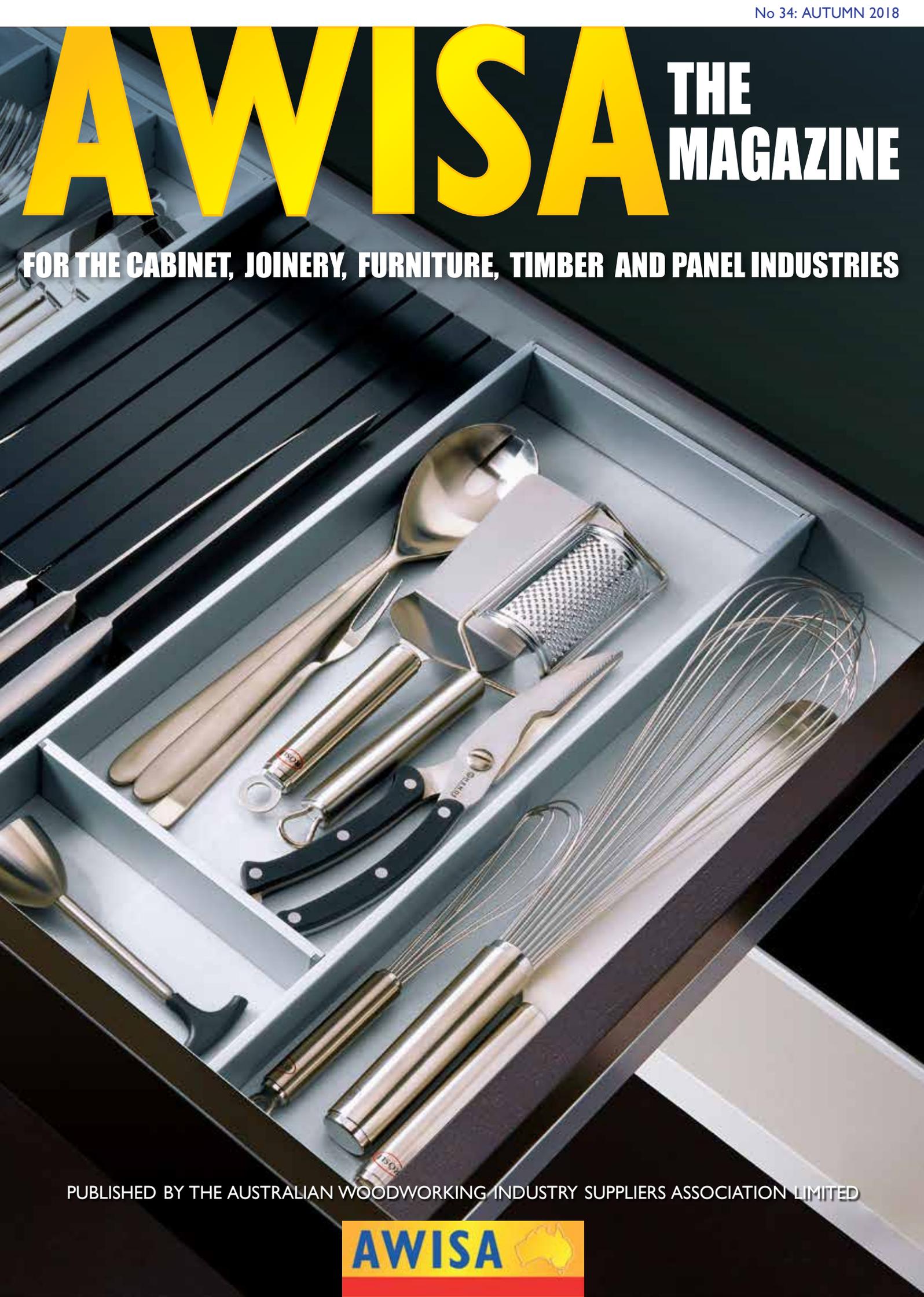


# AWISA THE MAGAZINE

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



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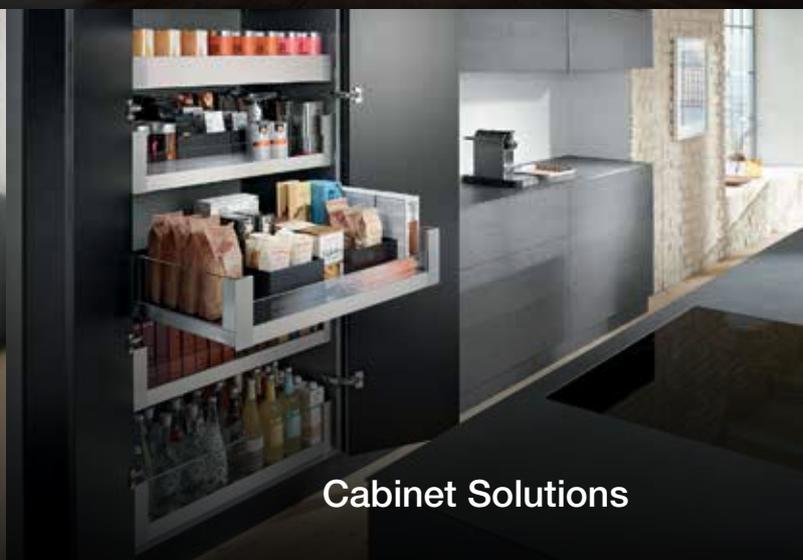
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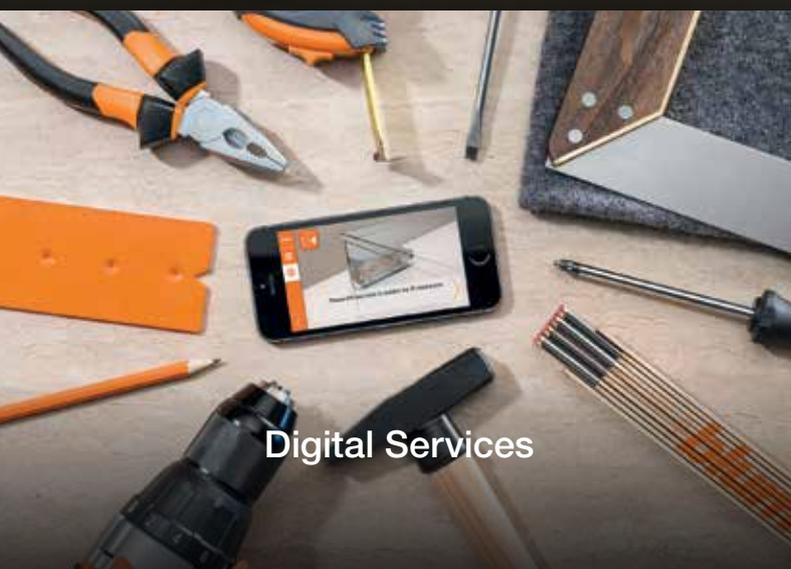
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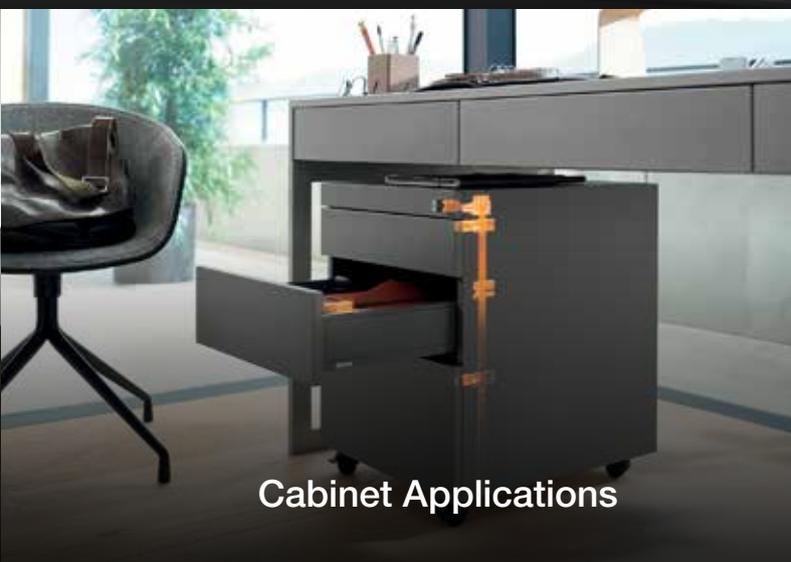
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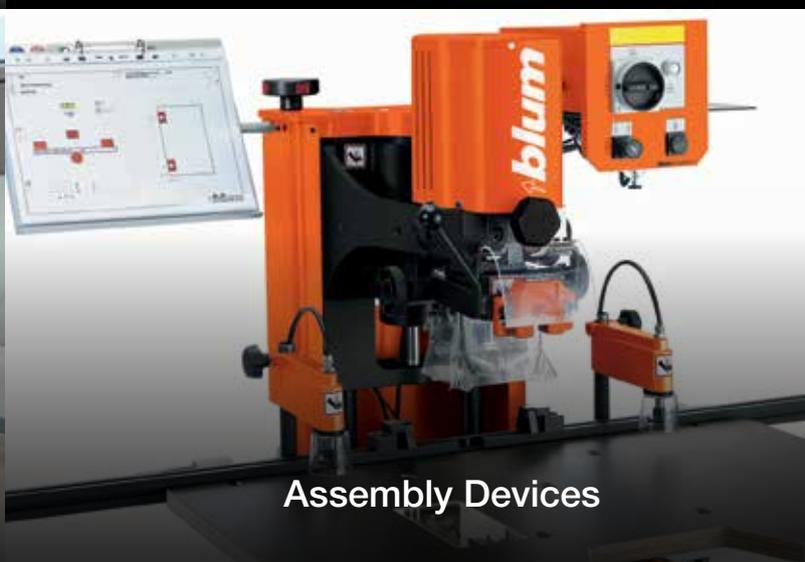
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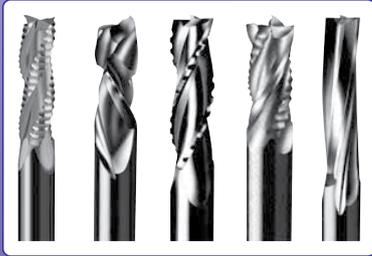
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# AWISA THE MAGAZINE

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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.

## DEAR READER,

In just over three months, the Australian Woodworking Industry Suppliers Association will be welcoming the industry to the AWISA 2018 exhibition at Darling Harbour. The show returns to Sydney after an absence of six years, and will be taking place at the new ICC Sydney Exhibition Centre, built on the site of previous AWISA shows in Sydney.

Most AWISA exhibitions in recent times have occupied about 20,000 square metres of venue space, but the response from suppliers to our return to Darling Harbour has been dramatic. AWISA 2018 occupies 28,000 square metres of space. We are using almost all the exhibition space at the new venue. While multi-level venues are common overseas, AWISA 2018 visitors will experience a multi-level venue for AWISA for the first time. AWISA Wood & Panel Processing occupies one level and AWISA Design is on the level above, all interlinked by lifts, escalators and stairs.

Other aspects of the show will be business-as-usual for regular out-of-Sydney attendees. Shuttle buses from the airport, plenty of choice of hotels within a short distance of the venue, and absolutely no shortage of nightlife - bars, restaurants, and theatre.

In my view, trade shows are the ultimate social media - people actually socialise. During the daytime, in a business-like setting, and then in the evening in more relaxed settings. We are all taught how important relationships are in business. Trade shows are a great way of starting or strengthening relationships.

Coincidentally, two of our regular contributors supplied articles about the importance of trade shows. This left me with a decision - do I run both of them, or hold one over to the next issue? Both are published in this edition. They are written from slightly different points-of-view, but combined present strong arguments as to why trade shows are an important part of the business scene.

## Geoff Holland

General manager  
Australian Woodworking Industry  
Suppliers Association Limited

FRONT COVER: Organised drawers in the modern kitchen. Image courtesy of Grass Australia/NewZealand Pty Ltd

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Plus other industry and product news.

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by Rob Ditessa

## Hiroshi Yamaguchi - wood artisan

**HIROSHI YAMAGUCHI** selects some wood off-cuts to fire up the pot belly stove to warm up his workshop, as he invites AWISA to take Japanese green tea. The Wagata style trays he uses are handcrafted, made from recycled chestnut wood. It's a nippy autumn day in Canberra, the radio announcer had said it was minus one degree earlier in the morning, with a forecast for a cool day.

In his workshop in the outer suburb at Oaks Estate he works as a designer and maker of bespoke furniture, wood craft and artefacts. He teaches conventional wood craft and carpentry courses but as well teaches classes based on traditional Japanese wood craft and joinery techniques.

Yamaguchi's journey began in the mid-1990s. It was then that he felt prompted to take up working in wood. In Japan, he was a forestry student learning about the biology of trees and forests. When he came to choose an actual occupation, he realized he was undecided whether to follow an academic path or pursue a career in actually working with his hands. The path he chose led to an intense two year course run by a privately owned school, Shinrin-Takumi Juku, in Takayama in Gifu province. The traditional city is noted for its association with carpentry. Yamaguchi remembers, "The school was based on teaching traditional skills, as well as developing business skills. It was busy because there was a company who supplied work to the school. So we learned our work like a tradesperson on actual jobs, which was very good. We required speed as well as accuracy, and at night we had lectures, and other assignments and projects. It was a very intense two years. It was a mix of learning the business, using machinery, and working with speed. But also we did jobs like making big tables by hand."

Enthused by his teachers to gain experience and wider understanding of the ways of timber, he took on various jobs in a saw mill, in carpentry, a shop fit-out business, and as a forestry worker. He also taught and learned how to pass on his passion for the craft to people from different walks of life, and

of different ages. Over the years he has successfully exhibited his art works in Australia and Japan, and has completed a number of public commissions.

After migrating to Australia in 2012, he worked in Canberra for a local joinery and shop fit-out company, and lectured at the Australian National University, where he continues as a visiting artist. In 2015, he took the major step of establishing his own business. He calls it, 'Koitoya'.

"It's been busy, and as you can see it is still developing. Teaching and commission work is what I am doing right now," he reflects, taking a sweeping gaze around the workshop.

All sorts of people are interested in his classes including some professionals who want to upgrade their skills. They want to see their craft from a different point of view, and are curious about Japanese tools. The Thursday night class is doing a small furniture designing project but most students have a specific interest. Besides the tutoring classes, he runs classes for hand tools basics, box making, and Japanese joinery.

Innovatively, Yamaguchi teaches how to make traditional Japanese woodworking planes, which Western practitioners can readily adapt to using. Displaying samples of the different stages of making a plane, he explains small wooden planes are quite interesting because you can tune them up finely. Instead of limiting your work's shape to the tool, you can make the tool to suit what you want to do. You can shape the plane you make to any curve or angle. But there is a negative. As they are finely tuned, you have to maintain them thoroughly. It is good for professionals who learn a lot through maintenance and tuning. For beginners it is quite time consuming and they have to be very patient. The planes, like Japanese saws, are used on the pull rather than the push which offers greater control and definition over the work at hand.

Turning his attention to Japanese chisels, he points out the hollow back which makes it easier and quicker to keep them flat and sharp, attributes that





will reflect in the accuracy, finesse, and quality of the finished work. Another feature is the use of laminated steel, one layer of soft and one layer of hard steel. "If you use only hard steel, the tool becomes quite brittle, and also it takes a lot of time to sharpen. The hard steel, when you hit it, can crack or nick very easily but soft steel acts like a shock absorber, and generally speaking the hardness of Japanese steel is very strong."

At the moment he finds that a small plane that reaches into a corner is a favoured tool for some work he is doing. "If I have a problem, this will fix it. I use my machines but this type of tool gives me more depth in my work because when I have some trouble, when the machine can't do some details, this will, and get me out of trouble."

Yamaguchi combines traditional tools and skills to create bespoke furniture but also art pieces. An example is a tea box that sits on the work bench near the small space housing his office, that he made employing the Koshikake Kamatsugi method, or goose neck joint over a two-week period for an ▶

► exhibition in Japan, “a long time ago now”. The plates, bowls, stools and chop-sticks about the place, attest to his skills. But is he also interested in using traditional construction methods? He hesitates, then explains that it is an aspiration, “Personally, yes, but the method of construction would require very many steps to pass Australian standards and regulations. It would take a very long time because it’s basically different. At the moment, I am renovating a dojo, a Japanese martial arts training hall, in the Japanese way with a little bit of Aussie interpretation. The owner is second generation Japanese.”

In Japan, after the heady days of the economic development of the last sixty years, there remains an interest in traditional wood craft and building. Some companies still follow the old traditional ways, but of course they have adapted to meet modern regulations and laws about structure and strengths to survive such problems as earthquakes. Building in the Western way is more economical. The traditional style is not competitive but some people still appreciate old ways and aspects of design, he says.

Yamaguchi explains that timber became the main element of Japanese architecture and construction because it was the predominant resource and more suitable in the earthquake prone environment. Until the 1930s and 40s, basically everything was made out of timber. It was everywhere in people’s lives. Historically, temple building developed sophisticated skills of carpentry, and timber housing with an open plan and the self-adjusting character of wood suitable for a hot and humid summer climate, became standard in Japan.

Post and beam structure became the traditional construction method, and wabi-sabi became the guiding aesthetic. Wabi-sabi does not easily translate into modern Western terminology but Yamaguchi summarizes it as a philosophy of appreciating simplicity and the natural form.

With his background in forestry, he explains that today about 70% of Japan’s landmass is forested. About 5% is protected as national parks, although most of this area is located in high altitude where there is a bushy type natural forest not suitable for

wood work and carpentry. Most trees are less than 100 years old. With a history of heavy logging and use of timber, the average age of Japan’s forest trees is 50 years. “The forests are quite young, half is plantation timber, such as Cedar, and Hinoki Cypress. Half is natural re-growth hardwood.”

As he continues, he reveals the intricacy and sophistication of Japanese carpentry, a marvel to the modern eye that is used to big machines, power tools, nail guns, fast working high-tech glues, and quick work. To illustrate his points, he uses his own work but he also brings out a few books. One is written by Desmond King, from Brisbane, about shoji, the panels such as doors made with paper over a frame, and kumiko, the lattice inside the frame. Another book is ‘The Art of Japanese Joinery’ by Kiyosi Seike, a history of the subject with striking detailed images of joints.

In ‘The Genius of Japanese Carpentry’, Azby Brown tells the story of the extensive reconstruction of the Yakushiji monastery in Nara, using traditional methods. In a fitting knot of wisdom, he summarises, “The wood joints, for instance, are very beautiful in their naked, unassembled, state, but once ‘activated’ by being put together, they often become invisible, leaving only a subtle line showing the surface which fails to suggest the topological complexity of what is hidden inside.” (p21, Tuttle Publishing, 2013 revised edition).

Yes, the modern generation has a different approach to timber, and a variety of traditional skills are being lost, but, Yamaguchi reflects, modern ways of constructing large wooden buildings are being developed and local builders, small ones as well as some large firms, are maintaining and adapting old traditions. There is continuing interest and activity in wood craft, cabinetry, marquetry, and lacquer work. With wood workers like Hiroshi Yamaguchi doing and teaching traditional techniques, the tradition is not lost.

As the embers in the pot belly stove lose their colour, something Yamaguchi said earlier comes to mind, “It looks very simple, lots of straight lines, but it takes a lot of work to create it.” ■





**THIS TEA BOX** is inspired by the folk story, 'Tale of the Water Calling Carp'.

When the Kuzu shrine was constructed in Hida-Hagiwara (Gero-city, Japan), a famous carpenter carved a Koi (carp) into the wooden beam of the main building. Due to its connection to water, the Koi was believed to protect the wooden shrine from fire.

However, in this case, after carving the Koi, so much water came into the shrine and the area around it in the form of typhoons and floods that the people started to think the Koi had magical powers. To lessen the water attracting powers of the Koi, they carved an arrow into the beam which pointed to the Koi and the flooding stopped. This 'Koi to Ya' (Carp and Arrow) tea box was inspired by this story and has a pattern of arrows in the joints around the sides of the tea box with Koi carved into the lid.

What I find from this story is the balance between nature and human life. An essential item such as water can also be destructive. Humans wish to control uncontrollable nature, but are forced to respect nature's forces.

I feel like the arrow in the story, in that I am trying to use materials in a way that can control the diversity of the natural forest. This may be a dream, but humans must understand and respect the whole forest, and the timbers in it.

Hiroshi Yamaguchi's website is a suitable starting point to read more about Japanese carpentry.

[koitoya.com.au](http://koitoya.com.au)

by John Halkett

# Residential housing trends and challenges

**CURRENT TRENDS** in current residential housing, together with commentary on renovations suggests continuing, but muted strength in this now vital part of the country's economy

Residential housing investment in Australia has made a sizeable contribution to GDP growth in recent years. However, indications suggest that the construction cycle may soon reach its peak and could detract from economic growth over the next few years.

Stronger new home building activity has made an important contribution to growth of the economy with GDP rising by 0.6 per cent during the September 2017 quarter and being 2.8 per cent higher than a year earlier. According to Housing Industry Association's (HIA) senior economist Shane Garrett new home building expanded by 1.0 per cent during the quarter.

"Interest rates are remaining lower for considerably longer than expected and this has provided detached house commencements with a bounce".

"Although we expect that there will be a modest slowdown in new home building activity and this is being accentuated by restrictions on foreign investor participation in key housing markets, and another round of Australian Prudential Regulation Authority constraints," he says.

This notwithstanding, the NAB Residential Property Survey suggests that developers still see reasonably solid demand for residential projects over the next 12 months. In Sydney and Melbourne developers see demand for each type of dwelling as being strong, although CBD apartments in Melbourne are a notable exception.

Pleasingly, the Australian housing sector has experienced an extended period of strong demand, underpinned by solid national economic growth, strong increases in population, and generally a steady decline in average household size. While the big mining states of Queensland and Western Australia experienced large spurts of population growth during the mining boom years, it is the larger south-eastern states of NSW and Victoria that are now seeing strength in population growth, which has included a reversal of interstate migration flows seen during the mining boom years, along with strong rates of international migration.

In relation to renovations activity HIA's Garrett says low wage growth and 'softer' home sales have resulted in a slowing of renovations spending in 2017. "During 2017, home renovations work contracted by 3.1 per cent. A further decline of similar magnitude is projected for 2018."

He adds that the near term outlook for home renovations demand is being held back by sluggish wages growth. "However, the medium term holds better prospects for renovations activity. Interest rates are set to remain lower for longer than previously anticipated."

"The ageing of Australia's housing stock will also work in favour of renovations demand with the number of houses in the key renovations age bracket of 30-35 years set to rise substantially until the early part of the 2020s decade," he says.

HIA forecasts that renovations activity will suffer a 3.1 per cent decline during 2018, but that a 3.2 per cent recovery will occur during 2019. In 2020, the pace of expansion is set to accelerate to 5.7 per cent. Further growth of 0.9 per cent in



Total additions and alterations 2010 to 2017, showing a flat to declining renovations spend.



Residential housing approvals, from 2010 to 2017: Evidence that the housing market is starting to ease.

2021 is expected to bring the value of the home renovations market to \$35.6 billion – compared with \$33.6 billion in 2017.

In relation to residential house building, NAB Economics predicts that in practice the pipeline of existing projects will run down much slower than would seem likely. Instead, dwelling construction is forecast to rise another 2 percent in 2017, before falling around 1 percent in 2018 and 3.5 per cent in 2019.

Much has been made of emerging risks in the apartment market. Relative to population growth the apartment construction pipeline is at least two times higher than historical norms, and prices in some CBD apartment markets now falling. Lower construction approvals, diminished spare construction capacity and tougher credit conditions are likely to further slow the rate of completions.

On the demand side, the fundamentals remain strong, supported by solid population growth, especially in Victoria, although measures are now in place to slow investor and foreign demand. Indicators of foreign demand are limited, but the NAB Residential Property survey suggests that policies aimed at deterring foreign buyers, including tighter constraints in foreign jurisdictions are having an impact.

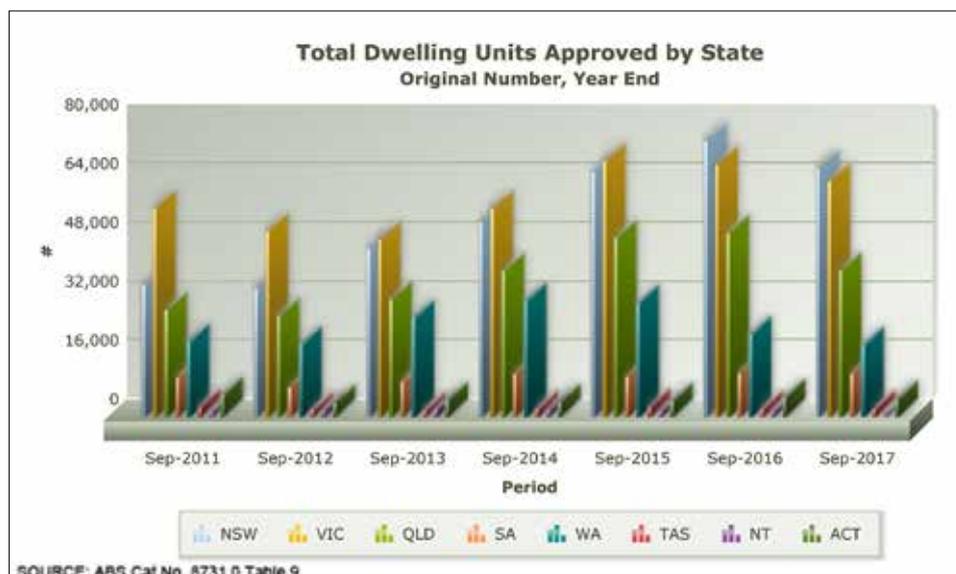
On balance, there remains a high degree of demand in some markets, especially Sydney, which combined with expectations for further population growth, should help to ‘soak up’ much of the new housing stock. Noting that with much of the construction centred on apartments, it remains to be seen whether that aligns with buyer preferences, while there are also concerns over the quality of some of the new apartment stock.

On the supply side, solid demand fundamentals and extremely strong capital value growth, particularly in Sydney and Melbourne, have prompted a significant supply response. Residential building approvals rose sharply between 2012 and 2016, reaching record highs.

Overall, it is fair to say that housing construction rates have failed to keep pace with strong population growth, contributing to high levels of pent-up demand, especially in Sydney. Very low interest rates and the relative appeal of housing investment are only now allowing supply to approach demand levels.

While rising supply should work to improve housing affordability, questions remain about the suitability of the housing stock currently under construction. The heavy focus on apartment construction will require a sizeable shift in buyer preferences, with Australian buyers historically favouring detached houses.

That said, strong population growth, rising congestion, deteriorating affordability and an ongoing concentration of employment growth in metro areas suggests that a shift in buyer preferences may come by way of necessity. Continued divergence in price growth between detached houses and apartments will also assist in shaping preferences. ■



Total dwelling units approved by States 2011 to 2017, showing the emerging strength of NSW and Victoria house building markets

# AWISA 2018, the biggest AWISA ever

**THE AWISA 2018** exhibition, taking place at Sydney's brand new multi-level ICC Sydney Exhibition Centre, is the biggest AWISA ever. ICC Sydney is a combined convention centre, exhibition centre and theatre complex that covers three city blocks. AWISA 2018 occupies 28,000 square metres of space at the venue.

ICC Sydney is built on the site of the previous Sydney Convention & Exhibition Centre, the venue for AWISA exhibitions from 1992 to 2012. The ICC Sydney Exhibition Centre is of an unusual design, with the exhibition halls being on two levels. AWISA had initially booked all of the lower level halls, the equivalent of the total area used in Melbourne for AWISA 2016, and the only way to expand the show floor plan was to book space on the upper level. Fortunately AWISA is a show that has a natural split along product lines.

AWISA Wood & Panel Processing, the machinery part of the show, will remain on the lower level. AWISA has booked two halls on the upper level for AWISA-Design. This ensures that there are 'headline' exhibitors on both levels, and for AWISA-

Design exhibitors there are the added benefits of a quieter and dust-free show, and a show that will be more attractive to the design community.

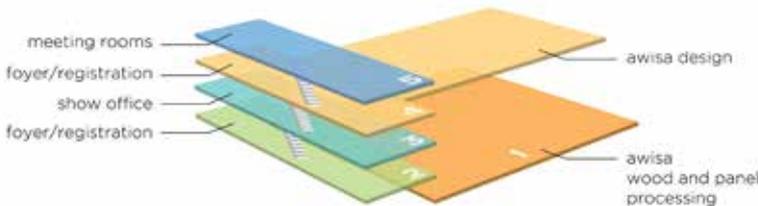
AWISA 2018 will be one of the largest trade shows to ever take place in Australia, at a new venue that has all the location advantages of the old venue - close to Sydney's CBD and to transport links, close to hotels, restaurants, and evening entertainment.

Visitors are asked to register. This can be done on-site, but it is preferred that they pre-register through [www.awisa.com](http://www.awisa.com). Admission is free.

AWISA operates a free shuttle bus service from Sydney airport's domestic terminals. Shuttles run every half hour from the Qantas group coach bays to the east of the Qantas terminal, T3. For more information visit [www.awisa.com](http://www.awisa.com).

AWISA exhibitions are a once every two year opportunity to be brought right up to date with all that's new in the industry. At AWISA 2018 all the major machinery, software, tooling, hardware and panel suppliers are exhibiting, along with many smaller exhibitors. All with innovative and interesting new products. The Winter edition of this magazine will contact a preview of what's at the show, the floor plans, and will also list all the exhibitors. ■

ICC Sydney Exhibition Centre has two levels of exhibition space, serviced by four levels of foyers and meeting room space. All levels are interconnected by stairs and escalators, and by lifts that go direct between the show entrances on the two exhibition floors.



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by Simon Hodgson

# The changing face of retail

**IF YOU TALK** to any retailer (in most states) these days, there are common threads in the conversation: (1) the lack of quality tradespeople, (2) plenty of business, (3) consumerism.

The first two are easily explained - trade supply is tight. According to the latest report from the Housing Industry Association (HIA), supply conditions for trades tightened further in the latter part of 2017.

"During the September 2017 quarter, shortages were most pronounced with respect to bricklayers, ceramic tilers and carpenters. The only trades where any oversupply existed during the September 2017 quarter were electrical and plumbing. Of the 13 trades covered in the report, shortage of some magnitude existed in 11."

"In terms of geography, the largest trade shortages were in Brisbane, Sydney and regional SA. Only three regions reported overall trade supply surpluses during the quarter: Adelaide, Perth and regional WA. There were big changes in supply and price conditions in the regional WA market during the September 2017 quarter. There the Trade Availability Index increased, and the Trade Price Index fell by 18.1 per cent compared with a year earlier. This was largely the result of an earlier-than expected termination of First Home Owner incentives for new homes." - HIA Trade Index, September 2017

Trade shortages are often indicative of one or two factors: a slump in the building industry sees trades abandon their vocation or there is too much business for the pool to be big enough. The latter is the case here, hence point #2 above comes into play.

And that leaves us with point #3 - the consumer.

I was recently told the design and supply of kitchens and bathrooms industry would be a whole lot easier without the end consumer. While that may have been said with the



proverbial tongue in cheek, the fact is many retailers are finding the consumer today more difficult to deal with than ever before.

The word "consumerism" changes its meaning depending on its context. Occasionally it refers to the protection and promotion of the interest of the consumer, however it is more likely to be used to describe a social and economic order or ideology that encourages the acquisition of goods and services in ever increasing amounts. It's telling that the word "consumerism" didn't even appear in print until 1961.

Consumerism is one of the strongest forces affecting the kitchen and bathroom industry and our customers. Consumerism doesn't simply refer to immediate factors in our daily lives such as the effects of advertising, but anything remotely connected to the idea that in order to be happier and more successful, we have to have more!



And when we get more - we want it to be right. Not only do the effects of consumerism magnify the expectations of the consumer, but the endless barrage of external influences, such as a two-day bathroom overhaul in "Renovation TV land", only serve to amplify the consumer's concept of what will and should happen.

All of us are bombarded with around 1600 commercial messages a day. From signs on the side of the road, train, plane or ferry, TV and movies (including the deliberate placement of paid product), radio, social media, print media - the list is endless. We can't retain it all but we do store images that mostly match our "aspirational lists" - a holiday, a new car, clothes you have always wanted, and that new kitchen or bathroom.

But these images are always of completed works. The photo of a finished product cannot adequately represent the timeframe taken to complete the project, the dust created,

the mistakes, the disruption to daily routine involved. These are the hidden "costs" that can turn the mild-mannered consumer into a demanding diva; a persona that is becoming way too familiar for many retailers.

It would be nice to believe all members of our industry had the capacity to view these changing attitudes as minor irritants in our working lives but the reality is we are only human and the increased struggle to manage clients' expectations is taking its toll.

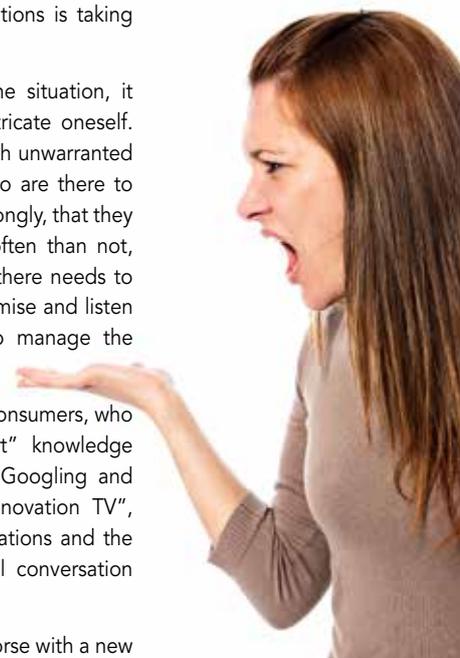
And, once embroiled in the situation, it can be very difficult to extricate oneself. Customers too often unleash unwarranted verbal attacks on those who are there to help, believing rightly or wrongly, that they are "always right". More often than not, the consumer forgets that there needs to be a willingness to compromise and listen on both sides in order to manage the situation correctly.

It is concerning that many consumers, who often try to claim "expert" knowledge based on a few hours of Googling and having watched a season of the latest "Renovation TV", fail to fully understand their contractual obligations and the complaint or issue is based around a verbal conversation rather than a written agreement.

And, the sad fact is, it will probably only get worse with a new generation moving into the mix - the Millennials.

Millennials (classified as those born after 1980) now represent the rise of the next generation, rapidly increasing their own power and influence. Despite this, Millennials are among the most misunderstood consumer sectors. Does their ability with technology impact their trust of online consumer sources - or do offline, personal recommendations still matter? What most directly drives their path to purchase?

Mom Central Consulting in the USA conducted a study of 1,100 American Millennial women. The study focused on their purchase path, both online and offline, how their deep





► connections with family and friends impact the choices in their lives, the effect of various types of media on this generation's day-to-day decisions, and how their ability to share online and in store shopping habits shapes their perspectives of brands, media, and (specifically in this case) relationships within a purchase.<sup>2</sup>

"As Millennials rise in influence, we recognise the need to develop a better understanding of this consumer sector," said Stacy DeBroff, CEO of Mom Central Consulting, in a recent news release. "We need to fully understand how they think, communicate, work, connect, and engage, and this study offers us the meaningful tools and insights necessary to gain new perspectives into the Millennial demographic."

The report says Millennials consider themselves intrepid explorers. While they'll share personalised stories on social media, they are not on a personal quest to secure readers, followers, or likes. Only 5% use social media as a platform to establish themselves as an "expert." Social media makes everything in this generation's life transparent, and Millennials embrace this. They have no qualms about posting or discussing a bad experience over a good experience. 95% of consumers will share a bad experience, compared to 81% who have a good experience.<sup>1</sup>

"Millennials' focused consumerism gives each material purchase a weight and a story. In this context, products become transformed into personal experiences, as 59% of Millennials make product recommendations to share online highly positive or negative experiences. Because of their penchant for sharing information, every purchase involves touching base with their core group," said Stacey DeBroff.

In this consumeristic society, our industry finds itself surrounded by myriad new and challenging obstacles. Instead of dealing with out-of-square rooms, we are dealing with passion-fuelled consumers, eager to squeeze as much out of a deal, post-sale, as possible. Drummy render has fallen way down the renovation obstacle course, exchanged for threats of social media exposure or tough on-line reviews.

Sometimes it doesn't matter what is done to placate an upset consumer, but certain measures must be tried. Your employees who deal with customers need to be armed with a variety of solutions to common issues. In our industry we see so many "one offs" that other strategies must be adopted. Here's a couple of my favourites from a blog site I often refer to, Customer Experience Insight.

**Always be transparent** - Reasonable expectations are often born from trust. Companies that make their policies, values and practices transparent build trust with customers. That's done by making it clear through your website, company literature and social media pages how you do business. Then, most importantly, train employees to practice those principles. Customers who understand what's going on will know what to expect, and they'll be more likely to be satisfied with how you are handling things.

**Give clear timelines** - Most customers don't mind waiting (a little, at least) — if they understand why. If you explain how and why "it" happened there is a better chance of a less bumpy road ahead. Glitches, errors and bugs will always come up but you need to be apologetic and honest about them.

**Be optimistic and realistic** - Most service professionals want to make and keep customers happy - and they know a quick



resolution will do that. After all, everyone wants to hear good news, such as the problem will be fixed and when.

**Follow up** - Perhaps the most crucial element to setting and managing consumerism is following up. Most customers are not bothered by companies touching base with them. In fact, customers expect businesses to follow up with them to round out their customer experience.

Our industry finds itself on a shifting landscape – those who choose to ignore the changing face of retail or resist the challenges of consumerism are destined to experience a reduction in referrals, a depletion of experienced staff and a litany of endless poor commentaries on all forms of social media. ■

Bibliography: 1 [www.bulldogreporter.com](http://www.bulldogreporter.com)  
2 [www.marketingcharts.com/digital-28628](http://www.marketingcharts.com/digital-28628)

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# Scope for new ideas

## SlideLine M sliding door fitting from Hettich

The SlideLine M sliding door fitting from Hettich is a system for many applications. Merging into the background, it doesn't interfere with the design of furniture and gives sliding door elements a look of elegance.

As a 1-track overlay option, SlideLine M is opening up more and more perspectives in kitchen shelf systems and living room storage units: doors that slide back and forth produce a fascinating interplay between open and closed segments in furniture. Projecting by just 8 mm, the profile keeps sliding doors close to the carcass, guaranteeing minimal gaps at either side. Two doors can cross each other in just one profile. Various profile sets in profile heights of 16, 18 and 25 mm provide close hugging solutions. And the decorative profile in silver, white, black or champagne elegantly blends into the design of furniture.

Furniture can be closed off completely with SlideLine M in the 2-track inset version. Whether in the form of kitchen wall unit, as a clever midway solution, or children's bedroom furniture, 2 or 3-door units can be created with incredible ease. The runner and guide profiles can be installed on different carcass and worktop materials as they can either be screwed on, stuck on or groove mounted.

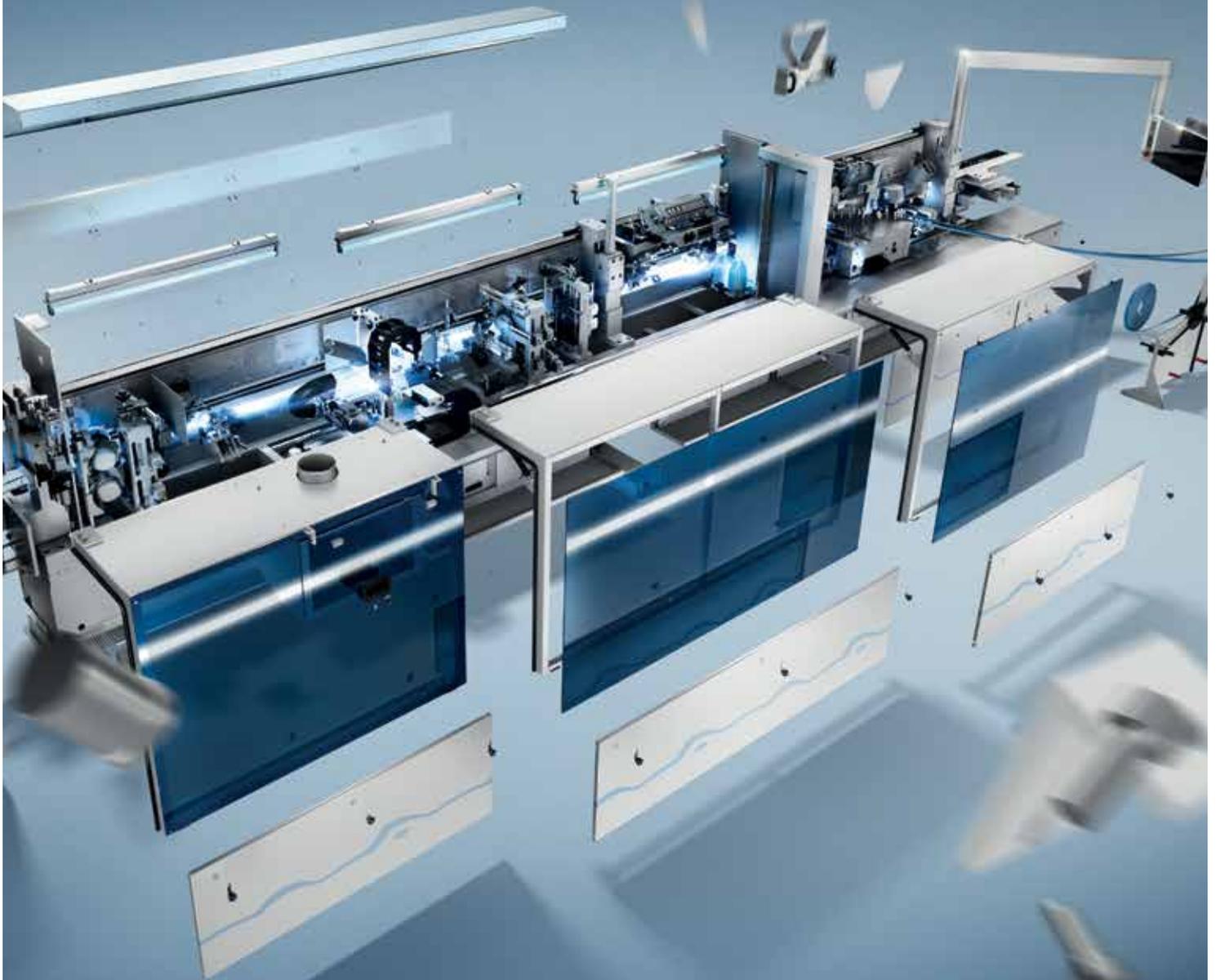
Whether 1-track overlay or 2-track inset - the level of convenience remains the same. Perfectly soft stopped sliding doors underscore the quality of furniture. Silent System is discreetly integrated on the running component and moves doors quietly and gently in opening and closing direction. Where several sliding doors run in one profile, soft colliding slows them down as they move towards each other. SlideLine M is suitable for all common furniture designs and doors made of wood, glass or aluminium weighing up to 30 kg. It is installed quickly and easily on the assembled carcass.

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by John Halkett

# The John Tiddy Memorial Award

## Where are they now? Following up on the 2016 Award winners

**WINNING THE** John Tiddy memorial award is clearly part of the motivation behind young cabinet making and joinery apprentices doing well, and moving their careers and lives in the right direction.

With the exception of Ranii Wiare, one of the two Queensland award winners, all other winners remain working for the company that nominated them for the award. That has got to be an impressive testimony for the industry and for employers.

With winners, now all having graduated to be fully fledged tradesman, answering their mobile phones during working hours doesn't always happen, so talking to employers was sometimes more productive. Anyway, getting young males to comment on their own personal progress and performance is always a challenge. They are often not too exuberant in the communications department!

However, all the award winners spoken to said winning the John Tiddy award had been a milestone in their lives, and assisted with their career development and progress.

The second Queensland award winner Michael McKim, 25 finished his apprenticeship in mid 2016. Since then he has processed within Wyer and Craw, the company that nominated him for the award.

Located in the outer Brisbane suburb of Stafford, Wyer and Craw has a well-deserved reputation for high-end complete residential household joinery.

Michael said he has been elevated into an office function. "So now I concentrate on client interaction, design and draughting."

"Yes definitely," he said about being a John Tiddy award winner. "It has helped me get ahead and I am keen to further progress my career further with the company."

In terms of future learning and experience

Michael says he wants to put some time and effort into learning more about computer-based design software that he recognizes as an increasingly important aspect of interaction with clients.

Kiwi award winner David Irvine, 23, of Barrett Joinery in the South Island city of Timaru finished his apprenticeship in 2016 and is now a key member of the substantial company workforce operating in the traditional kitchen cabinet making industry. David said the company also does a fair bit of one-off specialist joinery work, plus stairs and doors.

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*impressive  
testimony for  
the industry  
and for  
employers*

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"Winning a John Tiddy award was a great experience and has been very helpful for my career development and future prospects," said David.

"It looks good on my CV, and I really enjoyed the opportunity to visit the AWISA show in Melbourne and to see all the machinery, technology and equipment."

David lives in Timaru and plans to stay with Barrett Joinery and progress through the ranks in their sizable factory operation. He was also the winner of the Masters Joinery award in 2015 for New Zealand's most promising apprentice. Golf is his passion in his spare time.

Myles Gostelow, owner of Myles Gostelow Furniture was enthusiastic about the performance of NSW and ACT John Tiddy award winner Douglas Keith.

"He is an awesome young bloke. We are a small, tight-knit work team of two, with a large amount of passion that drives what we do."

Myles Gostelow Furniture is a fine furniture designer and maker located in the historical Village of Tharwa on the banks of the Murrumbidgee River in the ACT.

The company's work is largely based on commissions for private, corporate, government and ecclesiastical clients. Myles, and now Douglas, specialise in creating beautiful pieces of functional furniture crafted to the highest standards.

"We are at the artisan end of the joinery trade specialising in quality, Australian-made native timber one-off pieces that create family heirlooms that will last forever," said Myles.

"Douglas finished his apprenticeship in February 2018. I couldn't be happier with his performance and commitment to the business. We are just a two-man band so he has become a critical part of the business."

Victorian award winner Nathan McMahon, 24 finished his apprenticeship towards the end of 2017. He continues to work for bespoke furniture maker GDA in North Coburg, Victoria.

Founder Geoff Divko said his company predominantly manufactures furniture and joinery for architects and interior designers.

"We produce everything from individual pieces to entire domestic fit outs, but we don't mass produce. We are passionate about fine design, detail and workmanship."

He said he was delighted to have Nathan in the company. "He has a great character and is a competent, good tradesman. He has a

Right: The 2016 winners of the John Tiddy Memorial Award

Douglas Keith of Conder, ACT; Ranii Wiari of Pacific Pines, Queensland; Nicholas Johnston of Roelands, WA; David Irvine of Timaru, New Zealand; Nathan McMahon of Brunswick West, Victoria; Michael McKim of Kelvin Grove, Queensland; and Chris Thompson of Elizabeth East, South Australia.

# THE AWISA JOHN TIDDY MEMORIAL AWARD



profession mindset and likes to challenge himself."

Nathan is now a senior member of the business and this year will have responsibility for the management and training of two new apprentices.

In relation to winning the John Tiddy award for Victoria Geoff said it was definitely a great boost to Nathan's confidence and a helping hand in relation to his performance and standing on the job. "Certainly it was a real shot in the arm for him."

Now a senior contributor to the South Australian company Walls Bros Designer Kitchens, John Tiddy award winner Chris Thompson, 29 has matured into a senior tradesman.

With a staff of about 85, Walls Bros is the largest high-end complete house joinery company in South Australia, producing over a 1000 house lots a year.

Chris said he has been helped by the company to become a fully rounded tradesman working in the company's high end kitchen design, manufacturing and installation business. "They really look after me here and I am very happy to stay."

He said winning the John Tiddy award was great for the recognition it provided. "Plus the prize money enabled me to buy some such needed tools."

Chris has brought a house in Adelaide and is now a family man with a six month old son. "So work and family keeps me busy."

Western Australian John Tiddy winner Nicholas Johnston has used the win as a launching pad for other things according to his employer Paul Milton.

Located at Dardanup, just south of Bunbury, Paul Milton's Studio Milton is a widely recognised designer and manufacturer of bespoke hand-crafted furniture using Western Australia-sourced native timbers.

Paul said Nicholas is widely regarded in the state. "He has been well placed in the Western Australia's Master Builders awards and in several other awards. Has also represented Australia in the WorldSkills series of competitions."

"Certainly winning the John Tiddy award, with the prize money has contributed towards travel costs in Australia and internationally. Nicholas has been able to compete for WorldSkills Australia in Manchester and in China.

"No – Nicholas is a real gun – a really capable young tradesman, and we are delighted to have him as part of the team here."

Nicholas is planning to do some lecturing and apprenticeship training at the Bunbury TAFE this year. ■

**THE JOHN TIDDY MEMORIAL AWARD** will once again be conducted in the lead up to AWISA 2018.

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 2018 exhibition, plus \$2000.00 towards their training course fees.

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

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 2017, and must have completed two years of training at a TAFE or similarly accredited training organisation as at 31 December 2017.

Any training organisations that wish to distribute copies of the entry form to their students should contact AWISA Ltd on phone: 02 4861 7040 or [info@awisa.com](mailto:info@awisa.com) to be mailed bulk copies of the form. ■



Commemorating the late John Tiddy's contribution to the Australasian furniture and woodworking industry, and his contribution to AWISA.

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Blum's quality cycle starts with monitoring everyday kitchen users all over the world. The insights gained from these observations provide valuable information that is then incorporated into the development of new products or refinement of existing products. These insights have also led to Blum's development of internal testing specifications where products are subjected to extensive motion and load testing.

Blum products undergo a variety of tests to ensure the utmost quality. Ongoing quality checks are held throughout the entire manufacturing process to ensure that the company meets its own and its customers high-quality standards. Blum also works with renowned independent testing institutes and organisations to ensure the products and services meet their standards and requirements. Blum is certified to the ISO 9001 Quality System.

Quality and sustainability are inextricably linked at Blum. The manufacturing of quality fittings that last for the lifetime of the furniture contribute significantly to protecting the environment and resources. This is an important aspect behind Blum's high-quality concept.

Quality products prove their worth and inspire with long lasting, smooth motion. Manufacturers can provide their customers with peace of mind with original Blum quality; offering them innovative products with top quality of motion for the lifetime of the furniture. Those partnering with Blum can be assured that they are not only offering customers a top quality product, but are supported with quality service and support to keep their business at the forefront of design, technology and innovation well into the future.

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# Improved productivity through software

The interior design and joinery business has always been tough but especially in the last years when competition has increased significantly. The more the competition in the market increases, the more the companies have to be productive to win tenders. As material prices and labour costs are more or less maxed out, improvement in workflows is only possible with software and better organisation.

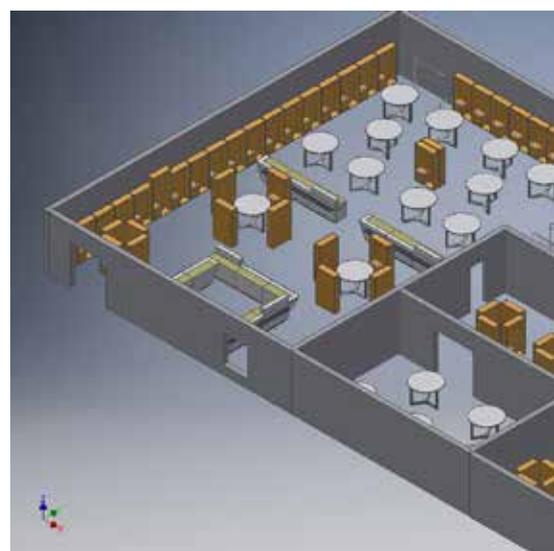
Currently most of the industry has started to implement some kind of software to speed up their process in certain departments. AutoCAD 2D became a standard for design and technical shop floor drawings within the industry. But all other necessary information during the whole production process is very often still created manually which results in high time consumption and error-prone processes. But this is not necessary today.

Companies could save a lot of time in sales, engineering and production if they didn't need to reinvent the wheel every time. What makes it complicated is the number of different work steps which have to be processed during the execution of an order: estimation, shop floor drawings, cutting lists, BOQs, stock

management, material orders, time calculation and capacity planning for the factory, quality control, shipping organisation, CNC files and so on... And of course, at the end of the day it would be necessary to do a post-calculation of the job. And all this in as little time as possible.

But how to optimise such a complex process? The only way is to make information which has been already created available for the next process. Not as a sheet of paper - it has to be digital so the information can be used straight away. This is exactly what CAD+T Software is offering to the interior business. Even for bespoke furniture, the information will be created only once and all other necessary data will be created by the software automatically - from design to installation.

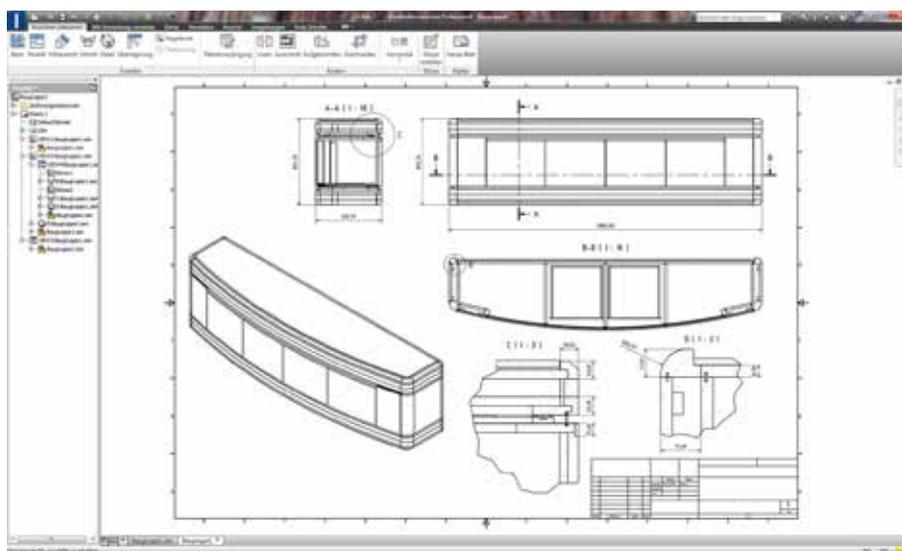
But where does the secret of this system lie? The heart of the system is the drawing. Still built on AutoCAD®, the CAD+T add-on gives draftsmen the ability to draw the parts directly in 3D even though they can still work on 2D. On these parts, information about materials, finishes, edges, profiles, hardware, etc. can be saved. So the drawing consists of more than only lines and text - it actually understands what is being drawn.



This creates the opportunity to automatically receive a cutting list from the shop floor drawing as well as a bill of materials and many other documents. There are different production lists possible, whatever a company specifically requires - from material order reports to packing lists.

Many joineries have already invested into CNC woodworking machines in order to speed up their work and improve their quality. Obviously these machines need to receive the right information in order to process the job. Even this information can be created automatically from CAD+T's software. CAD+T specifically developed a highly sophisticated interface for CNC machines. The interface separates all pieces according to material and sends the information directly to the machines. The necessary working method according to the different materials, oversizes, starting points, tools and all other required information will be chosen automatically as well. CAD+T offers interfaces to all common 3- and 5-Axis CNC machines on the market as well as tools for lipping, vacuum positioning and nesting.





Besides all the technical information required to execute a job, every workshop will need to have plenty of commercial and operational information, like material consumption, wastage, labour hours, capacity planning, prices for materials and labour etc. In order to offer a complete solution, CAD+T provides support in all these areas. Combining the custom-made information from the drawing, together with a company-specific database of prices, capacities, etc. all this information will be created automatically from the system.

In addition to the classic modules like Commercial Order Management for estimation and costing, Technical Order Management for cutting lists, BOM and productions lists as well as Operations Control for automatic time calculations and time taking, CAD+T offers the CAD+T operation software professional. This highly powerful system offers even more automation to simplify and enhance all joinery processes. Users can assign particular jobs to certain employees and their execution will be managed by the system. Jobs, deadlines, orders and deliveries are part of the system and will be synchronised with Outlook.

These systems are available at all times whether the user is in the office or on site. This leads to less queries and secures an undisturbed operation. Additional modules available are CRM, estimation through different methods, document control, ordering system, invoice control, variable stock management including half finished goods, part tracking through the production process and picking / shipping lists.

As the production processes become more and more machine-driven, handling production becomes very difficult, relying on verbal communication. To increase productivity, management will need to understand the costs and times of production. And software can provide exactly this information. By barcoding, users will receive feedback from the factory: they will know where a certain part or a project is at any moment within the production process, what the material costs are and what labour has done - so users will understand where they gain and where they lose money. And this gives management the opportunity to decide where to invest or where to change processes based on real figures in order to increase the productivity.

Summarized, this means that after the drawing is finalised, all other information - technical or commercial - is done with a push of a button. Software can therefore offer huge time savings of around 60% per order as well as error prevention of up to 80%. This gives the opportunity of handling and quoting more projects with higher profit margins at the same time.

CAD+T has its head office in Austria and was founded in 1990. With 8 branches in Germany, Switzerland, Italy, Australia, UAE and Thailand and more than 70 employees, CAD+T is the perfect partner to improve a company's processes with CAD+T knowledge. CAD+T software consists of 60 different modules for furniture manufacturers, interior designers and furniture traders, which allows CAD+T to create the perfect package for each client according to their requirements. Pricing is per module which ensures the user only pays for what they really need. CAD+T also offers regular training and consultation for its customers.

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# Organising system and timeless design object: Tavinea

With Tavinea, Grass has included a comprehensive interior fit-out system for drawers in its range, which also appeals with its attractive design. For interzum 2017 the existing system was supplemented by an additional system: the straightforward and rugged Tavinea Sorto frame system for drawers, which can be perfectly supplemented with Tavinea Optima, a subdividing system for Nova Pro, and Vionario pot drawers.

Contemporary design unfolds its effects in many dimensions. A product can win us over at the first glance, the first touch, with a sound, taste or fragrance. Products that are proven to appeal to more than one of our human senses are regarded as valuable. As a rule they quickly become the favourite possessions of their owners.



With Tavinea, Grass has developed an organising system that carries this modern design power through to the innermost corners of a piece of furniture. The comprehensive interior fit-out system has been developed for drawers in kitchen, bathroom and living room furniture and which, for interzum 2017, is available in two versions.

## **Tavinea Sorto: the straightforward, rugged frame system**

The latest development in the Tavinea series is Tavinea Sorto, a straightforward dividing system for organising the interior of drawers for cutlery or small parts. Tavinea Sorto consists of two frames (B186 and B276) and a crossbar. The frames do not have a base and, thanks to the integrated anti-slip device, can also be positioned in the drawer without anti-slip mats. The clear space between the frames is available for storing items. In combination with the appropriate accessories, such as the knife block and the cross panel, a perfect organising system can be created in the drawer – offering excellent organisation for little money.

The robust, scratch-resistant surface matches the drawer sides in terms of material and colour. There are four standardised adjustable frames with which it is possible to fit out drawers with nominal lengths of 350 to 650, while keeping the complexity of parts to a minimum.

## **Tavinea Optima: the dividing system for pot drawers**

Tavinea Optima is a dividing system for Nova Pro and Vionario pot drawers. Thanks to the spring-tensioned profile holders, the dividing profiles can be flexibly fitted in the drawer with infinite variability and, in combination with optional Smartboards – which are simply clipped on to the dividing profiles – hold large stored items such as pots and plates securely in position. With Tavinea Optima the dividing system has maximum flexibility: the system can be adjusted without tools and can also be retrofitted at any time.

Irrespective of the version – with Tavinea Grass offers an interior dividing system that not only makes perfect use of the available space, but also offers new opportunities. This is how lively order can be.

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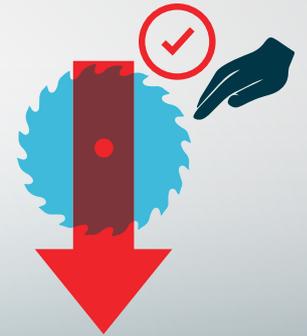
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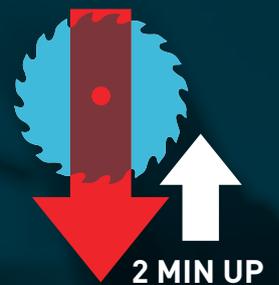


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# The solution could be written right here

Do articles in woodworking magazines resonate or influence business decisions? Tom Raleigh and Shane Wilson of Kingswood Cabinets read a compelling article that inspired them to invest in a KAL370 Ambition edge banding machine from Homag.

“One of the stories out of the AWISA magazines actually sold us on buying one of the edge banders; I reckon I still have the exact magazine still sitting on my desk”, said Shane.

“The article featured a business’s high end edge bander and how it changed their output. That article changed me and Tom’s point of view and we ended up spending the coin and we love it.”

Located on the sunny Sunshine Coast in Queensland, Kingswood Cabinets began life as a bare block of dirt purchased by Tom and his ambitious partners over 13 years ago.

“It all started off with two blokes I had known for a long time, we decided to make our own cabinet making business, so we bought a bare paddock, built the shed and got stuck into it”, recalls Tom.



His now business partner Shane came on board to work with Tom after hearing of his plans to start Kingswood Cabinets.

“I was employed by Tom when he was just started building the factory, I helped the builders and ran the air lines. I have worn many hats in this business. I have been the foreman, check measure guy, installer, purchasing manager and currently the factory manager. Now I am learning how to start taking over the whole business, I have pretty much done everything.”

The business employs 50 staff and targets low-rise unit developments under eight stories and project builders who produce around 300 homes a year; and has seen significant continuous growth since it opened its doors. With this growth there was a requirement to invest in machinery that could support the increasing demands to the business’s manufacturing output and product quality.

Kingswood Cabinet has operated a broad range of machine brands, and it took more than a few years for Tom to invest in what he refers to as a ‘Ferrari’ and buy a Homag.

“I was very conscience of spending the dollars when we first started up. The machines we ran were within our means, but some other brands we used were a complete disaster and we were let down big time. It’s like starting with a bombed out Toyota and working your way towards owning a Ferrari”

In 2014 the first Homag machines were installed in the factory, a HPP 300/43/43 beam saw and a BHX050 CNC. This investment was also instigated by his long time school friend and Homag technical sales consultant for Queensland, Mark Vowles.

“I first met Mark in 1984 in boarding school; I have trouble remembering back that far these days, but we have been close mates ever since. For one thing he was bloody persistent; he called on us for nine years before we decided to go Homag. It was a bit of a joke between the pair of us”, recalls Tom with a laugh.

“Shane read about the KAL370 in the magazine and we saw it first in AWISA. Mark took us to one of his Homag customers and seeing it in action pretty much had us sold” said Tom.

With the housing market booming in Queensland the duo’s KAL370 Ambition 2470 was fast to prove its worth.

“Business is great, we were going through some figures and



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changes output with  
the end goal of full  
automation

we had the best December on record. In November we had the best month on record ever for the business.”

“And the edge bander has contributed to that success as it has increased our output; we are able to produce more cabinetry, at a higher quality as well.”

The new machine has not only made a big difference to the factory’s productivity and product quality but to the whole business, including the employee’s work ethic.

“We target around 60-70 kitchen lots per week but we were spending 1-2 hours cleaning doors and carcasses on an edge job....that’s dead time. With this new machine the cabinet makers are knocking out kitchens instead of doing these menial tasks... it has made a massive difference”, said Shane.

“For us it’s also about the reliability, I haven’t really had a break down on these machines that have really halted my business. And I can’t say that Homag has ever had a problem that they couldn’t fix, these Homag machines are just unbreakable mate.”

“From my point of view I will look at the dollars more than anything, but the guys on the floor can see that the investment is paying the dividends by producing a better product” said Tom. “It has given them a real lift in what they put out as a product, so what they work on is of a higher standard.”

With the business booming Tom and Shane are very happy with the new machine and plan on further investing in Homag’s products and services.

“The end goal is full automation, we can’t fully rely on staff anymore but you can rely on a machine and Homag is a brand we can definitely rely on.” said Shane

“But at the end of the day, we aren’t money hungry and we are not into overextending ourselves by taking on every job out there. I want to deliver really good service to our customers and build better relationships with them to see how we can make things for them more efficiently and economically.”

“Owning the machine isn’t going to give you the business edge, it’s all about how you do the business” agrees Tom.

It is this approach to business that has clearly attributed to some of the success of Kingswood Cabinets. Through reading articles they discovered a solution which clearly has set them up for further successes, and Homag is always on hand to support their continued growth.

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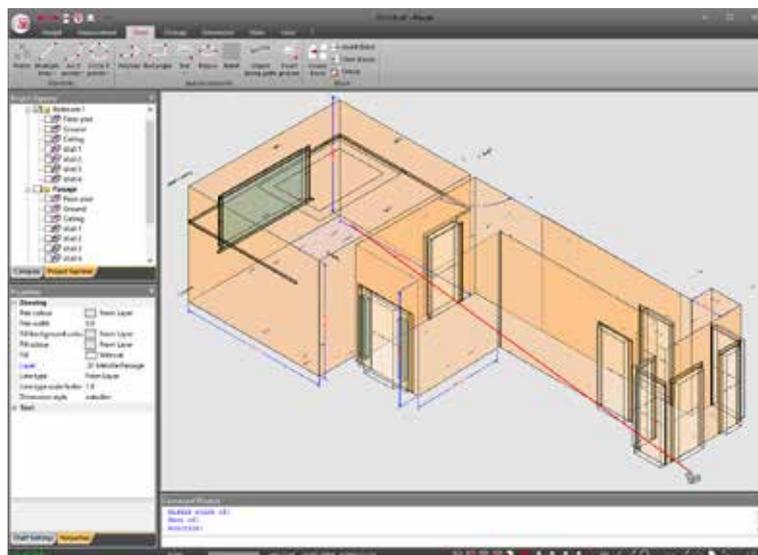
# From site measure to a 3D CAD drawing in a single step

It has been a little over ten years since the first Flexijet 3D Laser measuring system made its dramatic impact. Site measuring in the joinery, cabinet making, window and glazing, stair and balustrade, stone masonry, architecture and many other industries around the world have seen outstanding improvements in efficiency and accuracy with the technologically advanced Flexijet 3D.

Using a tape measure, handheld laser, note pad and making tedious MDF templates are now a thing of the past. Imagine walking away from a site measure with a complete 3D or 2D digital CAD drawing in less time and with an accuracy of 0.9mm.

Flexijet Germany has now taken its hardware to another level with the release of its next generation Flexijet 3D. The new Flexijet 3D not only operates seamlessly with Flexijet's FlexiCAD software and continue its proven measurement accuracy and ease of use, but now features some significant upgrades and improvements.

The completely redesigned hardware feels natural to hold and operate with user friendly controls. The most striking new feature is the 7" touch screen that provides direct access to the most common CAD commands rather than having to access the FlexiCAD software on the nearby laptop. The CAD drawing is created as the user measures in real time, which makes it easy to see any missed measurements. Drawing curved walls, pipe penetrations, bulkheads, windows, doors, and niches are no problem for Flexijet 3D. Individual CAD points can now be linked with audio notes to record important details and the new integrated five-megapixel camera provides the ability to capture photos of construction site situations. Measuring points that are difficult to see, such as under strong sunlight, can now be precisely targeted via the crosshair display that features optics with integrated parallax compensation. When measurements are completed, simply export the CAD model as a DXF, DWG (including various other formats), and import into AutoCAD, Pytha, Microvellum, SketchUp or REVIT to name a few.



The device can be relocated using reference points, so whether the user is measuring a small area, an entire room or even an entire building spanning multiple levels, Flexijet 3D has the ability to accomplish this task with ease. The inbuilt shock sensor will warn if the device has been accidentally kicked and the more stable WiFi has now replaced Bluetooth as the communication protocol between the hardware and software on the laptop.



Like the previous version, the new Flexijet 3D can be controlled manually or with the internal motor and will automatically level itself. Flexijet 3D is not only an innovative measuring device but can also aid in on-site installations and set outs. Simply import a DXF CAD file into the software, click on a CAD point in the drawing and Flexijet 3D will rotate and the laser will precisely point to the corresponding position on the work site. Honoured with the German Federal Award for Excellence in Innovation in 2011, the new Flexijet 3D takes an already innovative site measuring system to the next level.

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by Rick Lee

# Why bother?

**IN THE AGE** of the internet, it's reasonable to ask if trade exhibitions are still relevant and if they are worth the effort to attend; isn't everything done on-line these days? In fact, this is a question pondered by attendees and exhibitors alike.

## *both sides of the aisle*

After all, the expense in time and effort needs to be evaluated by both parties when both these resources are increasingly rare. Having been on both sides of the fence as an exhibitor and attendee, I have asked myself the same questions many times over the last 40

years. When I analyse it now, I can't help coming to the same conclusion that trade exhibitions remain an incredibly important opportunity for those on both sides of the aisle.

I realised long ago that as an exhibitor, trade exhibitions had

no medium-term impact on sales. In fact, sales merely shifted from elsewhere in the calendar and (if we were lucky and had a good exhibition) condensed around show-time. Buying customers waited for the exhibition hoping for a better deal. So why bother to exhibit? The answer is that the true benefit to exhibitors is in the long-term picture, creating brand awareness and building long-term relationships that can only come through face-to face contact. In my experience, exhibitors gain most by sharing information and interacting with clients to build partnerships for the future, rather than banking on immediate sales to fill the order books.

As a visitor to the exhibition, the value of attending is immense, but only if it's understood why you're attending and make plans accordingly. Forward planning is the key to making the most of valuable time spent at an exhibition, especially as the majority of attendees are either business owners or key management personnel. Rather than replace the need for trade-shows, the internet goes neatly hand in hand with exhibitions, allowing

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# Smart commercial storage solutions from Hideaway Bins

With the drive towards recycling and the management of waste in commercial offices ever increasing, there is a need to provide more sophisticated and customised storage solutions. As demonstrated by the recently completed Goodman offices in Auckland, the Hideaway soft close range has a bin option for every application.

The coffee machine is always one of the most popular parts of any large office, and in this project, a large Nespresso pod coffee machine was installed. With this came a need to manage waste pods in a smart way. A Hideaway SC220D-W with two 20L buckets was mounted at bench height so waste pods can be dropped straight from the machine into the bin, with no bending. At the other end of the kitchen, a Hideaway SC150D-W, with a large 50 litre bucket was used for landfill, while a Hideaway SC240D-W with 2 x 40 litre buckets was used for separating recycling.

The Hideaway soft close range is made in New Zealand from high quality materials to ensure the units will withstand the challenges posed in a commercial environment. For strength, the framework is made from 1.2mm zinc treated steel which is then powder-coated for durability. High quality German soft close runners are designed to hold upwards of 47kgs and they over extend to ensure the buckets will come clear of the bench top easily.

With 4 bucket sizes and 5 different configurations, there is a Hideaway soft close bin for every commercial application. Hideaway Bins are available exclusively through distribution partners Hafele, Nover and Galvin's Hardware.

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# New Biesse Group campus

Biesse is evolving from a business dedicated to the production of machines and systems to a company that offers advanced services and assistance to its customers. To improve performance and productivity Biesse's mission is to look to the future, but above all, to anticipate it. To advance its service Biesse Group first opened a dedicated new-age showroom in Charlotte (USA), then Pesaro (Italy), Dubai (UAE) in November 2017 and now, Sydney Australia. Biesse will open its fourth 'Campus' when the leading supplier of machinery for wood, stone, glass and advanced materials moves to its new, purpose-built 5,000 square metre 'Oceania' facility at Wetherill Park, Sydney, in March.

Federico Broccoli is Wood Division director/Sales & Subsidiaries Division and director, Biesse Group. He says, "It's a confirmation of our strength as a group. To reach this result, you need to have an excellent commercial strategy, high quality products and the capability to show them in the best way."

The Sydney complex is not just another showroom; it's a new customer-focused concept designed to enhance the client's experience. It will be called Biesse Group Campus and equipped with classrooms for training; a dedicated software space; fully operational showroom and a service and spare parts area. This allows the Biesse Group to offer a comprehensive sales and service experience to its customers that meets all their needs.

"This new campus gives something back to the industry in Australia and New Zealand that has given so much to us. We never forget what came before and we never forget



Federico Broccoli, director, Biesse Group.

our customers", said Federico when the new facility was announced at AWISA in Melbourne. Raphael Prati, Biesse Group corporate marketing and communications director added "We are investing in service to our customers; this is a key factor for Biesse Group. Leading technology; customer support; software; everything goes in the direction of making our customers' lives easier."

Federico said "Two years ago the need for Industry 4.0 was expressed by the world's major 500 industries. Now; small to medium companies and craftsmen are ready to move towards the interconnected factory." These are fast growing dynamics and figures speak for themselves. A strong company means R&D in leading-edge technology for customers. In addition, the acquisition of the Italian company Uniteam will service the sectors of housing, bioconstruction and timber houses. Biesse Group is growing and Australia is an important region for Italy's leading supplier of wood, glass and stone machinery. Biesse Sydney campus is a move for the times.

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by Tim Reardon, principal economist,  
Housing Industry Association



# It can't stay this good forever - Victoria

**IN THIS EDITION** of AWISA magazine we continue taking a closer look at the economic conditions in each state. This quarter we take a look at the economic miracle that the state of Victoria has been over the past few years.

The residential building industry has been one of few shining lights in the Australian economy in recent years in an otherwise lacklustre economic landscape. The countercyclical performance of the housing market is one of the many unusual characteristics of the current housing cycle. Typically a healthy economic environment has been a pre-condition for strong residential building activity.

As we enter 2018 Australia's economic landscape is improving. Jobs are being created, non-mining businesses are showing signs of expansion, public sector infrastructure investment is generating demand and the January reading of the Westpac-MI Consumer Sentiment index showed the most positive result since 2013. Further improvement in the domestic economy should see further tightening in the labour market and wage pressures will re-emerge.

While the relationship between the performance of the Australian economy and residential building activity has weakened over the past two years, the relationship has held more strongly for the Victorian economy.

After recording economic growth of only 1.1 per cent back in 2012/13, the rate of economic growth in Victoria steadily improved in subsequent years, reaching 3.5 by 2015/16. Growth in the number of new home starts mirrors this growth trajectory.

During 2017, as building activity across the rest of the country cooled, total new building approvals in Victoria increased by 2.0 per cent to a level of a very elevated 69,697. There is also no indication that this trend in Victoria is slowing. The volume of approvals in Victoria rose by 31.1 per cent during the December 2017 quarter alone.

A significant share of this growth has come from apartment construction in metropolitan Melbourne but detached housing approvals have also grown strongly of the back of a more favourable stamp duty regime for some first home buyers. New detached house approvals in the state rose by 1.9 per cent during 2017, with growth of 2.1 per cent in approvals for multi-units over the same period.

The reason for this very strong growth is told simply by looking at the growth in population. Australia's annual population growth rate of 1.6 per cent is exceptionally strong by comparison with history and international rates and it is playing a vital role in supporting economic growth. The majority of the growth over the year to June 2017 is attributable to a very strong contribution from Net Overseas Migration (NOM). This reflects the situation where Australia had far more inbound migrants arriving on our shores than there were residents migrating to other countries. Over the year to June 2017 NOM contributed 245,408 people to the population, which is 27 per cent larger than the contribution in the previous year.

The rate of growth in Victoria during 2017 was considerably faster than all other States at 2.3 per cent. Queensland was the second fastest growing state during 2017 with growth of 1.6 per cent which is up from 1.3 per cent in the previous year. Queensland boasted marked improvements in the number of people migrating to the state from both overseas and interstate.

The 2016 Census revealed that there were 100,000 more people living in Melbourne than had previously been estimated.

The reason for this strong population growth is a combination of both push and pull factors. The pull factor of strong employment growth in Victoria driven from strong housing and construction and significant investment in infrastructure projects has drawn a disproportionate share of Australia's inbound migrants. The push of workers out of Western Australia, the Northern Territory and to a lesser extent, South Australia has seen inter-state migration pushed to Victoria.



The effect of the population growth has subsequently created additional employment in the housing sector as these new interstate and international migrants seek accommodation.

The perpetual motion of this cycle cannot continue indefinitely. The economies to the west of Victoria are starting to recover from the resources cycle and they will not be an ongoing supply of population growth. The closure of large industrial employment hubs in Victoria including the automotive sector and other similar manufacturing facilities will have an impact on employment which will slow the rate of overseas migration as it spreads more widely across the economy.

The housing cycle is also starting to cool as the record supply of new housing is slowly soaking up the pent-up demand in Melbourne. Regulatory interventions into the market to restrict investors and foreign investment in this drop in inward investment. At this stage the jump in first home buyer participation is filling the gap, but ongoing withdrawal

of investors will eventually impact on the number of new dwellings being commenced.

With forecasts of growth in Victoria set to strengthen in 2017/18 and remain above the state's decade average in 2018/19, the strong economy should support an elevated level of home building in the state than if the housing cycle downturn was coinciding with a broader deterioration in the state economy. For this reason we expect that the cooling cycle will be modest and gentle.

Within this context we expect that detached house starts in 2017/18 to cool by around 0.2 per cent below the level recorded in 2016/17 before a more significant decline by 13.1 per cent in 2018/19.

In any other circumstance this would be a significant reduction in activity, but not amid this super-cycle a down-turn of this magnitude will leave building activity significantly above previous market peaks. ■

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# Wilson & Bradley's new Melbourne showroom is now open



Wilson & Bradley's new architecturally designed Melbourne showroom is now open. Designed as a residential space, the new showroom showcases the company's extensive range of products that are suitable for the Australian home.

The showroom is divided into a variety of stunning areas including a kitchen, wardrobe, bathroom, laundry and living room, and is designed to display the latest products and best sellers from top brands in an elegant and minimalistic lifestyle space.

The company's key brands, Blum, Sige, Wesco and L&S, can be found throughout the showroom in a range of sizes and colours to help customers select the right products for their homes.

Wilson & Bradley also now provide the opportunity for customers to book an appointment with the showroom consultant who can take them through the vast array of products Wilson & Bradley has to offer.



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# Slicing manufacturing cost with high-shear tooling

Engineered composite wood panels with decorative surface laminates provide manufacturers with innovative and economical alternatives to solid wood. An ever-evolving list of laminate options, from paper to metal, soft to hard, smooth to textured, allow designers unlimited artistic freedom. However, the combination of low-cost core material (particleboard) with a broad range of surface laminates can pose significant challenges in the fabrication process.

Manufacturers are now making tremendous advances in quality and productivity with high-shear cutting tools. High-shear cutting tips, with over 30 degrees of shear, effectively convert the cutting process from a "chiseling" action to slicing and shearing.

Seeking lower cost raw materials, manufacturers are often forced to use poor-quality particleboard. Manufacturing processes for lower-cost panel material generally means diminished quality control. As a result, the scrap wood shaving and chips used to make particleboard are inadvertently combined with rock, minerals, and metal during the extrusion process. Combining the poor quality of wood chips with newer, environmentally friendly binders results in board with a very loose centre core. Applying delicate, wear-resistant surface laminates to this poor-quality substrate can result in serious processing problems and costly scrap loss.

High-shear tools easily slice through surface laminates and particleboard, yielding remarkable edge quality and far fewer voids due to plucked chips. Exceptional cut quality, without voids, results in perfectly sealed banded edges without telegraphed defects. The dramatic reduction in cutting pressure provides optimal cut quality in soft and hard materials alike. Another noteworthy benefit to high-shear tooling is exponentially longer service life. The greatly reduced cutting pressure causes far less tool wear and damage, resulting in extended performance times exceeding 25 times that of tools with shear of less than 30 degrees.

Innovative tooling solutions utilize high shear angles to greatly reduce cutting pressures, improving quality and tool life. Extreme pressure is responsible for many machining defects. The key is to apply just the right amount of shear in the design of the tool to solve cutting issues. Too much shear can also be problematic. Tools with extreme shear, in excess of 55 degrees, begin to create too much compression force that again increases cutting pressure and related defects such as plucking, chipping, and grain tearing. Extreme-shear tools are also significantly more expensive to manufacture and service, because they require significantly more polycrystalline diamond coating (PCD) to cover the required cut width. Leitz innovative WhisperCut EdgeExpert pre-mill cutters feature removable high-shear tips, which can be replaced in the field. The proprietary PCD-tipped carbide knives are precisely seated and secured for exacting performance. The knife pockets and knives are laser etched to ensure correct knife placement. Tool performance is equal or superior to that of tipped PCD tools, but with far lower operating costs due to inserts that are re-sharpenable up to 10 times. The ability to replace knives, eliminates the need to replace cutterheads or hold multiple redundant cutters in inventory. Additionally, the closed design of aluminium tool body is lighter and quieter, reducing machine wear and manufacturing noise.

The Leitz WhisperCut tools, with their lower mass, are able to jump into and out of panels more softly, lessening transition damage. The tool gullets, which are designed around Leitz Dust Flow Control (DFC) principles, prevent tip damage by directing chips and dust away from the tool and into the extraction tube. WhisperCut tooling can also be equipped with Leitz data chips, for use in Industry 4.0 / Smart Manufacturing environments.

Diamaster EdgeExpert router bits offer outstanding cut quality at maximum feed rates in their three-wing version. Users will achieve a perfect edge finish on difficult-to-machine materials like thin papers, foils, high-gloss coatings, or veneers. Moreover the finish of even difficult-to-machine core materials will be smooth and free of plucking and voids in the edge surface. EdgeExpert routers are the perfect solution for laser edgebanding technology where zero joints





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► are required, especially when mated with Leitz ThermoGrip precision CNC chuck technology. ThermoGrip chucks provide the most rigid link between the machine spindle and cutting tool; the combination of perfect tool concentricity and light cutting pressure have allowed Diamaster EdgeExpert routers to achieve as much as 60X the life of identical PCD routers with standard shear. Diamaster EdgeExpert routers are also available in combined RH/LH rotation, providing optimal cut quality without tool changes.

Leitz EdgeExpert design principles can be applied to straight and profiled tools, and are beneficial in all engineered and solid wood applications. For example, EdgeExpert milling tools, combined with hydro format spindles (HF30), offer the best solution for long life, highest quality edges in high gloss and difficult-to-machine-surfaces.

A large office furniture manufacturer has now implemented Leitz EdgeExpert (high-shear) pre-mill tools on all edgebanders. "We decided to convert all machines to Leitz

WhisperCut EdgeExpert tools, based on the exceptional performance and extremely quick recovery of the purchase price."

A large RTA furniture manufacturer is using high-shear tooling to reduce chipboard core plucking and ensure optimal panel edgeband quality. "Ensuring proper edgebanding adhesion and perfectly sealed edges is critical to achieving our quality control specifications."

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# New partnership sees \$12 million Brisbane production facility unveiled

KWB Group, owner of the Kitchen Connection brand, recently unveiled its new \$12 million production facility in Brisbane as part of a new partnership with manufacturing company KT3 Kitchens.

The new industrial asset that spans 10,800 square metres of prime industrial land, will allow the company to relocate its manufacturing plant from New South Wales to Queensland, creating a welcome boost to the local jobs economy.

KWB Group managing director John Bourke, advised the Lytton site was strategically selected for meeting expansion goals and increasing warehouse production for both the kitchen and wardrobe divisions.

“Investing in Queensland is a big focus for our brand at the moment. The Lytton site presented one of the best options for us due to its sheer size, accessibility to main arterials and proximity to our expanding network of Kitchen Connection showrooms.”

“Our showrooms throughout the Gold Coast, Brisbane and Sunshine Coast are experiencing unprecedented demand and we wanted to be in a position to better service that geographical footprint and cater for additional showrooms over the next 5 years. We now have the opportunity to be able to sell and install kitchens faster and more efficiently than anyone else in the Queensland renovation market.”

To establish the manufacturing facility, KWB Group partnered with Adelaide’s largest kitchen manufacturer, KT3 kitchens.

Said John, “With KT3’s involvement, we no longer have the wait time or the cost of transporting 160 kitchens per month from our previous production facility in New South Wales which is a win for our bottom line and also for our customers.”

“We will also be able to supply an even higher level of customer service in terms of customisation and rectifications.”

Mark Farquhar, general manager of KT3, advised they were fully invested in the partnership with KWB Group, installing the very latest in production machinery and recruiting highly experienced production staff for the Lytton facility.

The new Lytton production facility is part of an aggressive growth strategy by KWB Group, which has seen a multimillion-dollar turn around for the business since it was acquired in 2012 by John Bourke and business partner Chris Palin.

The business has experienced an average annual growth of 23% over the past 5 years with orders now expected to be in excess of \$60 million for this financial year.

Said John, “The Kitchen Connection brand is going from strength to strength with our sales growth and showroom rollouts which is no small feat considering Australia’s tough retail trading conditions at the moment.”

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Peter Farquhar (left) from KT3 kitchens showing Ross Vasta, Federal MP, through the new production facility.



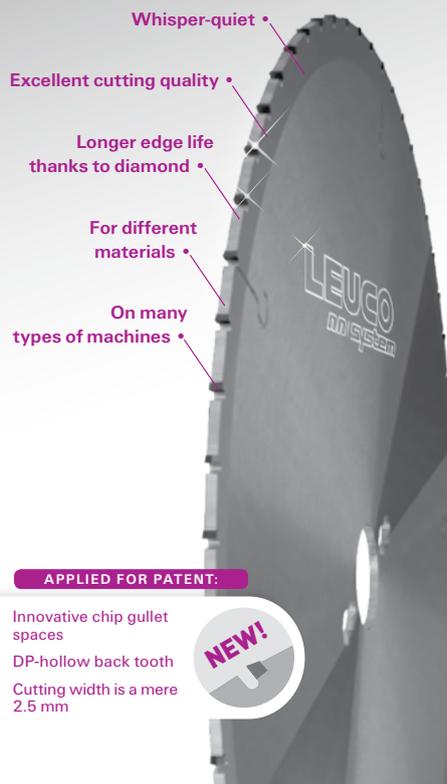
Right: From left to right: John Bourke (KWB Group), Peter Farquhar (KT3), Chris Weyland (KT3) Dan Smentana (Joyce Corp), Ross Vasta MP at the new production facility unveiling.



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# Kitchen business is hot for this inventive Hobart couple

## Holz-Her edgebander sets production pace

The kitchen business is hot and designer Adrian McKenna likes it that way. Adrian and his wife Kiri are cooking up a storm at their Ezikit factory and showing it off at their new showroom in Hobart thanks to German ingenuity and precision in the shape of a new Holz-Her Lumina 1375 edgebander that has carved away man hours and raised production to record levels.

---

*‘It’s the hub of our manufacturing process’*

---

Since they established Ezikit 13 years ago, Adrian and Kiri have built more than 3500 kitchens and are at the next stage - the opening this month of a 200 square metre design and selection centre in the heart of Hobart with eight main kitchen displays as well as bathroom, wardrobe and laundry displays ... and the Lumina 1375 is there to show how it was done.

“We’re working well together - a balanced team,” said Adrian. Sharing ideas and playing to their strengths, they have become leaders in their field as they continue to innovate and expand. A former draftsman and building designer specialising in 3D visualisation, Adrian says the Lumina 1375 edgebander - launched at Ligna Hannover last year - has stepped up Ezikit’s production on many levels, enabling their current expansion.

Innovative Hobart kitchen builders Kiri and Adrian McKenna beside the “beating heart” of their Ezikit factory... the Holz-Her Lumina 1375 edgebander.



“It’s a set-and-forget machine,” he says. “It’s the hub of our manufacturing process.” That means simple handling and high productivity and 100% repetition accuracy. “Edge work in the past - we’ve used three different edgebanders - absorbed a lot of time, post-edging to achieve acceptable levels. With the Lumina we’re saving two to three man hours a day, production is ‘clean’ and we don’t have to attend to anything.”

“Do the maths - with a staff of 13, that’s a substantial saving every week. “Working in tandem with state-of-the-art CNC machinery, the Lumina 1375 takes everything that is thrown at it with precision and accuracy. A big feature is that the machine has two units, which are interchanged by way of a trolley in under three minutes.

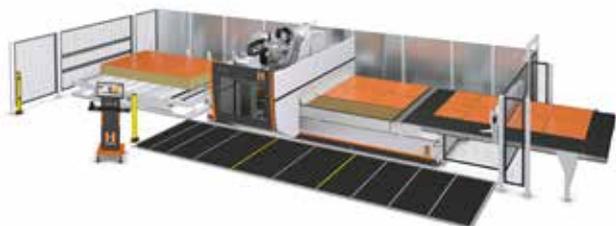
The patented GluJet unit for waterproof PUR gluing can be easily pulled out to insert Holz-Her’s unique LTronic unit for invisible joints. Program selection and 12 NC servo-axes ensure rapid and reproducible setup operations without even opening the hood.

“We marvel that six months after commissioning we’ve barely touched or changed anything - we’ve never had this experience with any of our machines,” Adrian said. “Finishes are flawless with the PUR zero joint gluing. Besides complete processing of all common edges, the zero joint method is out front when it comes to repetition accuracy and automation levels. Also, the Lumina can master zero joint finishes with all edge types.”

Production cycles start early in the week focusing on MDF for vinyl wrap doors, a substantial part of the business. Melamine and other decorative products follow from Laminex and Borg Industries and meet E0 and E1 Australian standards for emissions. Returning to the Holz-Her gluing process, Adrian says the laser functionality of the machine was a key part of the reason he chose the Lumina 1375.

“For us, laser edging was about future proofing our business,” he said. “It’s big in Europe and quite unique.”

Ezikit purchases edging pre-applied with adhesives specifically designed for laser treatment. “There is no application of glue in the factory; the laser simply activates the glue on the edge, which gives a discreet glue-line,” Adrian said. “In the near future, this method will grow and architects and specifiers will demand it.”



Since they established Ezikit 13 years ago, Adrian and Kiri have built more than 3500 kitchens and are at the next stage – the opening this month of a 200 sq m design and selection centre in Hobart city.

Ezikit prefers to work in its own backyard servicing mainly the flat-pack DIY and trade market in Tasmania. "It's more about custom-building a premier flat-pack option for the industry," Adrian said. Adrian and Kiri are happy and content in their business, always looking to the horizon for new ways to hone their skills and improve product.

Holz-Her has been part of the Weing Group since 2010 when Michael Weing AG announced an investment of \$5.29 million in Holz-Her's production plant in Voitsberg, Austria. "Since then growth has been enormous," Holz-Her Voitsberg CEO Harald Steiner said. "We have grown by 100 employees and sales have increased by 40% percent. Holz-Her's product line includes edgebanders, CNC machining centres, beam saws and vertical panel saws.

Adrian summed up: "Tasmania may be removed from the mainland, but we can't fault the back-up from Weing. In the past with some machinery suppliers it has felt like deliver and forget. With the Holz-Her unit, Weing has delivered the goods and the service."

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## Storage solutions with style

Finish projects with style with the new range of Finista storage solutions from Lincoln Sentry.

This latest release of Finista solutions features a wire ware programme perfect for multi-residential project fit-outs. The programme includes a pull-out pantry offer, a range of corner solutions and a selection of cabinet caddys, all perfect for when space is at a premium.

Stylish grey in colour, this new range of storage solutions will complement any project and look great within the cabinets. These German made solutions are easy to install and are all backed with a 4-year warranty.

Finista products are carefully sourced from all over the world, allowing manufacturers access to a range of products that will help finish any project with style.

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by Jim Bowden

# Rolling out Responsible Wood message to trade, consumers

**A STRONG MESSAGE** about Australia's timber legality and sustainably-managed forests is being rolled out across the trade in a national campaign by Responsible Wood.

Hyne's manager, strategic relations, Katie Fowden said the Responsible Wood logo and its message were aligned to the company's wood sales and marketing policy. "It sends a clear message to our customers – and their customers – through our national distribution network that the wood supplied is from a reliable source."

Responsible Wood CEO Simon Dorries said he was delighted by the wide acceptance of the logo at timber trade outlets across Australia.

"We're happy to 'beat the drum' about the legality and sustainability of Australian wood products and that they are from sustainably-managed forests," Mr Dorries said.

He said more than half of the users of the previous AFS brand had taken on the

Responsible Wood logo - only a few months after its launch, which was a brilliant result. Australian Forestry Standard changed its name to Responsible Wood in November, implementing a clear consumer-focused strategy about the sustainability of certified wood products.

Mr Dorries said Responsible Wood had developed new and updated marketing material to be used by participants in the RW scheme and had started a consultation process with retail and wholesale timber merchants.

"We're providing all the material they will need to add emphasis to their own consumer advice on certified wood products," he said. Mr Dorries flagged the appointment soon of marketing officer who would take a trans-Tasman role in promoting Responsible Wood. ■

Joining the promotion are Hyne Timber's Jeff Gibson, northern regional manager (left), and Andrew Proctor, customer service manager, pictured at one of Hyne's Queensland distribution centres.



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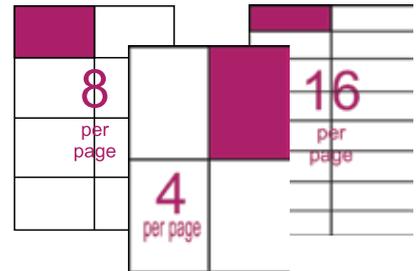


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# Dominator - luxury boat builders

Located on the picturesque east coast of Italy, Dominator Boat Builders is a relatively new addition to the realm of luxury yachts.

Founded in 1999, the company has quickly earned a reputation for building marine thoroughbreds - reliable, refined vessels with no shortage on power.

One of the company's main advantages is the onsite construction of every facet of the vessel. From the initial design through to fibreglass mouldings through to the interior fitout, every part is done inside Dominator's extensive factory.

The popularity of their product is thanks to each vessel being customised to suit the individual purchaser. With such a high degree of personalisation, each phase in the construction process must be flexible, however none more so than the interior fitout team.

To ensure Dominator retains this competitive edge, the company enlisted the assistance of MiniMax, who specialise in versatile and reliable production machinery. MiniMax became Dominator's preferred choice thanks to the large capacity machines that offer excellent value for money and performance.

Part of the SCM Group, MiniMax has been an

active producer of woodworking machines for over 20 years, dedicating itself to both single function and combination machines.

Dominator's production took off in 2003, when the acquisition of the Bugari shipyard. Traditionally, Bugari shipyards constructed steel vessels, giving Dominator a much needed stepping stone into this specialised area. Now, side by side, both traditional steel hulls and fibreglass hulls are constructed in the Dominator complex.

The Dominator production line is separated into work 'islands' - each island responsible for a different area of production. Within each



island are all the necessary machines needed for that job.

One of the largest islands is the interior fitout section. With each vessel having different layouts, construction materials and customer requirements, the versatility of the MiniMax machines have proven invaluable.

Dominator's MiniMax sliding table saw has a 3.2m table, used for all the sizing of the panel and solid timber components. With a 400mm blade capacity, this machine works well for Dominator's panel and solid timber requirements.

Their detailed joinery work is performed on a combination of MiniMax routers, spindles, surfacers and thicknessers. Final finishing is



then completed on a combination of MiniMax sanders, including the LS3000 stroke sander.

Throughout Europe the Dominator range is increasing in popularity, proving the company's investment in both machinery and design diversity is a success.

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by Lee Gabbett  
SCM Group Australia Pty Ltd



# Should you attend trade shows?

**HOW DO YOU MAKE SURE** you get the most out of any trade show you visit, and how to you decide if it's worth your time attending?

Trade shows are a chance for all members of the industry to put their best foot forward; the entire event is designed around impressing prospective clients – like you!

Since the trade show will be taking you away from your business for the day, make sure you have planned ahead to get the most out of your trip. You can maximise your time by following these simple tips.

## Pre-show planning

Some trade shows offer discounted tickets, free entry to industry or special offers to early bird registrations – take advantage! Pre-registration will also give you quick and easy entry on the day.

Take a look at the vendor listing and exhibit map to plan out who you want to see and which networking events or seminars you'd like to attend. While you might spot something on the day you hadn't originally planned on seeing, knowing which exhibitors you want to talk to as a minimum will help you get value out of attending.

Before you visit, know exactly what you'd like to buy. You'll be able to take advantage of discounts and special offers as well as keep within your budget if you have a plan rather than making impulse purchases.

Trade shows can be a fantastic learning experience so consider bringing any member of your team who might benefit from exposure to an industry event. You and your team will be able to participate in seminars and networking events that will expose you to new people, products and ideas.

## On the day

If you've travelled to attend the trade show, take advantage of any hotel discounts on offer for attendees, and bring along a bag for all the brochures, freebies and product samples you will collect on the day.

This is your chance to get up close and personal with vendors. Use the opportunity to speak to specialists and experts you may not normally have access to, see demonstrations first hand and become educated so that you can pass your knowledge on to your own clients. Building your business from a trade

show comes in many forms – utilise every resource you can find.

Simple steps such as making sure you have enough business cards to hand out to new contacts, having a pen and notebook ready and wearing your name badge so you can easily be approached will all help to add to a successful day.

## Post show analysis

After the trade show has finished, compare your initial objectives to the outcome of your attendance. Did you stay in budget? Is there a positive long-term effect for your business? Were you exposed to new products, ideas and trends that you can use to streamline your own business processes?

By considering the different influences a trade show has had on your business, from networking opportunities and learning about new industry developments through to cost savings on purchases made and the chance to check out your competition, the benefits of attending a trade show can be numerous and far-reaching.

Once you have a chance to reflect on your experience, it is very likely that you will be confident in knowing the time you have spent at trade shows was worthwhile. ■



# The Weinig Group at Holz-Handwerk / Fensterbau frontale 2018:

## solutions tailored to customer benefits

The Weinig Group exhibition programme in Nuremberg is entirely centred around optimal customer benefits. Under the slogan "Think Weinig", the market leader in machines and systems for solid wood and panel processing will be demonstrating a total of 30 exhibits live, all of which have been specifically designed to secure competitive advantages for business of all sizes.

### Perfect answers for every target group

Both traditional artisanal operations and digitized companies will find the right solution for their production requirements on the Weinig stand in Hall 9. Visitors can not only experience networked solutions of the highest W 4.0 digital standard in action, they can also see modern, stand-alone machines with automation at every performance stage. All exhibits share the Weinig philosophy of ensuring optimal manageability of increasingly complex technology via simple operating concepts. The international hot topics of flexibilization, resource efficiency and predictive maintenance will also be in the spotlight. Smart tech and system integration will also be high on the agenda.

### New entry-level moulder

In the Product Unit Planing and Profiling, the new Unimat 217 will celebrate its world premiere. The compact craftsman's machine for four-sided solid wood processing is

considerably more user-friendly than comparable machines in its performance category and offers significantly greater added value than its predecessors. This is particularly due to a number of features being adopted from the next largest Powermat series.

The Powermat 700 from this performance category, the world's highest selling Weinig profiling machine, will also be exhibited in Nuremberg. Stand visitors will have the opportunity to see demonstrations of a six-spindle version for various profiling work as well as a machine especially equipped for window manufacturing requirements. For larger requirements in terms of performance and flexibility, Weinig offers the Powermat 1500. The solution is aimed at semi-industrial production requirements. An automated Powermat 1500, equipped with the SmartTouch digital set-up aid and connected to the Weinig System Plus work preparation, will also be on display at Holz-Handwerk. This highly-efficient solution covers fully-automated tool grinding, tool measurement and virtual set-up of the moulder. And, of course, Weinig could not go to Nuremberg without the successful Cube Plus. The easiest four-sided planing machine to operate on the market offers automatic positioning via touchscreen display and completes planing work 10 times faster than a straightener and planer.

### Fascinating Weinig world of windows

Weinig will underline its outstanding expertise in Nuremberg with exhibits from the entry-level segment to the Smart Factory. The Conturex Compact on the stand will include the new WMC (Weinig machine control), which celebrates its premiere. In the particularly user-friendly user interface designed for group-wide use, Weinig is setting standards in the lowest performance category in terms of handling and production safety. The virtual tour in Weinig Solid WF promises to be a particular highlight in the high-performance segment. Stand visitors will have the opportunity to look inside a Conturex system with the highest level of equipment using 3D glasses. Cutting-edge technology, integrated production and networking in the Weinig W 4.0 digital standard will come together to provide a spectacular experience. The individual visual experience will be broadcast live to spectators outside of the black box. Demonstrations of the Weinig Service App are sure to attract great interest. In the new version, Weinig is taking monitoring to the next level. ▶



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# FREE Industry Specialist Mentoring to Australian Apprentices & Trainees \*

A targeted program to support 1st and 2nd year Apprentices & Trainees

## The ISMAA Program

To assist apprentices and trainees in overcoming life and work-based challenges, working towards completion of their trade training.



## What is Industry Specialist Mentoring for Australian Apprentices (ISMAA)?

- Industry Specialist Mentoring for Australian Apprentices (ISMAA) is funded by the Australian Government and provides intensive support to apprentices and trainees in the first two years of their training in industries that are undergoing structural change.
- Industry Specialist Mentoring for Australian Apprentices (ISMAA) complements other Australian Government support for apprentices, trainees and their employers through the Australian Apprenticeships Incentives Program, Trade Support Loans and the Australian Apprenticeship Support Network.
- Industry Specialist Mentoring for Australian Apprentices (ISMAA) is delivered by Service Providers across Australia in major cities as well as rural and regional areas.

## Why was ISMAA developed?

The ISMAA program aims to significantly increase retention and completion rates for apprentices in industries undergoing structural change and those impacted by critical skills shortages. FIAA's program will ensure the ongoing development of a highly skilled and competent workforce within the Furniture and Cabinetmaking trades with an aim to support the longevity and sustainability of this vital manufacturing sector.

## FIAA's Involvement

The Furnishing Industry Association of Australia (FIAA) is an approved provider of the Department of Education and Training (DET) ISMAA program.

This will be a tailored, individualised mentoring program to support the cabinetmaking, furniture and kitchen/bathroom manufacturing sectors. The ISMAA program is available FREE to 1st and 2nd year apprentices and trainees within the manufacturing sector across ACT / NSW / SA.



Industry Specialist Mentoring for Australian Apprentices (ISMAA) is funded by the Australian Government Department of Education and Training.

\* Applies to ACT / NSW / SA 1st and 2nd year apprentices / trainees only.

For more information please contact: email: [ismaa@fiaa.com.au](mailto:ismaa@fiaa.com.au) Phone: 0419 786 836

► **Improved cutting efficiency for small operations**

When it comes to cutting, Weinig's expertise ranges from the floor-mounted saw and high-speed cross-cut saws to scanner systems and rip saws. The stand in Nuremberg will feature a cross-section of the current portfolio. Highlights include the OptiCut S 260 throughfeed cross-cut saw with a feed speed of up to 250 m/min and camera-based detection of three qualities. The OptiPal + OptiResult software package is particularly attractive to small businesses. Demonstrations will show how the tool makes cutting more efficient from single-item batches upwards. The software offers a range of functions from product and parts list management, order entry and cutting list creation, pre-optimization of cutting lists for optimal yield and creation of picking lists to screen-supported machine operation and parts identification after cutting. Another exhibit in Nuremberg will be the EasyStop automatic positioning system for the OptiCut C series as an optimal entry to automating manual processes for smaller operations. The system can also be integrated into existing cross-cut saws. A new addition to BKS band resaws is SplitAssist laser width measurement. An optimized surface facilitates operation. The proven FlexiRip 3200 now has cutting height recognition, ensuring that the material is always ripped optimally with an allowance.

**New gluing press with simple handling**

Weinig will present a further innovation in Nuremberg in the area of gluing. The ProfiPress L B combines all of Weinig's know-how in high-frequency gluing and press technology in a single machine and significantly simplifies the production of window scantlings, beams and panels. Particularly high forces exerted from the side and above ensure perfectly sealed glued joints.

**Nextec revolutionizes small business**

One of the outstanding Weinig trade fair exhibits making its debut in Nuremberg is the new Nextec technology from Holz-Her, the panel processing specialist within the Weinig Group. Nextec revolutionizes the way joiners work and equips them for the challenges of the future. The technology is a complete solution for a modern furniture finish, efficient production and effective sales. Nextec can produce made-to-measure furniture in just three steps.

The series is on the market in a range of models and has various automation components. Two versions will be on display at Holz-Handwerk: Nextec 7707 and Nextec 7735 lift. The latter comes equipped with 5-axis technology and a lift table. The integrated 5-axis head allows all angles and miters to be processed with CNC precision. With a processing height of up to 300 mm, the machine opens up entirely new areas of application.

Holz-Her will be presenting another 13 machines on the Weinig stand besides the pioneering Nextec. These include solutions for CNC processing and edge banding with Holz-Her zero-joint technology. The Lumina series, which will be exhibited in Nuremberg, is equipped with the GluJet glue application system for series production with PUR adhesive and Ltronic, the fully-integrated laser edging unit for processing laser edges. The Holz-Her line-up will be completed by panel dividing saws. Holz-Her will demonstrate at Holz-Handwerk how a profitable smart workshop can evolve for businesses of all sizes in combination with the Store-Master intelligent panel store and material handling system.

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**CAREER OPPORTUNITY**

**Working in the timber/wood products industry and interested in a sales role?**

Weinig Australia is looking for a suitable person to take on a sales role in Queensland, selling its world renowned HolzHer brand of machinery and manufacturing solutions, supplying the timber, panel and wood-based industries.

If interested, please send an expression of interest to Neil Forbes at [nforbes@weinig.com.au](mailto:nforbes@weinig.com.au)

**THINK  
WEINIG**



# The master boat builder from Waging See

Over 100 world championship titles, numerous Olympic medals and countless national championships have been won with their regatta boats: For Leonhard Mader junior and his son Andreas from the Mader shipyard in Waging am See, it's completely normal for their customers to regularly make it to the top of the winners' podium with sailing boats from their own shipyard. This is because the Waging Olympic, international and national regatta boats mean excellent quality and customised fittings for each regatta racer. When generating the vacuum for resin infusion in the production of GRP parts for the boats, Mader itself also focuses on quality: The company exclusively uses Busch R 5 rotary vane vacuum pumps for its superb sailing boats.

Mader was founded as a joinery by Leonhard Mader senior in 1952. Two years later, the first wooden boats were produced. In 1956 Leonhard Mader used vacuum for form-gluing wooden parts for the first time, and these were used to create his first "Flying Dutchman". Mader built his first boat completely out of synthetic material in 1962; this was also a "Flying Dutchman", made of glass fabric and epoxy resin. The Mader shipyard made its major breakthrough with the 1972 Olympic Games in Munich, or more specifically the sailing competitions in the Kiel Fjord - the boats for all participants in the Finn Dinghy class were made and supplied by Mader. The 1976 Olympic sailing competitions in Kingston, Canada, caused a major stir: All participants in the Tempest class sailed on Mader boats, and only the British favourites used a different vessel. Out of frustration from only coming 14th, the two Britons set their boat on fire in the middle of the lake, and sank it.

Today, Mader focuses only on building international and national-class boats, and produces around 15 to 20 regatta boats per year on request from sailors all over the world. The company caters to its customers' individual preferences whilst always complying with the strict regulations. The shipyard's other mainstays are building motorboats and providing boat repairs. The shipyard has been run by Leonhard Mader junior and his son Andreas since 2003.

## *sailing boats top of the winners' podium*

All the boats feature a hull and inner shell made of fibreglass-reinforced plastic, and the resins used are predominantly vinyl ester or epoxy resin. Only R 5 rotary vane vacuum pumps from the company Dr.-Ing. K. Busch GmbH are used to evacuate the mould in the resin infusion process as this proved the most successful in day-to-day use. Both Leonhard and

Andreas Mader value the reliability of these robust vacuum generators. When, in 2007, the company received the order to build all boats in the Star class for the British Olympic team, Leonhard Mader decided to build these using pre-impregnated fibre (pre-preg).

A new room was built in-house to ensure the temperature required to process and dry out the resin could be maintained. For Mader, it was essential that only a Busch R 5 rotary vane vacuum pump would be used for vacuum generation. After all, for this prestigious contract, the production of all boats would have to subject to fully reliable and precise parameters and the factors of temperature, time and vacuum level had to be precisely coordinated. Britons Iain Percy and Andrew Simpson winning the gold medal in the Star class on a Mader boat is the best proof that Mader provided outstanding work.

R 5 rotary vane vacuum pumps are used in a wide range of industrial applications. In resin infusion processes, it is not only important that they reach a vacuum level of 0.1 millibars on an ongoing basis, corresponding to a vacuum of 99.99 percent, but also that sufficiently high pumping speed is still generated with high vacuum performance. After all, even when very precisely sealing the synthetic core using foil, a leak may result in the permeation of small quantities of air, which then need to be immediately extracted again using the vacuum pump. High vacuum performance ensures fast, bubble-free and

Boat hull mould during resin infusion

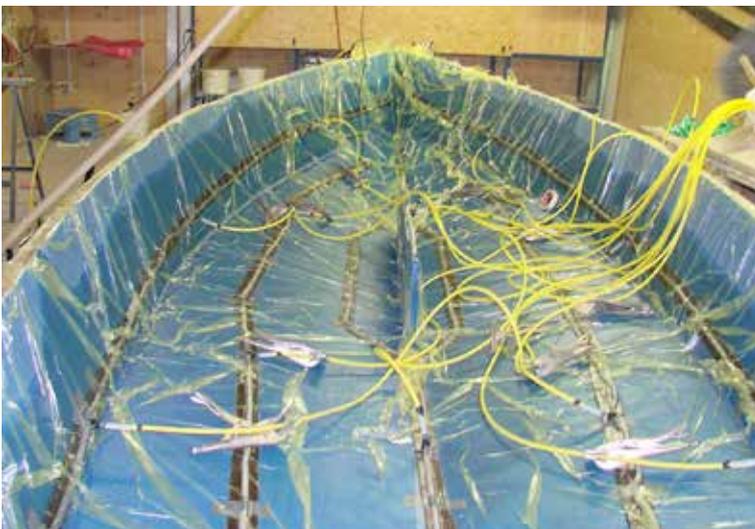


Photo: Mader shipyard

complete resin infusion. The performance of the R 5 rotary vane vacuum pump can be controlled with a throttle valve, for example if the resin needs to be prevented from flowing too quickly into the mould. This guarantees high product quality, and means that costs for reworking to repair cavities no longer apply. Their oil-sealed functionality means that R 5 rotary vane vacuum pumps are not sensitive to the gases that are produced during the drying-out process. These are conveyed through the vacuum pump without being condensed. A resin trap is connected upstream of each of the R 5 vacuum pumps, which prevents resin entering the vacuum pumps. Mader has been using Busch R 5 vacuum pumps for decades. There has not yet been a single fault, or any downtime, even though the vacuum pumps are in operation throughout the drying-out process.

Maintenance is limited to an annual oil change. At the Mader shipyard, this is organised by phone and carried out by a Busch service technician. As a result, a safe vacuum supply is



Photo: Busch Dienste GmbH

also guaranteed at the shipyard for the future, and Leonhard Mader junior and Andreas Mader are sure to build many more sailing boats for future international and national champions.

R 5 rotary vane vacuum pump to evacuate the mould and infuse the resin

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# Alphacam providing flexibility for caravan manufacturer

Crusader Caravans is one of the leading Australian owned caravan manufacturers, who have been manufacturing caravans for more than 20 years in Victoria. The manufacturing plant takes up over 3000 square metres and is currently finishing between 12-14 caravans a week. With a team of over 65 staff, caravans take no more than 15 days to be manufactured and fitted out ready for delivery to a new customer.

Crusader Caravans has recently implemented Alphacam, from Planit Cutting Edge Solutions, into the business, bringing a previously outsourced process in-house to automate more processes and give the company's design and production teams more flexibility.

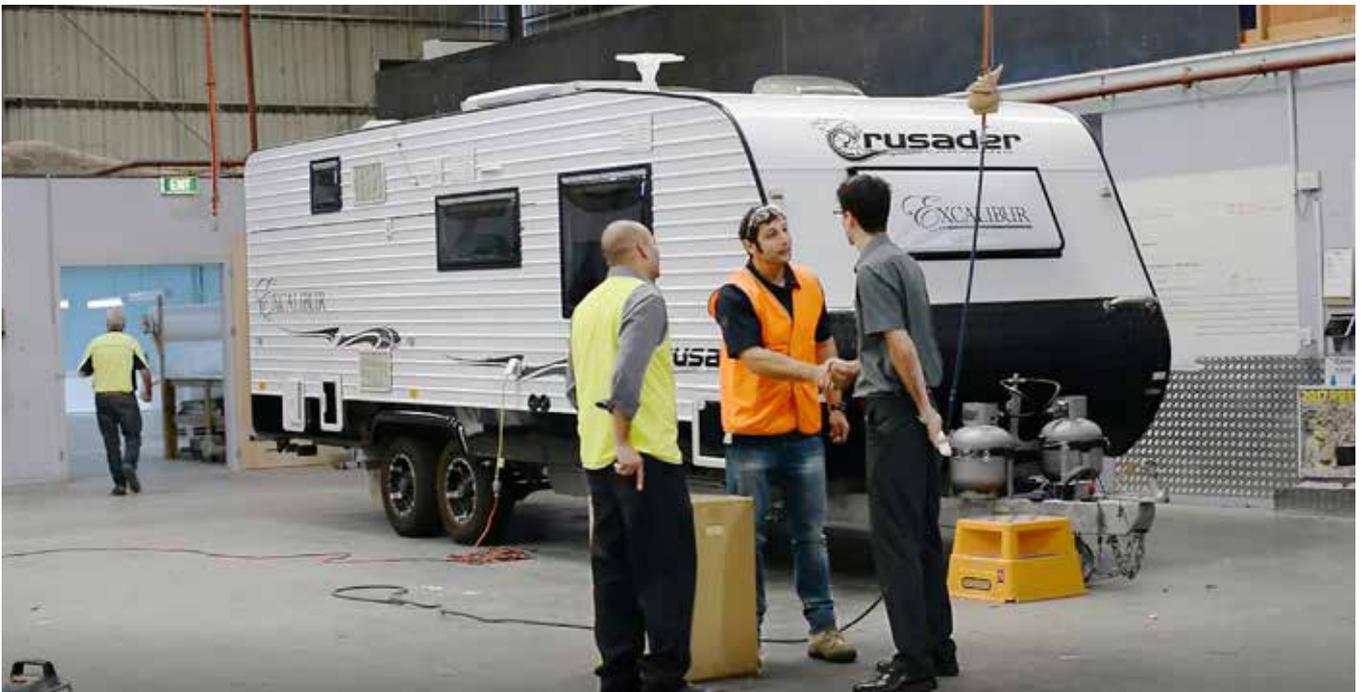
The Crusader range of Caravans is currently being designed in another CAD program giving them specific functionality needed for caravans. Their team of designers ensure that the caravans meet the specifications of each individual customer, as well as road and transport regulations.

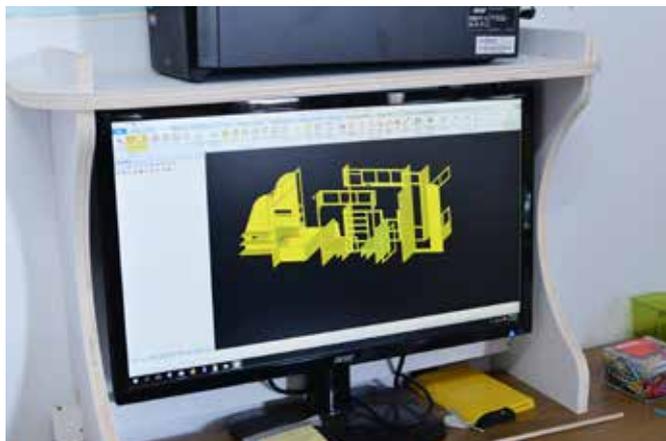
Nirav Patel, CAD-CAM project manager at Crusader Caravans, shared with us that the cabinetry and joinery elements are then exported from the CAD program and then brought into

Alphacam to be used as the CAM engine. Alphacam's CAD Translator feature has the ability to read a wide range of CAD file types and easily fits into the process for manufacturers such as Crusader Caravans.

This method only takes a few clicks by using Alphacam's 'Input CAD' feature and converts the file into the individual parts, allowing users to easily apply the tool sets ready for nesting with the Automation Manager. The flexibility of Alphacam allows both the design and production teams to cater for small modifications to a design by a client, or apply a different material or tool, whilst not delaying production schedules as Alphacam will process the hundreds of parts efficiently within a short amount of time.

One of the key benefits of Alphacam is the ease of which users can pick up using the program. Skills from other CAD programs are easily adaptable to using Alphacam, and doesn't take long for new users to begin to put Alphacam into action and see results. It also allows businesses like Crusader Caravans to experience the best of both their CAD program and Alphacam – using the right tool for the right job approach.





It is such a major advantage for Alphacam to be able to read files from so many different CAD programs, showing why it's used in so many businesses and respected right across the world.

Alphacam is currently connected to both Crusader's Multicam and SCM CNCs. Alphacam's ability to be utilised as a CAM engine and output G-Code for either machine assists in efficient manufacturing to keep up with the demands of the company's manufacturing schedule. Alphacam has helped automate more processes for Crusader Caravans, and is part of the businesses plans in increasing the output of vans.

Nirav added, "We are always trying to push development of our caravans. We are looking towards the future, and Alphacam is helping us enhance our designs by being able to take any shape and send it to the machine."

The design team at Crusader has been able to ramp up its research and development with the ability to easily take prototypes and quickly have them machined on the CNCs and assist in creating mock-ups. Continually trying to bring

the home into the van means Crusader Caravans are always researching new designs and layouts. Alphacam helps improve the turn around time on development. The caravan industry is a competitive market, so being able to enhance its research and development will keep Crusader Caravans an industry leader.

Alphacam's flexibility has allowed Crusader Caravans to embrace modern joinery techniques, which is enhancing the cabinetry within the caravans and lifting the quality and level of luxury in Australian made caravans, allowing purchasers to take their lifestyle with them on the road.

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# ShoreMaster pushes 4.5 million kilos of aluminium with TigerStop

Founded by Marsha and Dennis Tuel Sr in 1972, sport equipment manufacturer ShoreMaster began in Carlos, Minnesota, a small town with less than 500 people. As part of the Land of 10,000 Lakes, Dennis and Marsha drew inspiration for their range of waterfront equipment from the surrounding water bodies of their hometown.

Today, ShoreMaster is most famous for its configurable standing docks, wheel-in docks, floating docks, railing, an array of boat lifts, canopies, ShorePorts®, and more, sold in numerous countries around the world.

## Making the case for aluminium

In the early 70s, the majority of the Tuel's contemporaries were manufacturing docks and water products using steel. In a completely unprecedented approach, Dennis focused on building with aluminium - a lighter, more resilient material. And thus, the first aluminium, welded-frame boat lift was developed by ShoreMaster, turning the entire waterfront industry on its head. For nearly 45 years ShoreMaster boat lifts have been a trusted brand used by water sport lovers everywhere.

Wooden docks are extremely heavy and have the tendency to rot and warp over time, requiring ongoing maintenance. Steel docks also need regular maintenance, and can corrode and rust over time. Steel is also incredibly heavy, making it a more difficult material to work with.

Aluminium was the clear winner for ShoreMaster. It is light weight and corrosion resistant allowing aluminium docks and boat lifts to be left in the water all winter long. For those areas where docks must be removed each winter for safety reasons, lighter is better. At 30-45% lighter than steel, aluminium is the obvious choice. For a fraction of the weight it also retains comparable strength.

## The cost of aluminium scrap

ShoreMaster processes a lot of aluminium each year for various dock and water sport products. When spending precious capital on any amount of raw material it is vital that it gets utilised and ends up as finished product, and not at the bottom of a scrap bin. Nearly two decades ago ShoreMaster began looking for ways to reduce scrap waste, because as the company came to find, reducing scrap waste was an automatic boost to its bottom line.

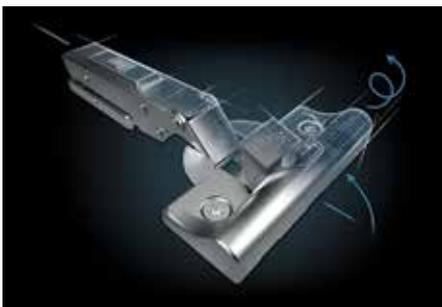
Eliminating scrap waste meant that ShoreMaster could save the dollar per foot value on material versus trying to recoup just cents on the dollar for recycling scrap material. Ensuring aluminium doesn't end up in the bottom of its garbage bin is where real dollars were found.

Chris Winter, director of operations and engineering, chose to focus on implementing the right manufacturing processes to cut down on excess waste and rework. During Chris' first



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## New Finista Wire Solutions

**Finish your project with style with the new range of Finista storage solutions from Lincoln Sentry.**

This latest release of Finista solutions features a wire ware program perfect for multi-residential project fit-outs. The program includes a pull-out pantry offer, a range of corner solutions and a selection of cabinet caddys, all perfect for when space is at a premium.

Stylish grey in colour, this new range of storage solutions will complement your project and look great within the cabinets. These German made solutions are easy to install and are all backed with a 4-year warranty.

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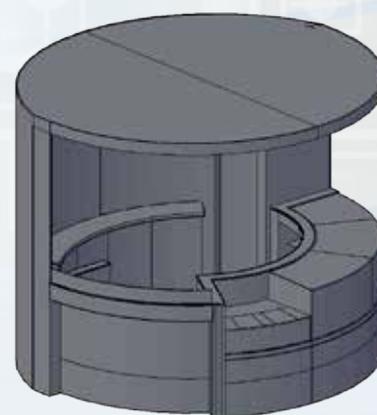
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► year on the job he came across a TigerStop automated push-feed system and in his own words: "I've never looked back!"

In 2013 Chris had a second TigerStop system installed to help streamline aluminium processing. "The single TigerStop saw station has been responsible for about 80% of our aluminium cut off work," explains Chris.

The automated positioner and pusher is attached to an aluminium upcut saw. The TigerStop ensures that aluminium is pushed through the saw to the exact measurement it needs to be cut, again and again. The operator simply types in the desired measurement and presses start.

"We have witnessed an incredible scrap reduction, we are no longer using tape measures in our manufacturing processes, and have significantly reduced labor," explains Chris.

Because they are so simple to use, TigerStop has helped combat the skilled labor shortage. "One of the most difficult parts of my job is finding skilled workers. With the TigerStop, we show guys how to use it and within a day they are pretty self-sufficient. The TigerStop is really easy to learn."

### Pushing 4.5 million kilos with a TigerStop

Calculations showed that over the last 4 years with its TigerStop running, ShoreMaster pushed over 4.5 million kilos of aluminium extrusion.

"It's simple," explains Chris, "we calculate the kilos we pushed based off of what we purchase. We buy all of our material by the kilo and get a report each month showing how many kilos we have used. We know that all of our material is fed through the TigerStop, so the calculation is easy."

"For example, I can tell you that last month alone we pushed 291,594 kilos of aluminium

on our TigerStops. So to say we push well over 1 million kilos a year of material on our TigerStop would be a very conservative estimate," explains Chris.

ShoreMaster recently purchased its third standard TigerStop push-feed system. The TigerStops work in multiple shifts throughout the day accurately positioning and feeding aluminium to be cut for docking and boat lift products.

"The TigerStops have saved us a ton of labor hours and increased quality immensely," explains Chris. "It has increased the quality of our products because everything is cut to the perfect length every single time."

ShoreMaster has been helping people enjoy waterfront experiences to the fullest for over 45 years in part due to its continuous improvement on the manufacturing floor. TigerStop is supplied in Australia by SCM Group Australia.

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# The latest in folding door technology

## WingLine L from Hettich

Whether in the wardrobe, laundry, in alcoves or in the top mounted kitchen unit: WingLine L from Hettich is the folding door system that impresses in all sorts of applications. The new "Push / Pull to Move" opening mechanism creates panorama effects, design flexibility and a high level of user convenience.

WingLine L can be used in all sorts of different applications: enclosed space is often left unused under stairs and sloping ceilings as well as in alcoves. The folding door fitting provides a way of accessing the complete area of storage space and making it look attractive. WingLine L also impresses wherever it is used in wardrobes and top-mounted kitchen units.

WingLine L opens an entire door set with just one push or pull – with or without handle. Supporting a door panel in heights of up to 2400 mm and widths of up to 600 mm, the fitting opens a surprisingly large section of cabinet content, creating more room in the room. Nothing gets in the way of drawers and extensions either because WingLine L keeps

door protrusion to a minimum and reliably holds the doors in the open position. Particularly convenient: the fitting can be provided with soft opening and closing for even more convenience and peace.

Assembly is also easy because the doors can be mounted without the need for tools and the cabinet can be put together by just one fitter.

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# Australian Woodworking Industry Suppliers Association Limited

## 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 Sydney from 4 - 7 July 2018 at ICC Sydney, Darling Harbour, Sydney. 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 13,000 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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