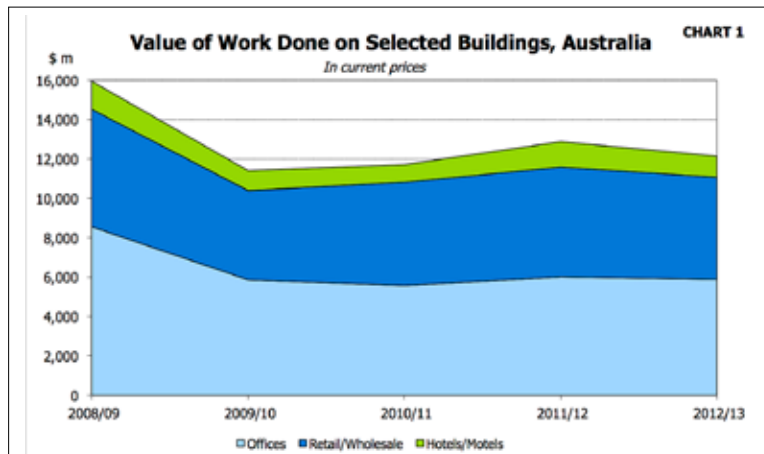
The biggest of these market segments – measured by the cost of the buildings – is offices, where the value of work done fell from \$8.4 billion in 2008/09 to \$6 billion in the following year and has stayed at or a bit below that level since.

Work done on shops, including wholesale outlets, fell from nearly \$6 billion in 2008/09 to \$4.5 billion in the following year: a 24 per cent drop compared with the 31 per cent fall in office-building. Work on shops recovered over the following two years to reach \$5.6 billion, but fell back to \$5.1 billion last year.

Work on hotels and motels fell by 29 per cent in the recession: from \$1.4 billion to \$1 billion in 2009/10 and has averaged about \$1.1 billion a year since.

As Chart 2 shows, most of the work done on offices is in the three eastern states.

Those states are also the main markets for hotels and motels, again accounting for 71 per cent of national building activity over the last five years. And they are even more dominant in shops, where they accounted for 82 per cent of national activity.



### OFFICES

Recent changes in office vacancy rates, depicted in Chart 3, do not encourage much optimism about an early upturn in office building. Over the year to June 2013, vacancy rates rose in all the main capitals; and in the following six months vacancies increased further in all except Melbourne, where they declined slightly.

The National Australia Bank's December quarter survey of commercial property found the office market was 'somewhat over-supplied' nationally, with excess supply being greatest in Victoria, which was seen as 'quite over-supplied': no doubt partly because of the growth in building activity evident in Chart 2. Vacancy rates were expected to fall moderately over the two years ahead but to remain relatively high.

A growing workforce is the main driver of demand for more office space, and the recent slowing of employment growth has been a negative influence. Over the year to February 2014, total employment in Australia grew by 83,000 or 0.7 per cent, whereas growth in the previous year to February was a much stronger 143,000 or 1.3 per cent.

Despite the spate of news about coming job losses - notably in motor vehicles and parts, in mine construction and in Qantas - growth in total employment is likely to speed up a bit in the years ahead as low interest rates, a falling Australian dollar and rising mineral exports boost economic growth. That will help the office market.

So, too, would a rise in business confidence. Business confidence did improve after the election but it has since retreated. The National Australia Bank's Monthly Business Survey for March found that although confidence remained positive - with more respondents optimistic than pessimistic - the positive net balance had slipped from 9 in January to 7





**Geoff Bills**

Geoff Bills is an independent economist with long experience analysing and forecasting economic activity in Australia.

in February and 4 in March: its lowest post-election level and below its long-term average.

Deloitte Access Economics publishes a quarterly Investment Monitor which lists around 900 Australian investment projects, each valued at \$20 million or more. In its September quarter 2013 issue, Investment Monitor featured a special article on offices in which it listed 12 very large office projects, valued at \$100 million or more, that were definite - either under construction or committed to be built - and 17 that were planned - either under consideration or possible.

As the table shows, most of the definite work is in Queensland, with significant amounts in Victoria and New South Wales. So there is much work going on that will be completed in the years ahead.

Projects that will continue throughout 2014 include three big office towers in Brisbane at 1 William Street, 480 Queens Street and 174 Ann Street; two in Melbourne at 567 Collins ▶

**MAJOR\* OFFICE PROJECTS BY STATE AND STATUS**  
September 2013

	Definite		Planned	
	No	\$ m	No.	\$ m
NSW	3	720	8	3,355
VIC	4	890	6	2,830
QLD	4	1,783	2	345
WA	1	100	1	-
Total	12	3,493	17	6,530

\* Projects of \$100 m or more

Source: Deloitte Access Economics, Investment Monitor, September 2013



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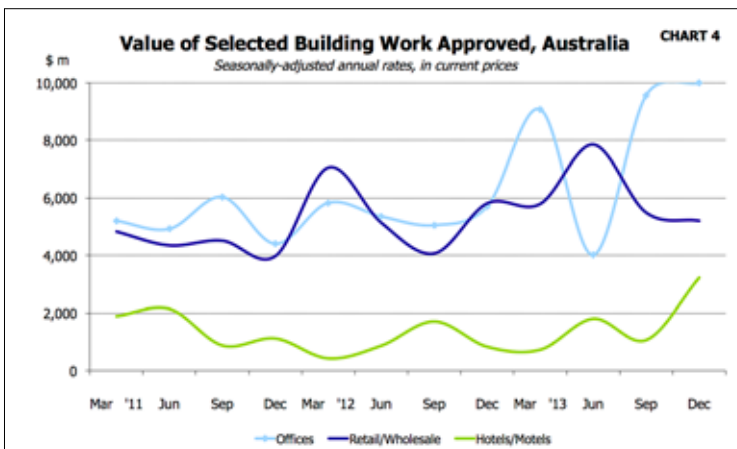
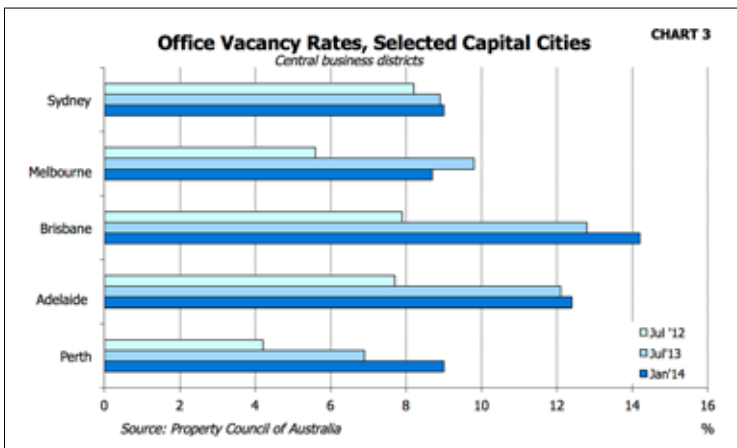


In the year ahead the outlook for all three of these sectors is mildly positive. In 2014/15 and beyond, activity should lift quite strongly.

- Street and 699 Bourke Street; and two in Sydney at 20 Martin Place and 155 Clarence Street. The 30-storey tower in Chifley Square, included in the table, has since been completed.

These major projects are only part of the total number on Investment Monitor's list. In the December quarter of 2013, the total value of definite office projects exceeded \$20 billion, nearly all of which were under construction. A further \$7.2 billion were in planning.

Despite elevated vacancy rates and apparently waning confidence, with this amount of work underway and new work being approved at an annual rate of around \$10 billion in the second half of 2013, building activity seems set to rise in the year ahead.



**SHOPS**

Work done on shops fell by 7 per cent to about \$5.2 billion in 2012/13.

Household income and retail sales have grown relatively slowly over the past few years, so there has been little incentive to invest in new capacity. However, low interest rates and rising house prices have boosted household incomes and wealth, and the outlook for retail sales has improved.

At December there was \$6.5 billion worth of definite projects on Investment Monitor's list and a further \$6.8 billion in planning.

As Chart 4 shows, approvals rose quite strongly during 2012/13, reaching an annual rate of nearly \$8 billion in the June quarter of 2013. Although they fell again in the second half of 2013, for the year to December they totalled \$6.1 billion: well above recent levels of work done.

**HOTELS/MOTELS**

This sector, too, has had a difficult time over the past few years, as the high Australian dollar has encouraged locals to travel abroad.

Work done fell to a low of \$887 million in 2010/11, rose strongly to \$1.3 billion in the following year, but dropped back to \$1.1 billion in 2012/13.

At December there was \$1.5 billion worth of definite projects on Investment Monitor's list and a further \$3.6 billion in planning. A lower dollar and a lift in confidence should see some of those plans being implemented.

Approvals rose strongly in the December quarter of 2013 and in the year to December totalled \$1.7 billion: again well above recent levels of work done. ■



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CLIP top BLUMOTION provides full function and soft-close within the smallest space; with BLUMOTION integrated into the hinge boss. The improved pivoting point achieves smaller door gaps and accommodates thicker doors.

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by John Halkett

## Where are they now?

All the winners of the 2012 John Tiddy Memorial award are still working in the building industry. That has got to be good news for the sector. Some remain with the same company where they won the award whilst others have moved on.

Winners say the award has been a milestone in their lives and assisted in their career development and progress. Take Rebecca Harkness for example, she was the only female in the 2012 winners' line-up. Rebecca still works for Kitchens by Agars in the rural town of Cleve on South Australia's Eyre Peninsula.

### Following up 2012 John Tiddy Memorial Award winners

Kitchens by Agars owner Mark Agars says he couldn't be happier with Rebecca. "She has become an essential part of our business which services the town and surrounding rural country side".

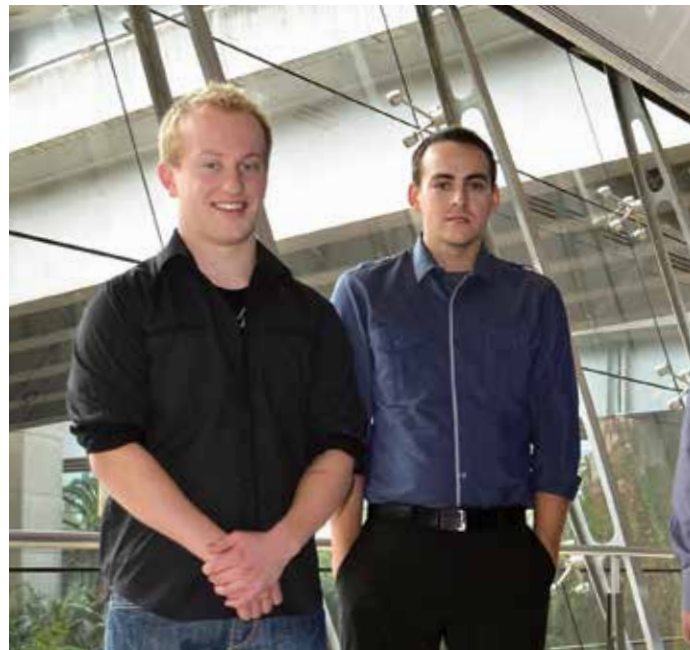
"Winning the John Tiddy award has been transforming for Rebecca. It has made a huge difference to her confidence. Yes - a hundred percent - the award has been life changing for Rebecca," says Mark.

"Okay - Cleve is on the small side with a population of only about 1000, but that aside, Rebecca became a bit of a local celebrity after winning the award for South Australia. She was front-page news in the local paper and also on the radio - winning the award was a big deal for Cleve."

Now 21, Rebecca is a popular local girl says Mark. "She has a real passion for cabinet making and joinery - she loves it. She has now bought a house in town and is a top local sportswoman winning awards in both basketball and netball."

"She is by far the best apprentice this company has had on its books. She is enthusiastic and keen. I have to tell her to knock-off in the afternoons and she is always in early in the morning," says Mark.

Rebecca has now assumed increased responsibility for Kitchens by Agars, doing some kitchen design and installation work. "I hope to be able to eventually have her do more office work - interacting with clients and taking responsibility for our design function," says Mark.



William Hinrichsen continues to work for Buywood Furniture in Brisbane's Highvale suburb. William has progressed well since winning the John Tiddy award for Queensland and is now head tradesman in the tough business of manufacturing solid wood furniture, predominantly, in Buywood Furniture's case, from Australian hardwoods. He is solely responsible for the building and finishing of all the items the company produces.

Now 22, William said winning the John Tiddy award has been extremely beneficial to him. "It certainly made the boss happy and impressed our clients. So a very useful achievement as far as my career is concerned," he says.

William has plans to perhaps one day start his own furniture manufacturing business, but at the moment is happy to work at further developing his skills. "I am also investigating options for doing small business management studies either through TAFE or uni," he says.

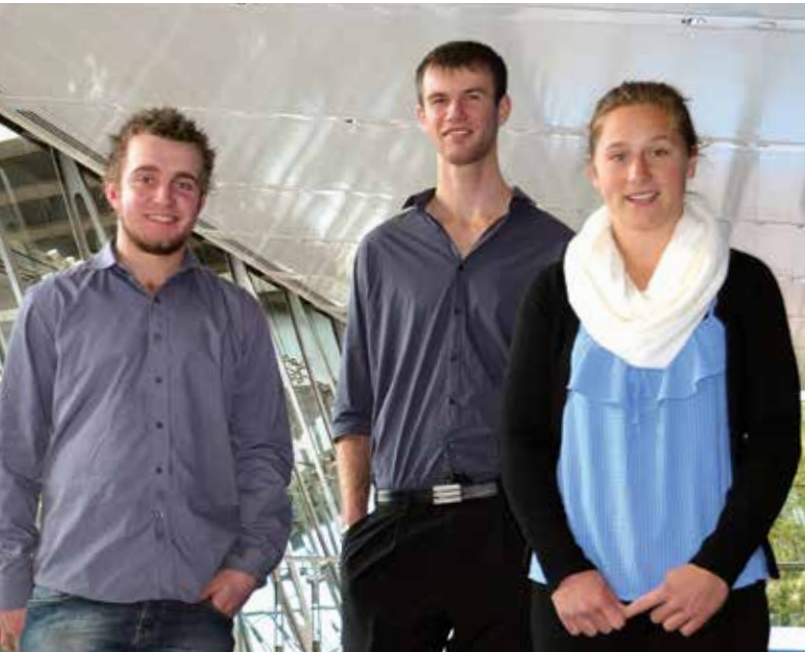
Outside work William is a keen sportsman and plays volleyball and touch rugby, plus participates in athletics.

The NSW winner of the 2012 John Tiddy award Bradley Cividin still works in the family business, Cividin Designer Kitchens. According to his father John Bradley, now 22, is today a fully-fledged tradesman and involved in all aspects of the business.

"The longer term plan is for him to take over the business, but not in the near future - I still have a few years left in me yet," says John.

John says Bradley is scheduled to start an FIAA run-your-own-business course that should help him better understand some of the administration and accounting activities essential to business performance.





The 2012 winners of the John Tiddy Memorial Award. From left: Bradley Cividin from Greenacre, NSW. Nathaniel Hussey from Mandurah, WA. Brad Lockyer from Wendouree, Victoria. William Hinrichsen from Redcliffe, Queensland. Rebecca Harkness from Cleve, SA.

Bradley is an outdoors enthusiast and keen fisherman. He is engaged and getting married next April.

Winning the John Tiddy award was excellent for Bradley says John who knew John Tiddy well. "Winning the award was a real privilege. It also maintains something of a family tradition as I won the Rotary Club's Apprentice of the Year award some 30-odd years ago," he says.

Victoria's Brad Lockyer won the award while an apprentice with Advanced Cabinetry in Ballarat. About six months ago he took up a position as a tradesman with AB Nolan, also in Ballarat. "So now I am involved in all aspects of commercial cabinet making and joinery. We are currently working on library and university projects doing everything from shelving, office fit-outs to kitchens. I enjoy the work," he says.

Now 25 Brad is a home-grown Ballarat boy and keen sportsman, including playing AFL for Lismore-Derrinallum. He is continuing his studies and presently doing an online diploma in accounting. Longer term he is keeping his options open. He may continue in cabinet making or go into accounting.

"I appreciated winning the award and also really enjoyed the AWISA show. We stayed an extra day to have a good look at the machinery and other products on display," says Brad.

Nathaniel Hussey was the West Australia winner in 2012 while an apprentice at Azztek Kitchens. Nathaniel is presently working for one of the company's subcontractors involved in interior fit-outs and tiling work. ■

## The John Tiddy Memorial Award

The John Tiddy Memorial Award will once again be conducted in the lead up to AWISA 2014, with the winners being announced during AWISA 2014.

AWISA established the award in 2008 to commemorate the late John Tiddy's contribution to the Australasian furniture and woodworking industries, and his contribution to AWISA.

The award is for six apprentices in the woodworking industry to receive all-expenses paid overnight trips to the AWISA 2014 exhibition, plus \$2000.00 towards their training course fees.

Awards will be made in each of the following areas of Australasia: NSW/ACT; Queensland; Victoria/Tasmania; South Australia/Northern Territory; Western Australia; and New Zealand. If the Queensland winner is from metropolitan Brisbane, this winner will also be invited to stay in the city overnight, but will also receive an airfare to attend AWISA 2016.

Full eligibility criteria is published in the entry form that has been inserted in this edition of AWISA – The Magazine. The entry form is also available online at [www.awisa.com](http://www.awisa.com). In summary, the applicants must be aged between 18 and 29 years of age as at 31 December 2013, and must have completed two years of training at a TAFE or similarly accredited training organisation as at 31 December 2013.

Any training organisations that wish to distribute the entry form to their students should contact AWISA Ltd on 02 9918 3661 or [info@awisa.com](mailto:info@awisa.com) to be mailed bulk copies of the form. ■



# Homag showcases top-level technology at Holz-Handwerk 2014



Pictures courtesy of: HOMAG Holzbearbeitungssysteme GmbH

Homag FK31  
PowerTrim profile  
trimming unit for  
extremely high  
processing quality.

## Throughfeed edging technology

The Homag KAL 310, one of the industry's most successful edge banding machines in its performance category was the main attraction of the Homag edging technology exhibition in the throughfeed technology area of Homag's stand at the recent Holz-Handwerk trade show. The workpiece feed system EZ14 and the barcode reader permit industry-scale production, while the profile trimming unit FK31 PowerTrim guarantees an extraordinarily high standard of processing quality, in particular also at the workpiece corners. Instead of using a conventional spring damper or pneumatic system, this is achieved using an electronic tracing system that is unique in the marketplace. This system applies a continuous previously programmed tracing force against the workpiece. Profile trimming unit FK31 PowerTrim is generally available in two performance categories – for a cyclical output of 20 or 30 workpieces per minute. Optimum finish processing in line with the latest technological standards produces an impressive result conforming to the highest quality standards. The KAL 310 was presented at the show working in combination with a ZHR 340 return conveyor from Ligmatech, offering visitors some surprising new features alongside high output, an enormous part spectrum and particularly gentle handling.

## Homag AirTec – zero joint for woodworking shops

As part of its Ambition series designed to appeal both in technical and pricing terms to woodworking shops, Homag presented two new models featuring zero joint technology for smaller-scale producers.

The price tag and equipment of the campaign machine Homag Ambition 2274 makes this a highly attractive proposition. This machine comes with all the features a joinery needs to achieve optimum quality at an affordable price:

- AirTec melting unit for optical zero joint
- Combination with facility for hot-melt glue processing
- Stationary snipping stop to prevent shine marks
- Simple profile changeover at the profile trimming unit FK11
- Profile scraper blade PN 21 FlexBlade for automatic changeover between two profiles
- Durable chain guide due to special workpiece transport system
- Flexibility due to free space with four equipment possibilities
- Intuitive operation with PowerTouch operating concept

In all the models of the Ambition series, Homag has used sturdy robust technology with the "made in Germany" label. Even in their basic version, these machines cover over 90% of all conceivable applications. It goes without saying that all the machines of the Ambition series permit easy automation, and the use of efficient EcoPlus technology makes them both energy-saving and environmentally friendly.

**CNC technology: BMG 511/V with PowerEdge gluing technology**

Compact, fast, efficient. The use of exchangeable gluing technology for the BMG gantry series opens up new scope for edge banding up to an extreme depth of 2,250 mm and rapid processing due to edge snipping without tool change using the MPU 360° drilling and sawing unit.

Operation is made simple and practical by the compact positioning of the gluing unit at the front of the machine. This offers the benefit of direct, rapid access to the 2-slot coil magazine to change the edging, for topping up the hot-melt glue and for servicing the unit.

**Window technology: Flexible and efficient**

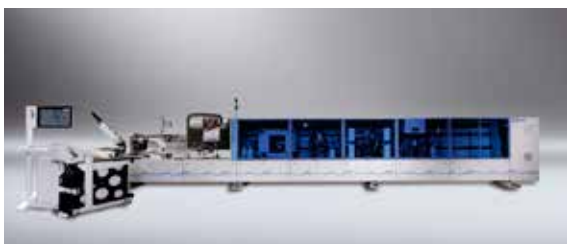
Homag has just the right solution to address every window production requirement, from 15 to 50 windows per shift: From the Venture 312 with its wide variety and enormous flexibility, to the flagship PowerProfiler BMB 900. One thing they all have in common is Homag CNC technology with its many benefits: Precise, reliable clamping of workpieces from the smallest sash bar to the biggest upright and transom element, CNC-precise complete processing ready for assembly, free production sequence without time spent in preparation and resetting due to directly accessed large-scale tool changers.

**Up to 15 windows per shift: The Venture 312**

With up to 45 tool slots and the three-stage clamping system, the Venture 312 is the right solution when it comes to extreme variety and maximum flexibility. Windows of all



Homag Ambition 2274 with all the features a joiner requires.



The Homag laser machine KAR 310 with EZ14.

# Homag Group: Chips flying for a new trade fair record

Machines were humming, chips were flying and visitors came in their droves: It was full steam ahead at the Holz-Handwerk in Nuremberg with a new visitor record and an unprecedented degree of interest by joiners and woodworking shops. The outcome for the Homag Group: notebooks bursting with promising new customer contacts and received orders exceeding all expectations.

As the biggest exhibitor at the fair, attendance at the Holz-Handwerk has paid dividends for the Homag Group. With machine technology on show over an area of 1,700 square metres to suit any size and scale of woodworking shop, Homag City proved a real magnet to trade visitors at the show.

Under the trade fair banner "Growing with the Homag Group", the company provided tangible proof of how joinery firms and woodworking shops can grow with the utmost simplicity using individual technology modules from the Homag Group: Whether furniture and window production, software solutions or energy-saving EcoPlus technology. There were 30 machines demonstrating in continuous operation live at the show, the aisles were buzzing with punters and the air was filled with the unmistakable hum of business being done.







# airTec

## airTec - Reactivation Unit

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▶ shapes, doors and panel components can all be efficiently produced on a single machine.

**Up to 25 windows per shift: BMG 500**

Free configuration from a wide range of tool changers, milling spindles, drilling units and clamping systems makes the BMG 511 the ideal solution for high performance with the capability to address special requirements.

**Up to 50 windows per shift: PowerProfiler**

The benchmark for automated unmanned window production. This machine is unrivalled in its ability to efficiently combine high output and a wide processing spectrum from small components through upright and transom elements to arched elements and doors, and all with a minimal space requirement.



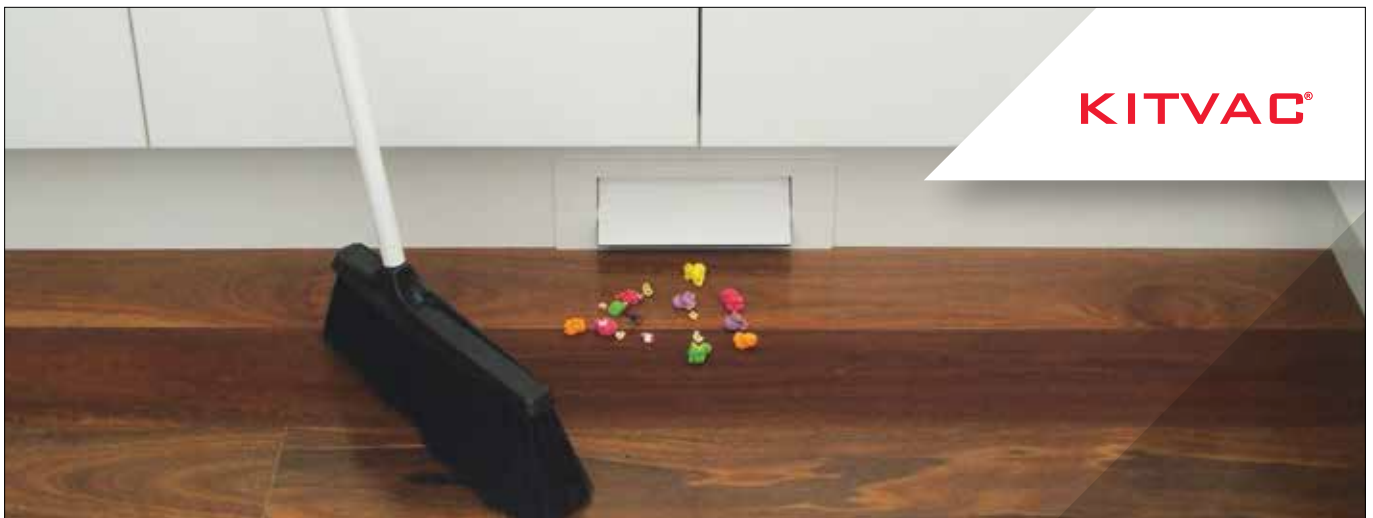
BMG 511/V with PowerEdge gluing technology



BMG 511 window production

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# Biesse's Sydney in-house exhibition hailed a success

With over 300 visitors and 200 customers visiting the event, Biesse Group Australia's "Biesse Inside" event featured experts from around the world. The exhibition took place at Biesse's Wetherill Park showroom from 19-21 March. Specialists from Italy, the USA and Australia were on hand giving the latest technical advice.

A wide range of seminars was held with the topics spanning from highlighting Selco and the advantages of beam saw production, to screen to machine 3D solutions. These

nesting solution, the Rover BG FT. This was a must see, the 'B' is back!"

"It was a great opportunity at our VIP dinner for our customers, suppliers and industry partners to meet and mingle and enjoy the night. It was a great success."

The Rover BG FT is the latest flagship of nesting systems. This product has an automatic loading and unloading facility, an automatic labeling system and includes fully operational software with each machine. The Rover BG

FT has a flexible fit out configuration, including choices of drill heads, spindle type, vacuum configuration and high precision stops. It was a must see at the event.

Also on display was the Biesse Edge Roxyl 5.5. The AirForce system won the AWFS (Association of Woodworking & Furnishing Suppliers) Visionary Award in USA in 2013 - it is a revolution in edgebanding.

The AirForce system uses the very simple principle of compressed hot air (400-500° C) to melt the functional layer. This offers numerous benefits including:

- Cost – AirForce is smarter than laser systems, with favourable maintenance and operating costs. In fact it is a fraction of the cost of similar laser systems.
- Output quality is better than alternative systems.
- Resistance to water, humidity, and peel finish. The result is the same output as a laser system.
- Flexibility - it can be installed on small to large range machines, allowing everyone to access the highest quality welded edge.
- Minimal impact on machine mechanics enabling it to co-exist with EVA or PUR glue systems.
- Edge colour does not influence the process.
- "Zero-glue-line" output - this is the next step in quality finishing.

Also featured at the event was the Viet Opera 7. This was the exclusive Australian launch of the newest and



seminars proved very popular with Biesse's clients. A dinner was held on Wednesday 19 March and Thursday 20 March. A traditional Italian feast was offered. It was a great opportunity to socialize and network for the manufacturers, network partners, suppliers and industry body representatives at the dinners.

The event was supported by a number of well-known Biesse and Intermac partners including Planit, Airtight Solutions, Laminex, Money Resources, Abaco, Spil Software, AGGA, NSWGGA, Prodim, Cosentino, Trade Master, Cefla Finishing, and Fratelli-Pezza.

Luke Tenaglia, Oceania CEO, Biesse said, "I was thrilled to be able to showcase the latest technology from Biesse at this event. It was the world's first glimpse of Biesse's fastest



## a great opportunity for the industry to socialize and network

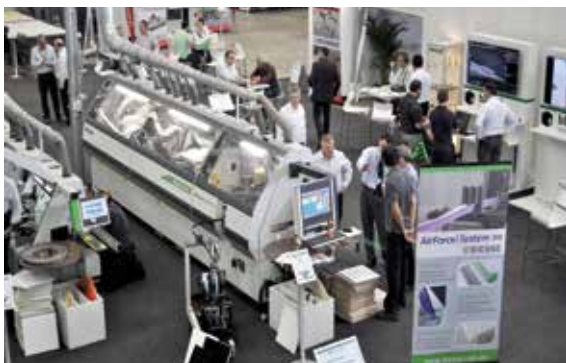
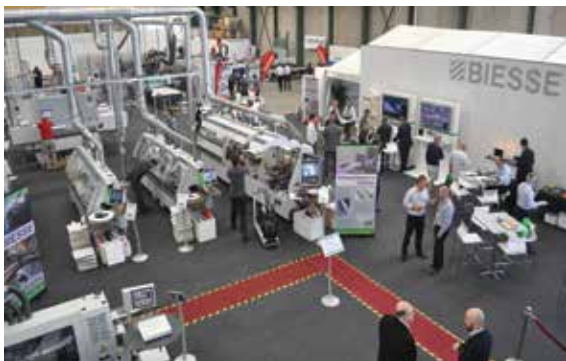
latest sanding technology, using a HP (high performance) electronic pad. The Viet Opera 7 won the 2011 Sequoia award for product innovation in the USA.

The Viet Opera system offers numerous benefits including;

- The Viet HP electronic pad applies the lowest pressure on the sanding pad, giving a better finish and greater control.

and New Zealand at the Brisbane Convention and Exhibition Centre, from 6-9 August," said Luke Tenaglia.

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- 30% longer life of the sanding belt.
- 30% less power consumption and a smoother finish on the product.

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Biesse Inside also featured glass and stone machinery, and the seminar programme included subjects such as sanding and painting, screen to machine solutions, the advantages of beam saw production, the edgebanding revolution, and optimizing.

"We now look forward to AWISA 2014 in Brisbane, where we will be the biggest exhibitor. We welcome seeing both existing and potential clients from all around Australia

"We now look forward to AWISA 2014 in Brisbane, where we will be the biggest exhibitor."

## All smiles with new Holz-Her 5 axis CNC at JK Windows and Doors - Colac



Joel Borch is a man on a mission. Only ten years in business and already, people are starting to take notice. Still a young man in a trade dominated by cut price builders and quirky architects, Joel has found his niche. Quite simply, Joel can do things others cannot; and he can do it quicker and cheaper. His secret? As with all good trades persons, Joel has the right tools of the trade.

Like all workshops producing a diverse range of designer joinery, Joel has a variety of static machines to do the work. The trouble is; it takes time to get the job to the customer. It gets worse when the architect specifies anything out of the norm. Machine set-ups for complex joinery take hours, and with over a dozen processes for each piece, the total set-up time can be calculated in days. Two years ago Joel decided there must be a better way and as he puts it, "Started out on a journey of discovery."

That journey took Joel to the 2008 "Fensterbau" window exhibition in Nuremberg where his eyes were opened to what was "out there" in terms of high-tech manufacturing. This trip was followed in late 2012 to Germany to investigate CNC machining options. Factory visits provided networking opportunities with some of the biggest joiners in Europe and Joel realised his company needed to grow. More importantly, they required an injection of technology to get the job done. Those journeys led JK Windows and Doors to a partnership with Weinig and Holz-Her.

Of course, it's never as simple as that. Several visits to Australian manufacturers revealed a number of manufacturing scenarios; a few based on the highly

productive Weinig Unicontrol machine. However, Joel's recent European experience pointed to a manufacturing solution that was highly flexible and could handle not just a standard set of joinery components, but anything that even the most creative architect could send their way. The business had to grow and creativity, flexibility and technology were the key ingredients.

Taking the next step, JK Windows and Doors invested in a 5-axis Holz-Her CNC machining centre. This was not an investment that was going to become obsolete overnight. Dual processing zones, extra tool-change slots and a bed large enough for even the longest joinery elements guarantee that this investment will continue to return dividends for many years. Joel was now confident they could reduce manufacturing costs and tackle the lucrative designer builder market along the legendary Great Ocean Road. "A different breed" as Joel puts it; "When the surf's up, the tools are down." Joel needs to respond to their changing building cycles and the Holz-Her fits in perfectly.

A five-axis machine is not something that first springs to mind when you think about joinery. Australian joinery is relatively simple to construct by world standards. It can be made with basic machinery. But things are changing. People want more for their money. They want sustainability and energy efficiency. They talk about aesthetics and design trends. These buzz-words will change the market and a machine is needed that can deliver whatever the customer demands at a price they are happy to pay. A five axis machine offers the processing capabilities manufacturers need so they can say "Sure, we can do that" every time.



And can Joel do it? Put it this way, Joel was happy when the Holz-Her trainer left, he wanted to see what his new investment could do. It took just one month to transfer the profiles to the CNC machine and now it's possible to set up for any profile in seconds, not hours. On the computer, simply drag a window stile from the awning window folder and drop it against a stop; adjust the position of the table rails with the mouse and you're ready to start. Every jamb, sill or sash is exactly the same as the last one and it doesn't matter what the length is, the parametric (variable) program takes care of all those little details. Any component can be machined to accept any hardware in any position and all with a few clicks of a mouse. All the tools Joel needs are on the machine so there's no tool change time to hold up production.

Joel's machine is a Pro-Master 7225 and comes with some sweet features. First, it's really easy to use; so easy in fact that follow-up training hasn't been necessary. The software supplied with the machine is all that's needed to do all of the work JK Windows and Doors currently does. The powerful 17 kW (23 hp) motor makes light work of every moulding and shaping task using the heaviest high-performing Leitz tools and the large table means that several jobs can be combined in the one cycle, further adding to the machine's versatility and value as a production tool.

The Holz-Her has features that are not readily apparent but essential in making a more robust machining platform for heavy joinery work. Pneumatic clamps can be accurately positioned against machined guides to ensure precision. The five-axis motor is liquid cooled for even the heaviest cutting loads and guarantees a long service life. The motor locks mechanically into position to provide the most rigid cutting under high loads for perfect results. The slide-ways on the machine have no visible holding screws to gather dust so Holz-Her can offer a ten year warranty. Even the slides on the automatic rails are of the same quality as the machine slides. They don't have to be, but they are.

But why five axes for joinery? A big CNC machining cost is cutting tools. Three or four-axis machines require more complex and expensive tools to cut the angles a five-axis machine can easily achieve with its pivoting head. Most three and four-axis machines need "aggregates" to do profiles such as mortices; lock-housings and angled saw-cuts. These expensive "add-ons" need to cool between cycles; require expensive maintenance and perform well below that of a five-axis machine. It's a fact that the extra cost of a five-axis machine is easily offset by the savings in tooling, and you get a higher level of performance to boot.

The Holz-Her machining centre allows Joel to deliver a top quality product that complies with every demand made by even his most astute customers. The possibility of down-cutting eliminates any chipping found on windows made with static machinery. Any machining for any hardware can be added and the finish is superb. Even a simple hinge housing can be done quicker, more accurately and professionally.

The Holz-Her machining centre has given JK Windows and Doors an edge that it's hard to put a figure on. Two employees now do the work of four. Any job is possible and no contract is lost because they don't have the technology. They add value to everything they make and attract customers because of their technical, competitive, can-do edge. Joel just celebrated his tenth anniversary in business. He asks himself "Have I done enough and have I done it well." His new Holz-Her guarantees that whatever he decides to do, he has the right machine to get it done.

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# Slide it. Love it. Preview of Hettich's line up at AWISA 2014



Sliding doors are being used more and more throughout the home.

Right: Sensys guarantees perfect closing function and Silent System performance over an exceptionally wide temperature range of +5 °C to +40 °C

This year's AWISA exhibition in Brisbane will not only see Hettich present highlights under its "Slide it, Love it" banner but also see the launch of new sliding door systems that meet design demands. Improvements to Hettich's drawers and hinges will also be a major focus at the exhibition. Design, functionality and ergonomics are central aspects that define the innovations made by Hettich.

There's a movement that's becoming increasingly popular – sliding doors in the kitchen, living room, bathroom and bedroom. Sliding doors in furniture or as room dividers are causing excitement in the home. And there are good reasons for this because sliding doors open up a wealth of options for purist-style furniture and interior design, making excellent use of space and provide ergonomic and unobstructed access. Hettich is using this as an opportunity to place a particular spotlight on sliding doors at AWISA 2014 and give visitors new inspiration in making living spaces work beautifully.

Continuous refinements to the ArciTech drawer system, the Sensys hinge as well as to the InnoTech drawer system will be on show in a well-balanced product line-up providing attractive solutions. Find out more by visiting Hettich at AWISA 2014.

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The ArciTech drawer system: a broad platform concept that can be used to create a multitude of solutions.

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## V8 Supercar boss takes on design challenge



Kim and Frances Jones, incorporated a range of Blum products throughout their new home; chosen for their superior quality and precision technology.



Exterior form, interior function - Blum high quality fittings ensure superior function of this classically elegant French provincial kitchen.



Tandembox Intivo – featured in the kitchen, preparation room, bathrooms and laundry.

What do kitchen cabinets and V8 Supercars have in common? Quite a lot according to Kim Jones, co-owner of Albury based Brad Jones Racing.

Kim and Brad Jones have spent the best part of their lives building a world-class motor sport company focused on leading-edge technology, precision and winning style.

When Kim Jones and his wife Frances started to plan the kitchen and bathrooms for their new home on the outskirts of Albury, they approached their design brief with the same values in mind.

“We are surrounded by modern, high tech race vehicles every day so we wanted to achieve a classically elegant feel for our home,” Kim says with a smile.

“For the cabinetry, we wanted a traditional look but with soft-close and motion technology for the drawers, doors and overheads. Through our team’s long association with the guys at Blum, we knew that their gear was top-of-the-line and perfect for what we needed.”

The team’s association with Blum began some years back when driver Jason Richards was doing planning research for high quality kitchen hardware for his own dream kitchen. David Noakes, Blum’s director sales and marketing, saw that the Brad Jones Racing brand aligned well with Blum’s company values and it wasn’t long before Jason became a Blum Ambassador and Blum became a BJR team sponsor. Sadly, Jason passed away in 2011 after a brave battle with cancer.

Kim always shared Jason’s respect for the quality and precision of Blum’s cabinet hardware so it was no wonder Blum featured heavily in the new home.

The couple definitely achieved their objectives in this stunning home. The kitchen is an elegant white French provincial style with Blum Tandembox Intivo silk white drawers featuring Blumotion technology throughout. A separate pantry and preparation room hides the modern appliances with all drawers and overhead doors electric motion assisted thanks to Servo-Drive and Aventos lift systems.

“Blum has a lot of really practical solutions for organising drawers and making the best use of space,” says Kim. “Frances and I didn’t want any ‘hard to get at’ areas. The kitchen has no corners but the pantry does so we used Blum’s Space Corner drawers which solved that issue for us.”

Blum was also put to good use in the bathrooms – this time with the Tandembox Intivo drawer sides featuring frosted glass to complement that room’s style. All doors and drawers include Servo-Drive for light touch opening and closing to provide easy access to hidden, modern conveniences that could clash with the style - like Frances’ makeup mirror!

The functional objectives for the home didn’t stop there as Blum’s Servo-Drive is also in the couple’s laundry cupboards and linen press drawers - even in their outdoor kitchen cabinets.





To optimise space and ensure easy access to every item, the preparation room includes Blum's Aventos HF lift systems and the Space Corner cabinet solution.

Kim says of his respect for technology, "In V8 Supercar racing, winning comes through technology, precision and durability. The BJR team is a family company with 55 people who live and breathe technology and precision every day."

"Blum is a family company too and they've won loads of international design awards because they focus on having precision technology that's built to last. Their product may be different to ours but we share the same vision for success."

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# Sige wire ware - style and a modern aesthetic to enhance kitchens

Wilson & Bradley is getting ready to welcome the Sige wire ware range into its collection of top quality kitchen products.

Sige's mission has always been to provide the customer with a range of products that captures style, functionality and a modern design. The Infinity Plus range boasts a unique design that aims to enhance and redefine the kitchen that surrounds it.

The range achieves functionality on a number of levels: every product easy to install and also easy to operate, making the time spent in the kitchen a more efficient and pleasant experience.

Sige uses only high technology materials, such as flat wire ware and chromed finishes and teams this with clean solid bases to create a distinct quality finish.

Log onto the Wilson & Bradley website to view the new range in its entirety, as well as access brochures and installation videos.

The Sige wire ware range will be available from June 2014 and will feature heavily on the Wilson & Bradley stand at AWISA 2014. Be sure to visit the stand to see the new range in action.

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# Growing with business



Connors Kitchens by Design has been around for over 18 years. Owner Peter Connors was sick of seeing his hand writing and giving clients hand-drawn designs. He wanted to be able to give his clients more; giving them a better experience and ensuring they were confident in what they were going to get. Peter was also getting frustrated at how disorganised his office was, with large amounts of paper work piling up around his office. Peter researched into the different software options available, and decided the best option for him was to use Cabinet Vision provided by Planit.

Peter started out with Planit's entry-level software package, Solid Essential. This gave him the ability to draw his designs, modify cabinets, easily make changes to match client requests and provide them a 3D realistic render to sign off on. Using Cabinet Vision allowed Peter to better organise his jobs, which helped reduce those piles of paper work on his desk; become more efficient in his designing and provide a better service to his customers.

Since Peter had the software installed, he has found that it has helped him win more jobs and make more money. Peter explains, "One of the big advantages for us when we are competing against another company for a job, if they are giving the client hand drawings and we are using the software to show our design, clients have more confidence in what we'll provide. We are winning more jobs because of the software."

Peter also understood that he needed to continue to invest in order to improve his

business. Again, Peter did his research, and realised that having a CNC in the factory would assist in improving manufacturing, he chose to purchase a new Biesse Skill. The new machine was installed and they began to use Biesseworks to control their machine. However, a couple of months later, Peter wanted more functionality and greater control over his manufacturing, so he looked at how he could connect both his machine and software together.

Upgrading his software to access more features and be able to seamlessly connect to his machine was an easy process for Peter and his team. All the skills and data they had developed in Solid Essential was carried over. Cabinet Vision's Solid Standard gave Peter the functionality to draw designs and send all the production information to the machine and factory floor. Peter and his team have greater confidence in the work they are producing because Cabinet Vision "ensures our drawings are 100% spot on".

At the last AWISA show, Peter visited the Planit stand and took the next step with his software and upgraded to Solid Advanced. Peter had been using Solid Standard to its full capacity, and now wanted more power and functionality to be able to expand. Upgrading to Solid Advanced also provided the ability to improve quoting systems by using the Bid Centre within Cabinet Vision. Just like the upgrade from Essential to Standard, everything carried over and allowed Peter to benefit from the features in the higher level.

Peter has been able to really benefit from the upgrade path that Planit has in place. Having an upgrade path has really helped the business financially and with the change process. Being able to upgrade gradually helped Peter take it all in. He explains, "Being able to make the changes in small steps was a much easier and simpler path for me. For us, it was the perfect lead up to where we are now." The software is able to grow at the same pace as your business. In Peter's case, the financial investment was spread across multiple steps, meaning the investments were more affordable for the business' cash flow.

Peter comments at how "Amazed we are at the amount of work we are able to put through with Planit and the CNC, it's phenomenal. If you didn't have a CNC and software, you wouldn't be able to take on extra work without putting yourself under pressure". In the 5 years since Peter put the CNC and Planit in, he estimates that "our turnover has at least doubled, if not tripled".

Describing his experience with Planit, Peter makes the remark, "The good thing I find about the guys at Planit is that most of them are ex-cabinet makers, not just sales guys. It makes a difference and gives you more confidence when you're talking to a cabinet maker about software, not just a sales guy."

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## Narrow cabinet solution by Blum

Blum's solution for narrow cabinets makes use of even the smallest storage space available in the kitchen while maintaining a uniform appearance. During kitchen planning, small gaps are often not optimised for functionality. Blum offers a practical solution to make use of this otherwise wasted yet valuable storage space – to ensure simple workflows it is especially practical to position these cabinets close to the preparation bench or stove.

Diagonally offset runners improve lateral stability and offer a load bearing capacity of up to 20kgs per base cabinet (making it an ideal solution for bottle and spice storage). Proven ease of use is assured with low opening forces, smooth running action and Blumotion soft-close - all standard features of Blum's drawer systems.

Blum's narrow cabinet solution is easy to install as standard Blum fittings are used throughout. Assembly and adjustment are consistent with all required components used in the existing drawer system programme – no new parts.

For planning, product and ordering information download the technical data sheet at [www.blum.com/au/en/01/](http://www.blum.com/au/en/01/) by clicking on the Narrow Cabinets link.

Blum's narrow cabinet solution is available with Blum's Tandembox Intivo, Tandembox Antaro, Movento and Tandem drawer solutions.

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# Narrow

**AWISA** See us at AWISA 2014

by Simon Hodgson

## Milan - back and better than ever

**INDIVIDUAL**, personal, expressive and social - these were the words many designers were talking about following the world's biggest furniture fair.

I Salone is the biggest and the best show any designer associated with kitchens, furniture, bathrooms and the like. They should visit at least twice in their life. Why twice - because the enormity and complexity, more often than not, leads to a confused and troubled mind by the show's end. Added to that, the growing popularity of the Milan Design Week, increases the sharpest of minds from forming an exact view.

It incorporates a variety of shows, including Eurocucina, The International Bathroom Exhibition, The Milan Furniture Fair, and many others, and welcomes over 350,000 visitors from around the world and some 65 countries are represented in exhibitors ( this year including one Australian exhibitor!).

In this quick overview of the Eurocucina section, I wanted to take a look at a couple unique pieces, rather than the mainstream designs and finishes - that will be covered extensively in the next AWISA edition.

Cassandra Cucina is a company that designs and manufactures innovative and exclusive kitchen furniture systems. They are the world's first creators of curved kitchens

Below: Axor



in front view, as opposed to arched view. The uniqueness lies in the fact that the entire kitchen, including the hanging cabinets are freestanding. Developed by founder and partner, Giorgio Pittarokili, this furniture creates a free spirited attitude towards living.

The company has created a range of products based on different materials that express an enhanced emotion mixed with creative utilities. The hanging cabinets are based on opposed vertical columns, similar to the construction of a bridge, while in simple terms there are two basic designs, Gamma and Orthogonal (L or U with an island). Unquestionably one of the stand out designs at the entire show, material choices range from crystal gloss, copper, veneer, stucco and Carrara marble. All the carcasses are made from waterproof premium grade plywood with Blum hardware including Aventos to all the overhead cabinets.

On a slightly different tack, this was amazing. Unquestionably a revolution in water design, Axor, the designer brand of Hansgrohe, has introduced a revolutionary washbasin mixer. Growing out of Axor's relentless drive for the unique and spectacular the brand's first transparent mixer, Axor Starck V, released in collaboration with Philippe Starck.

"The vortex phenomenon has occupied my father Klaus Grohe for several years", explains Philippe Grohe, head of Axor. "His intuition that water could visibly be brought to the foreground through the vortex, was the starting point in the development of Axor Starck V. In our long-time friend Philippe Starck, we not only found the perfect design partner to create a shape around the vortex, but also a valuable sparring partner in the developmental process. Ultimately, the production of the project was not made possible by creativity and determination alone, but by technical know-how and over 100 years of experience in handling water." The result according to Philippe Starck "is a mixer that represents the absolute minimum: totally transparent, almost invisible, and enclosing a miracle that is the vortex."

Axor Starck V was certainly one of the most exciting products released at I Salone, and as is always the case with anything Philippe Starck does, it was bold, creative and totally unique.



## bold, creative and totally unique

One of the busiest stands at Eurocucina was Cesar. Cesar was founded in 1969 in Pramaggiore, near Venice. The company has gradually distinguished itself as one of the most important Italian kitchen manufacturing companies and its furniture is now sold all over the world. Like many of the more renowned Italian companies, Eurocucina is the place to release not only the latest products but also their finest designs.

They again demonstrated their versatility with a range of new finishes and products that were admired by those who took to the stand. Of particular note were a new addition to their Kalea range using a Neolith ceramic panel in five finishes, 4mm thick applied to a 10mm aluminium frame. In addition to the Kalea, the Yara product so popular with many clients was expanded to include a new range called Mediterranei, (pictured) oil and wax finished knotted oak with an integrated handle mixed with Eco Cemento hand painted cement finishes.

I Salone is a remarkable place, exhibitors vie for the attention of old and new designers alike. With a more positive and healthier approach to business than two years ago, a renewed energy has certainly changed the dynamic of the show. Visitors saw little bling, tiny patches of gloss were few and far between, expressive texture and softer palettes reigned supreme, something for everyone with everyone involved. ■

Top and right: Cassandra Cucina



Below: Cesar



a free spirited  
attitude towards  
living

# Secret weapon in kitchen design

Tambortech Doors have to be one of Australia's best-kept kitchen secrets and, used in the correct way, can provide the perfect kitchen. Ample food storage, less clutter and more space rate highly in the design process.

Visitors to the Tambortech Doors website, [www.tambortech.com.au](http://www.tambortech.com.au), will discover the many alternatives that tambour doors offer to satisfy busy people needing a large pantry, more benchtop space and a clutter free environment.

The versatility of Tambortech Doors is as diverse as the individual style and needs of home owners across Australia. Benchtop pantries, hidden splashback pantries, full height appliance cupboards, servery units, bar units, island bars, study nooks, TV cabinets, laundry storage and more.

Imagine an upright pantry - place it on its side, on a deep benchtop, and fit a tambour door. Presto! What's created is a benchtop or splashback pantry that combines with a preparation area. Either concept is sleek and practical and all pantry items are within arms-reach.

The benchtop pantry is an amazing storage solution and is worth considering for any next project.

The splashback pantry is the ultimate secret pantry with all food and ingredients hidden behind a tambour door. Home owners love this ultra-modern and convenient inclusion in their kitchen.

These concepts are only possible because, when opening or closing tambour doors, there is no intrusion onto the benchtop area.

Appliance cupboards: don't think of the old bread-box stuck in the corner; think of a modern twist on a familiar favourite. Tall, with a full height Tambortech Door, yet no deeper than any adjacent wall units.

"By creating a space that is functional, practical and stylish, you can be confident that your clients will be happy with the end result - day-in-day-out" says Richard Banaszczyk, sales manager at Tambortech Doors.

Chosen by multi-award winning kitchen designers across Australia, Tambortech Doors are essential in creating the modern functional, practical and stylish kitchen.

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# Powerful vacuum works for major veneer factory

# Veneer

Tree logs from all over the world are processed into veneer at the Prignitz Veneer Works, the largest veneer manufacturer in Germany. The veneer cutting machines clamp the halved logs (“flitches”) with a vacuum system before slicing. The vacuum is generated by Busch R 5 rotary vane vacuum pumps that guarantee high performance and stable vacuum levels. Vacuum clamping has a major advantage over mechanical methods: considerably more veneer can be produced per flitch. This brings significant economic benefits, especially when valuable or rare wood varieties are processed.

The Prignitz Veneer Works is the largest remaining veneer factory in Germany. Several veneer manufacturers moved from Germany to Eastern Europe, attracted by lower labour costs – a major consideration in an industry with large numbers of skilled employees. Everyone at the Prignitz Veneer Works is proud of the company’s high quality, efficiently made veneers, and of continued production in Germany, that provides up to 150 local jobs. Practically all types of wood are processed in Prignitz, and are delivered by veneer dealers throughout the world as logs. These are sliced into veneer to be returned to the dealer for resale, for example to the furniture industry.

The veneer production process begins with the splitting of a log, creating the flitches. The flitches are then softened by immersion in hot water at 80°C for between several hours and several weeks depending on wood variety, making the wood

more pliable and thus easier to cut. The colour of the wood may also be adjusted at this stage. Immediately after the softening process the flitches are sent to the veneer slicing machine. The veneer layers are stored for 48 hours before drying and packaging. A number of different veneer slicing machines are used in Prignitz. If the wood directly below the bark of a log is unsuitable for veneer, the flitch will be clamped for cutting by mechanical jaws. More valuable wood varieties are generally held by vacuum clamping. The difference is the residual height: mechanical clamping systems allow veneer to be cut until the flitch is about 24 mm high, whereas vacuum systems permit cuts down to 8 mm. As the production manager Oliver Schnitger explains, the vacuum clamp slicing machine has been in daily use for seven years.

During this time, both of the Busch R 5 rotary vane vacuum pumps have generated the required vacuum reliably with no defects or failures, despite exposure to high concentrations of steam and tannic acid. The two pumps are mounted on a vacuum reservoir, which is held constantly under vacuum. This arrangement ensures that the holding vacuum is applied to a flitch instantly, securing it firmly to the clamping table.

Both R 5 vacuum pumps have an output of 300 cubic metres per hour and can reach a final pressure of one millibar, far below the actual operating vacuum of 200 millibars. For Oliver Schnitger this means improved safety, as the clamping power of the vacuum is increased – an important consideration, as a flitch can be up to 5 m in length, measure 1 m in diameter and weigh as much as 600 kg. The forces exerted during the slicing process are considerable: up to 120 cuts are made per minute, creating reactions in the flitch that must be resisted by the vacuum clamping system. About 50 flitches are processed every shift, producing between 20,000 and 25,000 veneer layers. The vacuum supply system runs for 16 hours per day.

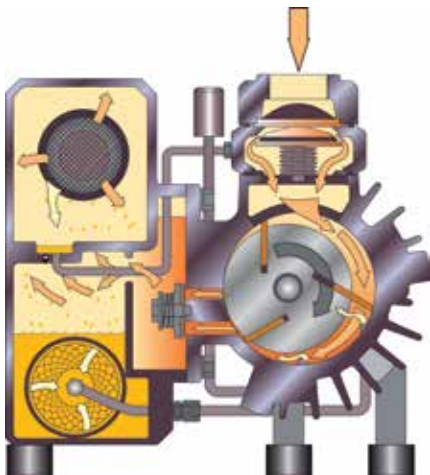
According to Oliver Schnitger, “The two-shift system places heavy demands on both R 5 vacuum pumps, but no maintenance has been required beyond regular inlet filter replacement and annual servicing.” This is a result of the proven and robust rotary vane technology. R 5 rotary vane vacuum



Adjusting of a flitch on the clamping device

pumps are oil-lubricated, with a continuous supply of oil injected into the compression chamber. This oil performs several functions: it lubricates moving parts, cools the vacuum pump and seals the clearances between the vanes and the compression chamber, improving pump performance considerably. Flitches clamped when still warm cause water vapour and tannic acid from the wood to enter the vacuum pumps. These gases pass through the pumps without problems, as the relatively high operating temperatures prevent condensation. The film of oil on the internal working surfaces forms an effective barrier against corrosion. Oliver Schnitger confirms that despite heavy loads and long operating times the vacuum pumps have worked safely and reliably, with no failures recorded.

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Cross section of R 5 rotary vane vacuum pump



The remnants: on the left after slicing with mechanical clamps, on the right with vacuum clamps.

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# SOAPBOX

## “The Soapbox” – an opinion piece

**FROM TIME TO TIME**, cabinetmaking business owners enquire as to the merits of belonging to an industry or employer association and what benefits can be provided and for what cost. There’s always lots of questions, so I thought I would articulate some of the indicators that you a business owner should be looking for.

Who does the association represent?

Sometimes the name of the association can be a misnomer. As an example, both the two largest associations of cabinetmaking businesses do not have cabinetmaking even in their name. I am of course referring to Furnishing Industry Association of Australia, that dominates the cabinetmaking industry in NSW, ACT and South Australia, and to Housing Industry Association that dominates the cabinetmaking sector in Queensland.

Against that however, is the question of who are the members of the association and who the association’s core group is. Are their principle members (and masters) builders or other building trades?

What services does the association provide?

If you are a business owner, the key stuff is what services the association provides for you as a business owner. You already know how to make cabinets, but can you make your way through the maze of regulations that covers licencing, home warranty insurance, deposits, warranties, guarantees and the like. Additionally, if you are an employer, you would also want to know that you can get information on wage rates, workers compensation rules, unfair dismissal protection, and similar stuff.

Does the association represent the industry successfully to government?

This is the hardest indicator to work through – you probably need to discuss this perhaps with some other industry colleagues. As an example, Furnishing Industry Association of Australia (FIAA) single handedly drove through the new exemptions to home warranty insurance for kitchen cabinetmakers doing renovation work. Additionally, FIAA also was instrumental in driving through the illegal logging legislation, which later this year will place heavy restrictions on the importing of wood-based products such as furniture and flat-pack kitchen cabinets into Australia.

Some times things take years to resolve, but you really do need to know what your association stands for.

What are the staff like at the association?

There’s nothing worse than looking to belong to an industry association, particularly for their industry advocacy and for their services, only to find that they staffed by people who aren’t really interested. You want to know that the association staff you will be dealing with have industry knowledge, have the technical expertise you require, but also have the right attitude. You certainly don’t want to belong to an association which is staffed by bureaucrats who don’t really want to commit to helping you. As I say, it is all about attitude.

Will your association provide the opportunity for direct contact?

The last thing you want is an anonymous association – where you never actually get to meet up with the association staff. Ideally, a best-practice association would provide opportunities for catching up – at industry events – particularly like AWISA, at information sessions conducted by the association, and via direct visits by their officers. In other words, a best practice association will have a strong member contact policy and ethic, which means you get to connect.

Your association should also provide opportunities for you to meet your competitors and your suppliers at relaxed informal events including industry golf days, football nights and race days.

What does your association stand for?

If the association stands for nothing other than a not-for-profit group that charges for everything like a wounded bull, then that association is not for you – or anyone. Sadly the cabinetmaking industry has had to endure associations that sought to simply see cabinetmakers as cash cows that they could extract premiums and other fees from. Steer clear of them.

Your preferred association should stand for Australian cabinetmaking, by Australian businesses and workers, in Australian States and Territories. Anything less just does not cut it.





Who is represented on the board of directors or management of the association?

There's nothing worse than belonging to an association which has one of its directors who isn't really there for the benefit of the industry or who has been there way too long (and in some cases both of these problems). Some of you may know of an association that has had a self-obsessed director or two, or CEO, who clings like a barnacle to that position, notwithstanding his or her lack of any positive contribution over the years. Fortunately you have options – you can either steer clear of them or you can join the association and replace them on the board – and make your own contribution.

Do I really need to belong to an association at all?

In most cases, the answer is probably no – because associations are something you should choose to belong to – rather than need to belong to. You must however remember that in addition to the provision of services and knowledge that may just make running your business a bit easier, a decent association will advocate to government for the industry generally, and that helps everybody.

So what is the right price for membership?

That's a tough one. I would however suggest that once you pick the right association for you, then price is always negotiable. You may even be able to negotiate trail memberships. Nothing is fixed in stone.

Some final considerations.

The right association should also go the extra mile. Its staff should, in the main, have come from the industry, with industry qualifications, but supplemented by further

technical expertise. It should also have a no dickheads policy – you don't want to belong to an association that also accepts dodgy operators into its membership fold.

Additionally, you don't want to get involved in an association that simply relies on government grants to exist and nothing more. And when they start talking about the importance of nebulous concepts rather than business support – run a mile.

In conclusion, you need to ask the association exactly what it has achieved in recent times – and making money does not count, nor does tens or hundreds of meetings with politicians or bureaucrats.

**Only results count. ■**

The Soap Box is written by Martin Lewis, former CEO of Furnishing Industry Association of Australia. The opinions expressed in this are just that – personal opinions, and may not reflect the views of AWISA or any persons or companies currently or formerly associated with Martin Lewis.

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# Holzma at the 2014 Holz-Handwerk Fair - scalable system solutions from S to XXL

“Growing with the Homag Group” was the motto of the Homag Group at the 2014 Holz-Handwerk fair in Nuremberg, that took place from 26-29 March this year. The group showed a selection from its wide-ranging product portfolio.

Holzma offers saws in sizes ranging from S to XXL - and Holzma’s modular system allows each one to be tailored to requirements, often with an option of retrofitting. This allows the saw to be adapted in line with growing operational requirements.

Another important trend this year was system solutions revolving around the saw. This covers the overall process from feeding the saw and cutting the panel right through to destacking, onward transport and structured processing at downstream stations. The benefits are clear: intelligently linked machines ensure efficient workflows, provide well-structured processes, reduce waste and improve workplace ergonomics.

At the Nuremberg fair, Holzma presented concrete examples relating to system solutions. On show was the entry-level saw HPP 230 in combination with a Bargstedt feed gantry. This saw is equipped with many technologies that make it the perfect entry-level model for traditional joineries. Examples include manual trim stops, grooving and cut-out package, manual labeling, optimization at the saw by CADplan, laser guide beam, offcuts management software and much more.

The TBP 210/Saw feed gantry from Bargstedt provides greater efficiency and flexibility to meet increasing demands. It feeds Holzma panel saws such as the HPP 230 quickly and with maximum care of material. The well-known modular concept allows layouts to be individually configured to suit specific requirements and available space. The feed gantry comes standard with a turning device for the panels. An

additional stacking station and motor-driven lengthwise adjustment of the suction traverse are available if required.

## Saw, store and nesting in combination

As an example of the wealth of possibilities in the systems area, Holzma, Weeke, Bargstedt and Homag eSolution presented a combination of machines comprising saw, store and nesting unit, complete with networking software. This combination is particularly suitable for companies that require both rectangular and shaped parts – for example, vehicle or boat fitters, or interior contractors. All three machines work hand in hand and understand each other right away thanks to the standardized software. This guarantees a smooth, highly efficient production process even for small quantities or batch size 1 production. Furthermore, saw, store and nesting machine are all equally prepared for the great diversity of materials often encountered in this market segment.

Visitors to Holz-Handwerk were able to see for themselves the great potential of this new combination, and the precisely coordinated processes.

It’s the software that makes the difference

The key factor for smooth interaction of all three machines is the flow of data and material.

## WoodCADCAM

The customer designs a product in all its details with this software from eSolution. The software then automatically generates the parts list data and the CNC machining data – for both the saw and the nesting machine – and sends it to Cut Rite.

## Cut Rite

Parallel to this, Holzma’s optimization software Cut Rite gets up-to-date information on material stock. For this purpose

At Holz-Handwerk, Holzma presented new features of the optimization software Cut Rite. Arne Mômesheimer, product manager Cut Rite



## Intelligently linked machines ensure efficient workflows

it is linked to the Bargstedt storage system software. On the basis of the information collected, Cut Rite optimizes the cutting patterns and the production schedules for both the saw and the nesting machine and then starts the production process.

Hand in hand: an overview of the most important components of the new machine combination

### Bargstedt TLF 210 storage system

On show for the first time at Holz-Handwerk was the ST 61. This suction traverse developed by Bargstedt can handle panels as long as 5.60 metres. Other features include improved drive systems for the TLF 210 ProfiLine. Thanks to enhanced dynamics and improved control technology, panels are deposited much more quickly and precisely at their destination. WoodStore Analyzer Expert is the latest module for the storage control software WoodStore and achieves above all one thing: it helps to tease the maximum out of the storage system to further improve processes revolving around the saw. Bargstedt also exhibited OffCutPro, its patented offcuts handling software for automatically and manually stored panel offcuts. In the area of material management, OffCutPro ensures the best possible utilization of panels. Right down to the smallest manually stored offcut. This demonstrably increases the added value in the production process and saves hard cash.

### Holzma panel labeling system

Parts labeling is essential for smooth production sequences, well-structured workflows and error-free processes. One fully automatic labeling option is the Holzma HFE 200 panel labeling system. This system labels the panels before they are cut and so works independently of the saw or nesting machine – also during non-productive time that previously went unused, or over night. That saves time. The HFE 200 panel labeling system is available as stand-alone solution

or – even faster and unbeatably compact – for ProfiLine saws, in combination with the new feed-stacking table. Entirely in line with the concept of the “grow-as-you-go” saw, the panel labeling system can be retrofitted. The result: optimized handling due to clear parts allocation; simplified, accelerated production processes; automated parts tracking.

### Holzma HPP 300 ProfiLine

Integrated in the workshop concept saw-store-nesting is a very well equipped Holzma HPP 300 ProfiLine saw. This panel saw has, for example, the new extraction system “DustEx”. First shown at the Ligna 2013 fair, this technology is in the meantime very much in demand. The HPP 300 ProfiLine is furthermore equipped with the innovative operating concept PowerTouch, the labeling near the pressure beam option and individually definable destacking strategy. Another first-timer at last year’s Ligna, Holzma’s pallet truck with automatic height adjustment, fondly referred to as ‘Hugo’, facilitates ergonomic work.

### Weeke nesting machine

The Weeke CNC processing centre BHP 210 ProfiLine is a nesting specialist. It stands for individual cutting and processing of unprocessed panels in just one setup. The integrated Flex5plus unit completes tasks that have to be carried out at certain angles, combining the flexibility of five adapter units. All further processing steps are reliably completed by the 9 kW routing motor, the swiveling grooving saw, and the well-established drill head with 25 high-speed drilling spindles. A label identifies each workpiece and thus guarantees a transparent, smooth workflow. The configuration of the BHP is rounded off with the integrated innovative operating concept PowerTouch. ▶

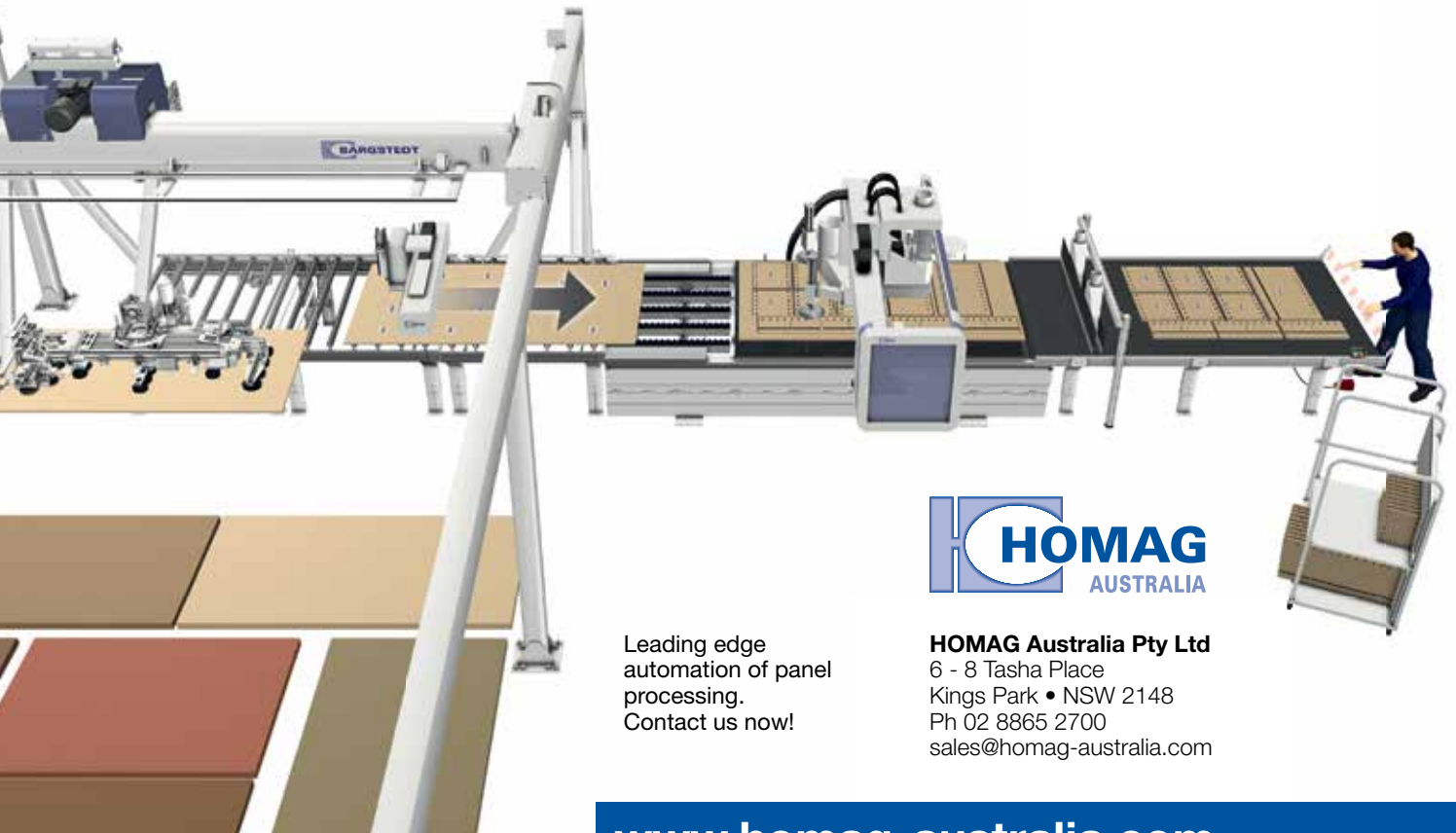
As an example of the wealth of possibilities in the systems and cells area, Holzma, Weeke, Bargstedt and Homag eSolution presented a combination of machines comprising saw, store and nesting unit. Holzma is contributing a comprehensively equipped HPP 300 ProfiLine and the panel labeling system.





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► **Holzma Cut Rite with a raft of new features**

Powerful and intelligent software is needed to drive increasingly networked machines. That is why Holzma is continuously improving its optimization software Cut Rite. The key factor here is customer requirements. Holzma listens very carefully to operators, responds to suggestions and implemented a range of developments for the fair.

**Cut Rite Lite – more performance for the same money**

Holzma has upgraded Cut Rite Lite and now offers users of the entry-level edition an abundance of additional features. An overview of the most important new features:

- Up to 99 text fields are now available – for example, for items of additional information for identifying and labeling, or for data feedback.
- Cut Rite Lite is now open for integration with higher-level systems. The new version allows import of unprocessed boards data, for example, from the Bargstedt store software or from well-established enterprise resource planning systems. This provides a clearer overview and improved structures.
- To allow flexible processing and utilization of the optimization results, they can now be exported: both to Access databases and to Excel or DXF format.
- Cut Rite Lite now masters offcuts management and allows offcut sizes to be configured – as well as including a clearly arranged offcuts summary.
- New: labels to identify parts and offcuts can now be printed directly in the office – ideal for all those who do not have a printer by the processing machine.
- A new cutting pattern editor permits cutting patterns to be edited manually after optimization.

**Cut Rite presents some two dozen new features**

Besides Cut Rite Lite, Holzma has also enhanced all the other editions of this optimization software. All in all, users can benefit from some two dozen new features. Major highlights include:

- Data can be cumulated, facilitating the evaluation of custom-defined production periods.
- Enhanced optimization functions significantly increase the computational performance of Cut Rite Practive.
- Greater flexibility in optimization options for CombiTec.
- New “Find and Replace” option for editing codes in the part library and in variable parts lists.
- Cut Rite now offers the possibility of distinguishing between offcuts in the manual storage area and in the automated storage area.

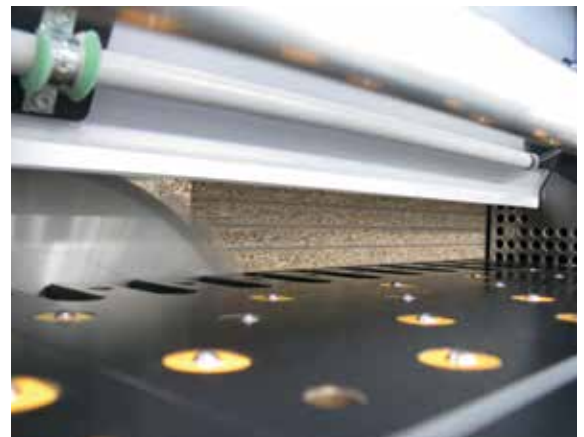
At Holz-Handwerk 2014, Holzma showcased innovative technologies, services and software for successful growth in the woodworking industry. With solutions from S to XXL there was something for everyone – also demonstrated by the numerous combination options with other Homag Group machines and the Holzma modular system.

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DustEx





## Who would like a Ferrari in their workshop?

The recent Nuremberg exhibition saw the unveiling of the next generation SCM L'invincible machines. This top of the range classical machinery range includes panel saws, thicknessers, surfacers and spindle moulders. The SCM group has redesigned the range to have real, focussed technologies and solutions allowing for faster, easier production in the workshop.

To complement this, the range now features a new livery, logo and stainless steel chassis – designed to represent the high technology solutions used throughout the range. In fact the SCM L'invincible machines incorporate over 30 patents in their designs. This shows the level of R&D the group has put into this range over many years.

Probably one of the biggest advances has been the control systems. The L'invincible philosophy is to provide intelligent machinery – real time instructions to guide operators, stored programmes and auto tool setup systems eliminate errors and decrease setup time.

Active safety systems are used throughout the range - tailor made to each process and machine type (rather than a generic 'one size fits all' approach)

Stainless steel was the material of choice for the new machine chassis - giving a clear cut, distinctive message. These are machines built to last and ensure maximum quality over time.

The new SI3 panel saw will have its official southern hemisphere release at the upcoming

AWISA exhibition in August. The industry should take this opportunity to see true Italian styling in the traditions of Ferrari - stylish, robust, reliable, strong and beautiful.

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# Gabbett's Brisbane expansion

A committed service team, combined with dedicated showroom and presentation facilities has been the backbone of Gabbett group's recent expansion in the Queensland market.

Driving this expansion is Giorgio Testi – who has recently emigrated to Australia from Italy.

Giorgio has a unique asset that he brings to Gabbett group's clientele, in that he has spent over 23 years working with the SCM group in various locations throughout the world. He spent 18 years in the service and installation of machines, but more recently worked with SCM group as sales manager.

Having been involved in installations, factory upgrades and production systems on a worldwide basis, Giorgio's input in

any machine upgrade can provide some great insights and production improvement suggestions. His 'hands on' experience is second to none.

Another growth factor is the new demonstration facilities located in Murarrie. Conveniently located near the airport, the facilities allow the office to showcase the Gabbett group's depth of product range – including the newly released SCM nesting machines that are proving to be very popular.

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# The kitchen whisperer

One of Sydney's quiet achievers in the kitchen industry – even though he wouldn't want it said is Gary Anboussi. Gary cut his teeth in the stone industry and is still the managing director of Marble World. However, in recent years he has entered the cabinet making industry, established GJ's Joinery in Sydney's south western suburb of Revesby and just opened a second specialist kitchen manufacturing company, Uno Kitchens, also in Revesby.

The Meriton Group is Australia's largest and most successful residential developer, having built, sold and leased over 60,000 residential and serviced apartments. Meriton is on track to build another 16,000 apartments in the greater Sydney area over the next three years.

Meriton has the muscle in the market to demand and get reliability and quality performance from their suppliers so their relationship with Gary is testament to his ability – even though he won't say so.

With the new Uno Kitchen operation designed to produce twenty kitchens a week and with a staff of seven, a key to Gary's thinking has been quality technology and machinery, together with highly automated processing. In this regard he has formed a critical relationship with The Wood Tech Group.

"For our part establishing a relationship with Gary; providing prompt competent service, and taking a personal interest in his business have been essential," says NSW Wood Tech sales manager Scott Hickey.

At the heart of Uno Kitchen operation is an Andersen Genesis EVO 612 CNC router with automatic labeling and off load table. This is coupled with a Hebrock F4 edgebander. This entire machining centre can be operated by a single person.

Scott says their Andersen Genesis CNC router series is a "hot" item in Wood Tech's armory. "Probably across the board over 90 percent of our customers process flat panels in the kitchen and bathroom, and shop fitting industries. So CNC routers, along with edgebanders are important items in our machinery inventory."

Scott says Anderson routers are ideally suited for flat panel manufacturing companies that need a heavy duty, high through-put, reliable machine. "Yes – they are known for their solid construction, high quality components and machine characteristics. So I am confident the Andersen Genesis series offers the best price and quality ratio of any CNC router currently available in the market."

"The Andersen Genesis series has been developed specifically to satisfy clients demanding the utmost in technical quality and reliability in CNC machining and come with an optional automatic unloading pusher that can increase machine productivity."

"Its heavy duty, high precision, coupled with the automatic labeling and materials handling capability is just perfect for the sort of high throughput, automated operation Gary will be running at Uno Kitchens," says Scott.

"The Genesis EVO 612 model we have just installed has all the extras. So heavy its high through-put and reliability will be great for this factory where the manufacturing process is highly dependent on the performance of the routing centre. The Anderson Genesis is the right machine for Gary".

The Hebrock F4 edgebander also supplied and installed by Wood Tech is a sophisticated machine that includes



Gary's kitchen manufacturing and stone factories supply exclusively to Meriton apartments where quality, reliability, and cost are key ingredients.

Working on the new set up at Uno Kitchens: Grahame Scott, Wood Tech installation technician; Gary Anboussi, managing director; and Scott Hickey, NSW Wood Tech sales manager.



Andersen Genesis EVO 612 CNC router coupled with a Hebrock F4 edgebander set up to produce twenty kitchens a week.

the capability to do pre-milling, top and bottom trimming and corner rounding all within a four metre compact unit.

Scott confirms that The Wood Tech Group strives to provide customers with sound technical advice and business support. "We place particular emphasis in technical support for our customers. We have a strong service capacity that probably gives us a better ratio of technicians relative to customers than other machinery suppliers."

The Wood Tech Group has an extensive range of flat panel manufacturing machines, edgebanders, beam and panel saws, routers as well as other CNC machinery to support cabinet making and furniture manufacturing industries.

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by Dean Brakell

General manager

Furnishing Industry Association of Australia

# Sharpening the personal saw

better management and supervisory training improves productivity



Dean Brakell

Few of us have sufficient time to do everything that needs to be done in our businesses. It's a universal problem, especially for Australian businesses in light manufacturing sectors like ours that are often quite small.

A lot is said about Australian manufacturing and its ability to compete with our international competitors. No one needs to tell anyone in the kitchen, furnishing, cabinet making and joinery industries about that.

Although not always the case, one of the first things that can go by the wayside as we pursue the future of our business is development of ourselves as owners and business leaders. Most of us start with trade qualifications and after that, few of us develop our skills further.

The normal course, whether it's directly or indirectly through middle management, is to provide supervision that pretty much reflects the same style and standard we were trained under; or training by osmosis to coin a phrase.

## Ineffective supervisors/middle managers

A recent article in 'Smart Company' suggested that middle managers ranked poorly in terms of communication skills and their ability to oversee staff performance. Let's face it, it is hard telling someone they are doing a lousy job, however, those hard conversations must form part of being an effective manager.

Middle managers generally have good technical skills and are able to problem solve most issues thrown at them. The problem lies when you ask them to sit down and work out why the problem occurred in the first place and you will generally find they are simply too busy or lack the knowledge to do so. Instead of fixing the root cause of a problem, we will let the problem occur again and again.

Ineffective supervisors/middle management will impact on:

- The welfare and safety of employees (there is a chance there will be more workplace accidents and lost time off due to injuries).
- Reduced productivity (staff will not be motivated to perform to their potential).
- Workplace culture (ineffective supervisors

they won't set a good example or uphold the companies vision and values).

- Absenteeism (staff will simply take days off as they couldn't be bothered going to work).

## Effective supervisors/middle managers

FIAA visits a lot of businesses in the industry and you can tell immediately when you walk into a well-run business.

Generally, the layout of machinery and production areas has had some thought behind it; not just a machine stuck in the corner because there was a space for it (reduced material movement = increased productivity). Standing in a well-run factory for a few minutes, you can see that there is an urgency in the way people work and a general good vibe in the workplace (good workplace culture, increased productivity, staff value their jobs and the company they are employed by).

Safety in the workplace is not a 'bolt on' but incorporated in all processes so it is the norm (less accidents, less time lost to injuries, workers compensation premiums not sky rocketing).

Visual cues include a production board or scheduling board for work (well organized and another form of communication)

Effective supervisors/middle managers impact on:

- Workplace culture (set the standards, walk the talk, don't accept poor behavior).
- Increase productivity (motivate staff to meet their full potential, have a sense of urgency in the way they work).
- Work health and safety awareness (consult with staff on a regular basis, safety is incorporated in all processes, PPE worn where required, designated walk ways).
- Reduce reworks (commitment to continual improvement).
- Good people skills (good communicator, shows respect to all staff, shows enthusiasm, has the ability to influence).

One of the most significant pressures FIAA members tell us about is the struggle to balance day to day business activity with business





development. Owners and managers know they need to keep their management skills up to date and improve on them to maximize productivity in our businesses. That requires planning, just like anything else and most of us know that.

But as the Australian government's 2012 Manufacturing Taskforce and its analysis of Australian small and medium enterprises found, there's more to developing our management skills and capabilities than courses and classes.

For example, its important to be involved in local and sector networks and to get business support in the form of reviews, advice and possibly even grants to do something new or better from agencies like Enterprise Connect.

That doesn't mean we can ignore the need to ensure our supervisors and managers get the formal training they need. It's just as important to consider that productivity improvement relies on development that is more than just training.

These are all reasons why associations focus so much of our energy on business leadership, management development and business skills.

It is also why we put so much emphasis on mentoring and supporting your team as they develop the skills of your apprentices and trainees. Indeed, it's the reason we put effort into public information in this publication and attend industry events. Business owners, managers and supervisors need to do the

same, in the pursuit of a sharper personal saw that can help improve productivity and profitability.

So before you promote that high achieving staff member to a supervisory or middle management role, take the time out and list down the key attributes, skills and competencies that will be required to effectively perform the role.

If your business needs support in these areas, don't hesitate to contact us. While FIAA members enjoy discounts and exclusive offers, our training services are available to everyone in the industry. ■

Comments can be made directly to Dean Brakell, General manager, FIAA Ltd, [dbrakell@fiaa.com.au](mailto:dbrakell@fiaa.com.au)

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# Big bin - Hideaway's 80 litre bin solution

The Hideaway Bins 2 x 40 litre soft closing solution is the largest capacity double bin available, providing a whopping 80 litres of storage. Available as both single and double bin configurations makes the bins suitable for waste and recycling in both domestic and commercial projects.

Hideaway Bins are designed to be mounted at bench height and pull out towards the user, allowing easy waste disposal without the need to bend low. The ability to top and side mount the bins ensures they will hold up to the challenges of busy kitchens.



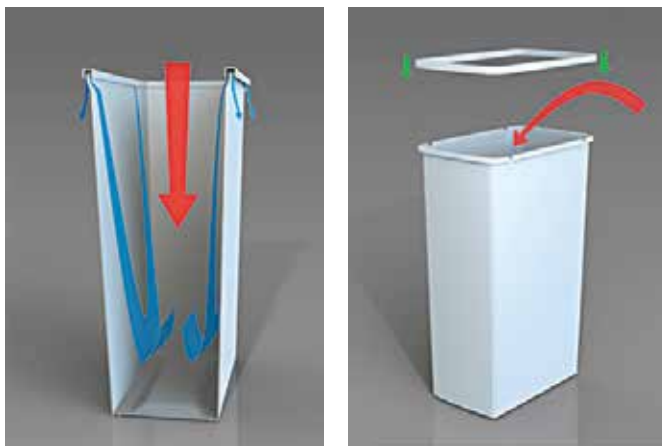
Keeping the waste bin hygienic is made easier. The bins include a friction fitted lid that remains inside the cupboard and creates a seal across the buckets when the bin is closed, assisting in odour control. The lid also has a Clinikill anti-bacterial powder-coat designed to fight harmful bacteria, yeast and fungi.

Hideaway's patented air vent system solves the problem of air getting trapped beneath the waste bag when using large buckets. Four U-shaped air vents allow trapped air to escape through the lip of the bucket. The liner holder keeps bags in place without covering these vents, so trapped air can still escape as the bag is filled.

Hideaway Bins are available through Hettich, Nover and Dorset Distributors.

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# Electronic solutions from Hettich

Fast information, innovative planning, and easy ordering have always been a strong focus for Hettich. The company now provides a comprehensive service package made up of various electronic solutions produced with the commercial architectural and cabinet making industries in mind. Whether planning, designing and managing orders – Hettich's eService provides the best possible support for every activity online.

## Hettich home page

The Hettich app provides comprehensive information for every user: catalogues, magazines, instructions and videos can be viewed online and stored in the bookshelf. Optimised for smart phones and tablet, the Hettich home page provides access to all digitally available catalogues, brochures or newsletters by selecting the "Service" option and then "Media centre". The Hettich app makes this information mobile so it's available wherever the user is located.

## Online catalogue

The online catalogue brings together all data relevant to every aspect of Hettich products. Easily and conveniently, the customer can access detailed information on the entire range of products, benefit from rapid search functions and submit an order online - 24 hours a day.

In addition to a complete list of Hettich products, the catalogue provides: product descriptions, information on technical properties, catalogue information, price information, accessory items, videos, assembly instructions and drilling patterns. The Hettich app also provides access to all catalogues, videos and installation instructions away from the office. Products can be selected from the catalogues, placed directly in the online catalogue shopping basket and ordered straight away.

## Product configurator

Product configurators provide a convenient way of collating and viewing the fittings needed. The ProDecor Configurator can allow each user to visualise different design solutions. Judge the effect different Hettich

handles have on different coloured fronts – in seconds, simply at the click of the mouse.

## HettCAD system

The HettCAD system is a CAD library of fittings integrated in the online catalogue. Customers can export over 50 different formats, such as DWG, DXT, SAT, IGES, and use them for their own CAD system. This way, all the main drilling points are identified and collision checks made as early as the design stage.

"We set the bar very high for the services we offer and envisage the online catalogue has become an immediate and valuable resource for the market," said Corene Roberts, marketing support manager, Hettich Australia. "While the original hard copy catalogue remains a valuable resource, the accessibility of the e-version is a point of differentiation from some of our competitors, and includes all the latest product additions," said Roberts.

"We've created a simple, user-friendly online catalogue that's easy to navigate and offers an immediate method of purchasing for all registered Hettich customers."

Hettich is well known for quality and innovative products that improve a room's efficiency. Its large assortment of product solutions aims to make living spaces - kitchens, bathrooms, bedrooms and living rooms – work beautifully.

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by Eric Lytton  
CMA of WA executive officer

# Distant murmurs, news from the Cabinet Makers Association of WA

## Home Building Contracts Act progress payments

The Cabinet Makers Association of WA, on behalf of the WA cabinet making industry continues in its attempts to make the state government deal with the industry's issues around the Home Building Contracts Act. Late last year, through the kind assistance of Phil Edman, the state government's upper house whip and member for the South Metropolitan Region, the CMA was able to meet with the minister for commerce, Michael Mischin. During the meeting the minister was informed about the difficulties faced by the industry in respect of the WA Building Commission's view that under the act cabinet makers cannot legally obtain progress payments. The issue of the need for cabinet making industry regulation was also put before the minister.

To date, no response has been forthcoming from the WA government in relation to the issues raised at the meeting, or to a subsequent letter sent on 20 February this year. The CMA is working towards a further meeting with the minister, hopefully in early May. In the meantime it seems that the WA Building Commission has backed off threatening businesses with prosecution if they obtain progress payments.

However, if in the past 12 months any WA businesses have been contacted by the WA Building Commission in relation to progress payments, the CMA would very much like to hear from them. To contact the CMA please call the writer on 1300 768 016 or at [eric@cmawa.com.au](mailto:eric@cmawa.com.au). Information received will be treated in complete confidence.

## Custom built v flat packs

In line with the rest of Australia, cabinet makers in Western Australia are being put under pressure by the proliferation of flat pack kitchens, particularly in the lower end consumer market. Cabinet makers report that in some instances people obtain quotes from them purely to ascertain whether the flat pack is a viable alternative. Given that the average consumer's main consideration is the dollar cost, the cabinet maker who often provides the design, removes the existing kitchen, organises other trades, custom builds and then has to provide a six year statutory warranty, doesn't stack up well against the hardware and home store prices.

The major problem is that many consumers don't realise that they aren't comparing like with like. At least not until they take delivery and start thinking about assembly and installation. To try and redress this imbalance CMA WA has produced a PDF document that outlines some of the benefits of custom built and the pitfalls of flat packs. The PDF has been designed so that CMA members can send it out to potential customers with quotes, or in response to enquiries. The PDF also outlines reasons why consumers should use CMA members.

Cabinet making businesses that wish to give themselves an extra edge in the marketplace through the use of the CMA's promotional material are welcome to apply to join by contacting the CMA for an application form. Alternatively they can go to the CMA web site at [www.cmawa.com.au](http://www.cmawa.com.au) and download an application form.



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# A front-to-back software solution for shopfitters

Dimension Shopfitters, a New Zealand based company specialising in creating, building and installing retail shop fitouts, has been using Microvellum Software for the last seven years and according to Geoff Brown, considers the software to be the backbone of their design and manufacturing. As one of New Zealand's largest and well-respected shopfitting companies, Dimension Shopfitters prides itself on providing professional customer service, quality products and relies on cutting-edge technologies to meet the demands of its customers.

Prior to implementing Microvellum's technology, Dimension Shopfitters didn't have a CAD department or an integrated CNC machine, but they recognised the need to implement automated technology to remain competitive in the marketplace. In a short amount of time, the close-knit team at Dimension Shopfitters improved their design capabilities, reduced production time and made the assembly process much easier. Today, about 95% of all its projects are processed through Microvellum to their production line that now includes a Biesse and a Cosmec Conquest nested-based CNC router.

"With Microvellum we can create accurate 3D AutoCAD models that display all routing and drilling operations that will be performed on our flat-bed CNCs. Microvellum optimises all the parts to nested sheets of material that are ready for machining. It also automatically generates the cutting lists and various production reports that have been customised to suit our requirements," says Geoff Brown, CAD manager for Dimension Shopfitters.

"With Microvellum, we can expect that what we see on the screen, is what gets manufactured. We can utilise our models to create working 2D and 3D drawings for the shop-floor as well as 3D renders for clients. Having the all the project data in one central software, from start to finish, helps us ensure that our joinery gets made correctly and delivered on time for our customers. For anyone looking to move into the modern age of woodworking technology, we highly recommend Microvellum as a complete manufacturing solution." continued Brown.

Microvellum offers a complete solution that is well suited for shops of any size. It is an automated tool

that can grow from a design package all the way to a fully automated system capable of driving an unlimited number of CNC machines. This front-to-back solution allows manufacturers to simplify and unify their processes, utilising one software and one method for the design, estimating, engineering, inventory control, purchasing, CNC machine code and reporting and more.

Whether a completely one-off unit or a standard library item is needed, Microvellum has it covered. Regular update means the software keeps evolving to meet the demands of customers, and true 64-bit Windows OS support means the user can work even more efficiently.

For Dimension Shopfitters, Microvellum has proven itself time and time again as a powerful, money and time-saving tool.



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# Streamlined production at Geelong Designer Kitchens



Geelong Designer Kitchens, North Geelong Victoria, is known for producing high quality kitchens, shop fit outs and commercial joinery. Established in 2002, company owner Ben Nichols has continued to provide customers with a specialised service from consultation and design, to construction and installation. Some of Ben's work includes The Pier Geelong and Geelong Grammar.

With the continual challenges facing many Australian joinery companies, Ben found that times and technology were changing at a rapid pace, and clients were demanding faster completion dates than the factory could cater for. Ben knew his machining process had to be streamlined which involved purchasing a CNC machine, that at the same time had to be cost effective.

After evaluating a number of options, Ben recognised the simplicity and efficiency of nesting machines rather than his current processes where material would be manually handled from the panel saw then onto an edgebander. This being labour intensive, Ben decided to invest in a Woodtron 2712 CNC nesting machine.

The Woodtron Advance 2712 consists of heavy duty frame construction, large drilling head, on board tool change, touch screen labelling and "one sweep" automatic unloading. The Advance series has a number of high-end features, is made for performance and is capable of large machining output per shift.

Ben's Woodtron was able to suit the factory's layout and production flow, as all Woodtron

models are able to run both left to right or right to left. "The Woodtron technicians ensured a seamless and fast installation," said Ben.

Since the installation, Ben's investment in his Woodtron machine has proven to be an integral part of his business. "My Woodtron CNC has simplified the production process. By eliminating double handling, it has streamlined our entire workflow allowing my staff to take on larger jobs which previously we would have never considered," said Ben.

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Exclusively distributed by Lincoln Sentry in Australia, the KitVac vacuum system offers high performance suction, super filtration (with a 5 layer filter bag) and a soft start motor. It's a compact and clean unit that is fully automatic and ready to go 24/7.

The KitVac kit includes the KitVac (1000watts) unit, dustpan, 5m extension hose and accessories, hose bracket, broom and flex pipe and is supported by a 3 year warranty.

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# Evolving Australian manufacturing: Multicam celebrates 30 years

CNC routing machine manufacturers are a dying breed, but Multicam will celebrate its 30th anniversary in 2014, and proudly promotes the Australian Made logo on its products to this day.

The company has approximately 3000 CNC routing machines in the Australian marketplace, custom-designed for cutting timber, plastics, metals and fabrics, in industries ranging from cabinet makers to boat manufacturers.

Multicam credits its success to quality, well-priced products, and the infrastructure it has in place throughout Australia.

"Our point of difference is that we are locally made and locally serviced," Multicam founder and managing director, Kevin Gordon, said. "We manufacture our machines in Newcastle, New South Wales, to strict quality and safety standards. The machines are made in different sizes, with different add-ons, for businesses of all sizes. We offer on-site servicing every 3-6 months, and ongoing training and support. We're also continuously innovating – all of our machines operate under a wireless control system so the

software can be updated remotely, and even old machines can be upgraded to remain competitive."

Multicam proudly displays the Australian Made logo on all of its products, and it has been integrated into all of the company's marketing campaigns and initiatives. The logo is promoted on Multicam's website, business cards, promotional materials and uniforms, and Mr Gordon says that it plays a key role in making buyers aware of Multicam's products.

"The logo is certainly part of the decision making process. It gets us on the shopping list. From there, we stack up price-wise and quality-wise, which seals the deal. We're extremely proud of our certification and we promote it heavily because we believe in it," Mr Gordon said.

"It's readily recognisable, it stands out, and while there are imitations out there, they don't have the rules and regulations behind them."

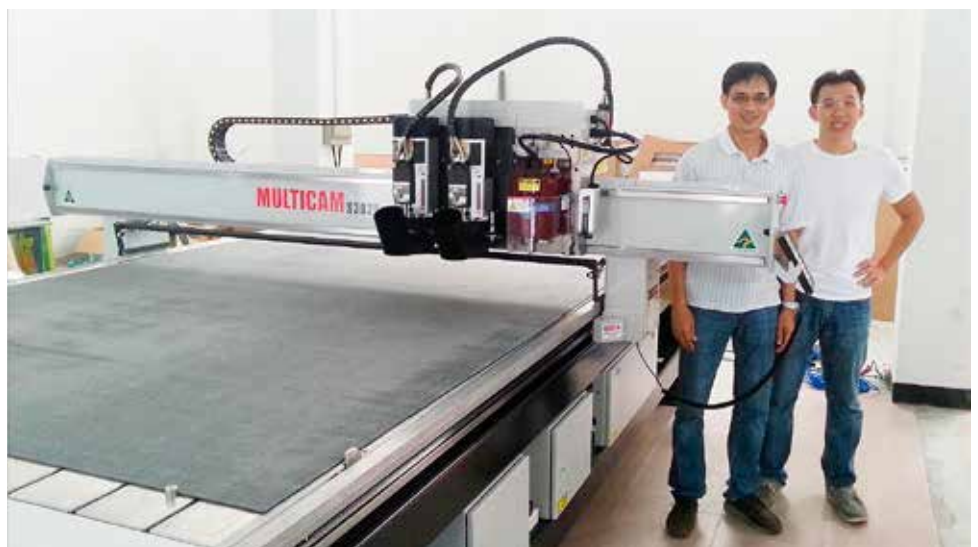
Multicam uses the logo in Australia as well as in export markets, due to increasing demand for Australian-made products.

"We're selling more products overseas these days, because overseas companies are beginning to realise we make better quality machinery here."



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## 30 years of CabMaster in Australia

After 30 years in the industry, CabMaster will again exhibit its range of software products at the AWISA 2014 exhibition.

CabMaster software is an Australian written and supported product that started in NSW in the early 1980's in conjunction with a local cabinet shop. Although the company has been through a few different incarnations, it has always had the same basic principle of creating a "simple to use and easy to learn" design to manufacturing software product for cabinet makers.

CabMaster first created a kitchen cabinet software that was not only flexible to use but simple to learn, then with feedback from cabinet makers, the company continued to build on this product to ensure it kept up with the latest in hardware, materials and designer trends, with regular and continual updates. CabMaster has now expanded its product range to cover not only kitchens, but also wardrobes, vanities, bathrooms, TV and wall units and pretty much any other cabinet.

Then in 2003 CabMaster created a dedicated MDF door software package called DoorMaster. Using the same principles of keeping the program extremely flexible but still simple to use, CabMaster worked with a door manufacturer to create what has commonly been described as the most complete door software. It easily provides the needs of a local cabinet maker who wishes to get the most out of his CNC, to full production of MDF door manufacturing companies with multiple CNCs.

Over the years, CabMaster has sold the occasional software package overseas but have never really pushed into other markets until 2013 when the company started setting up dealers in USA and Canada, that are now actively selling Australian written cabinet making software, comfortably competing head to head with the large USA software companies in this market.

In 2014, CabMaster is extremely excited to have the CabMaster range of software now being translated into other languages. In March 2014, the company received its first orders from China and has a new dealer there. Having CabMaster included with CNC machinery sales in China, and knowing that many of the cabinets imported into Australia from China are being designed with Australian software, is a great acknowledgement of what has been achieved.

Michael Garth, general manager of sales and marketing, said, "We have been working strenuously for the last couple of years to ensure that we have a fantastic support team. This team consisting of tradesmen and IT people to assist customers with any questions they might have. We have also carefully selected dealers locally and overseas who have a strong technical understanding of the market so they can supply the optimum product configuration to suit our customers' needs."

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# Innovation, imagination, inspiration



The Kitchen and Bathroom Designers Institute has announced the launching of its annual Design Awards program.

The theme of this year's Awards, "Innovation, Imagination, Inspiration", is a celebration of the attributes continually demonstrated by KBDi members. Australia's finest kitchen and bathroom designers are certainly 'upping the ante' each year, and are inspiring judges, peers and potential new clients with their innovation and imagination.

Any designer that has completed a project that they are especially proud of should use this opportunity to show it off and put themselves in the draw for a place on the KBDi Designers International Tour of 2015. The entry process is simple, and numerous categories create a fair and level playing field for all projects submitted. Entries for the KBDi Designer Awards 2014 are now open, and will close on 26 May.



Who will be the KBDi Certified Designer of the Year in 2014?

Left to right: Rex Hirst, president, KBDi, Royston Wilson, the 2013 winner, and Deborah Kercheval, business development manager, Lincoln Sentry, at the 2013 ceremony.

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# Support and service important to Exclusive Kitchens

Established for over 25 years, Exclusive Kitchens is a family run business based in Prospect, Sydney. The company was looking for a heavy duty CNC router backed up with specialised service and support.

Managing director Barry Garland bought his first CNC flatbed router 6 years ago and it soon became apparent the importance of specialised support. "We experienced throughout the last 6 years numerous issues with our previous CNC and just could not get the specialised support that you require with a CNC router," said Barry of his previous CNC flatbed router.

Unhappy with the lack of specialised support, Barry decided to look for alternatives. "After many months of researching and talking to many other kitchen manufacturers, we became aware of the Woodtron CNC router that was well thought of in the industry. The Woodtron CNC router was highly recommended due it well engineered design and specialist dedicated CNC support."


"We chose to buy the Woodtron Advance Auto (fully automatic version). Our table choice was a 2700 x 1200 that gave us the flexibility of using



2700 x1200 or 2400 x 1200 board size. The Woodtron is backed up with specialist service and support that gives us piece of mind. The Woodtron is capable of machining in excess of 90 sheets of board per shift that will ensure we can meet the market demands. We found the installation and operation of the Woodtron to be very simple with many great features that are standard on the Woodtron CNC."

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## 5 axis machining - the peace horse

The beauty of 5 axis machining is the versatility. Combine a 5 axis machining centre with the right software and anything can be created - including objects of immense beauty such as the peace horse.

The peace horse was designed and machined on an SCM group 5 axis machining centre. The Z axis capacity of the machine used is a massive 2m, however as the horse stands at over 3.9m tall it was machined in 7 components, then hand assembled.

A video showing the construction and machining techniques is available in the news section of the Gabbett group website: [www.gabbett.com](http://www.gabbett.com). As the video shows, it is a labour of love with craftsmen spending over 540 hours designing, machining, assembling, sanding and finishing the peace horse. The overall weight is over 1400kg's, and over 7 metres cubed of American walnut was used in the construction.

Manufacturers wanting to know how 5 axis machining can be used in their production should contact Gabbett Machinery at [sydneysales@gabbett.com](mailto:sydneysales@gabbett.com). The company is preparing demonstrations and tutorials on 5 axis machining in the coming months.

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## AWISA The Association



AWISA was formed in 1986 by the principal suppliers to the Australian woodworking industry. The main aims of the association are to present industry exhibitions, publish industry magazines, co-operate with other organisations, and to uphold the highest ethical standards and encourage members to do the same.

Membership applications are welcome from Australian based companies, and from overseas companies with Australian agents or distributors that are also members of AWISA. Membership of AWISA includes suppliers of woodworking machinery, cabinet and furniture hardware, panel products and surface materials, portable tools, computer software, materials handling equipment, dust extraction equipment, components, and general plant and safety equipment.

## AWISA The Exhibition



The exhibition has been held regularly since 1988, and attracts furniture manufacturers, cabinet makers, kitchen manufacturers, joiners, shop and office fitters, and other wood, timber and panel processing industries. Architects and interior designers also attend.

The next AWISA exhibition will take place in Brisbane from 6-9 August 2014 at the Brisbane Convention & Exhibition Centre. For more information visit [www.awisa.com](http://www.awisa.com) or phone Geoff Holland on 0412 361 580.

## AWISA The Magazine



AWISA's magazine is published quarterly and is distributed free to a database of over 14,000 end users in the industry. AWISA's editorial policy is to produce quality editorial about business and technical issues that affect the woodworking industry, and to provide members with a means of disseminating information about their products. The association welcomes input from both members and end users about subjects that should be written about in the magazine.

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