

# AWISA THE MAGAZINE

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



PUBLISHED BY THE AUSTRALIAN WOODWORKING INDUSTRY SUPPLIERS ASSOCIATION LIMITED

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# AWISA THE MAGAZINE

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### DEAR READER,

There

#### Geoff Holland

General manager  
Australian Woodworking Industry  
Suppliers Association Limited

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6. Plus other industry and product news.

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# Wooden surfboard makers

## – over one hundred years of enthusiasm

**THE UNIQUE** solid wood surfboard at the heart of Duke Kahanamoku's visit in 1914 and 1915 that popularised surfing in Australia stands proudly in the Heritage Room of the Freshwater Surf Life Saving Club, NSW.

From there you see across the beach to the nearby escarpment where in the 1910s the Club had a row of vacation cabins. Eric Middledorp, who is the Club's official custodian of the historic artefact, recounts to AWISA that Duke, an acclaimed Hawaiian surfer and Olympic swimming champion, stayed during his visit in one of those cottages, and it was where he made that surfboard.

### Glenn Myers was commissioned to make a replica

Duke requested a rough sawn single slab of timber to make a board, nine feet long, around two feet wide, and three inches thick. The Club's members decided that Sugar Pine from northern New South Wales, was suitable. The local Hudson's Timber, still in business when he was a young paper boy, Middledorp remembers, supplied the timber.

In December, 1914, Duke went to work fashioning the board entirely by himself to his own design. While there is no record of the tools or his working methods, Middledorp says whatever planes and other tools he needed would have been made readily available by local woodwork tradesmen.

The board weighed 36 kilograms. "I'm in awe of the Duke. He carted it around like a typical modern day surfboard which weighs less than 10 kilos," quips Middledorp.

He continues with an historical perspective. During the late 1950s and early 1960s, when Middledorp himself began surfboard



riding, surfers moved away from the big, long surfboards which were very difficult to ride, to the Balsa and foam surfboards. "These were quite light. We could surf on those. We saw the older surfboards, which were either the very long hollow plywood toothpick, or the solid timber surfboards, as very ungainly, as inferior to the modern surfboards we were riding. We knew the Duke's board had some

history, but we really didn't appreciate the historical importance of the original Duke board at the time."

In January, 2015, to celebrate the centenary celebrations of Duke's surfing exhibition at Freshwater, the Club organised a competition and a re-enactment using a precise replica. Glenn Myers, a timber craftsman, and a member with strong family connections to the Club, was commissioned to make the replica.

Myers was excited by the opportunity. He tells AWISA, that because the surfboard was going to be ridden in a re-enactment of Duke's display of surfboard riding, the replica had to float and perform identically to the original.

"Therefore my research into the weight and density of the timber I used, in regards to its buoyancy and the dimensions, had to be precise. After careful study, measurement, and research of Duke's original board, I discovered the Sugar Pine that he used originally was no longer available. So, taking into consideration the characteristics including timber density, weight, and grain of the original, I decided Douglas Fir would be the most suitable timber for the job. I sourced first grade timber from Anagote Timbers then located in Rozelle. I went to their yard with photos of the original grain and selected from their stock the closest match I could find."

After purchasing the rough sawn timber, he worked on it at his home workshop in Freshwater. Myers details how he firstly dressed the timber to closely assess the grain patterns. He then glued together with epoxy three boards with routed grooves and handmade Oregon biscuits. He arranged it to best give the appearance of a 600 millimetre wide blank. He ►

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Glenn and Tom Myers, and Eric Middledorp - replica trial



Above left and above: Duke Kahanamoku.



Middle: Glenn and Eric measuring the Duke board

Above: Making replica Glenn and Tom Myers



# Coming soon: Tall wooden buildings

## made from mass plywood panels

The interest, planning and construction of mid-rise, or taller buildings using new generation timber products like cross laminated timber (CLT) and light-weight framing solutions is now popular, and expanding in Australia and elsewhere. Australian sits second only to Canada in relation to the number of mid-rise wooden buildings already constructed or on the drawing board.

Following up successes with CLT and lightweight frame construction in Sydney, Melbourne and Brisbane, another tall timber building proposal have been unveiled. This time it is going to be the largest yet seen in the country; a 19,400 square metre building in downtown Melbourne. Construction of the building, aptly named Frame, is expected to start by the end of this year with completion set down for late 2021.

Working behind the scenes to get this particular building to the planning and approvals stage have been Forest and Wood Product's Wood Solutions mid-rise specialist team, working alongside the building's architects and designers to provide advice on the technical aspects of sourcing and using engineered timber products. Several more timber towers are known to be in the pipeline.

To date CLT has been the mid-rise wooden building material of choice, often being described as 'plywood on steroids',

but it isn't plywood. It is made from dimension timber like 90x35 mm or 135x35 mm laminated together. Plywood manufacturing is a well-established technology that uses wood very efficiently, peeling it off logs as small as 15 cm in diameter. It also uses 20 per cent less wood than CLT with reduced waste and greater consistency.

Talking plywood, Freres Lumber in the US state of Oregon, has announced the development of a new-to-market innovative wood product, Mass Plywood Panel (MPP). Vice President of Sales for Freres Lumber Tyler Freres says MPP is a massive, large scale plywood panel with maximum finished panel dimensions up to 3.5 metres wide by 15 metres long, and up to 12.5 cm thick. The panels can be customised to fit specific projects; constructed in 2.5 cm thick increments that provide superior strength and performance.

MPP is an alternative to CLT for use in multi-storey buildings, while also increasing the speed of construction. While both are new wood product innovations, MPP uses engineered veneer and custom plywood layups as a base material rather than timber.

"We believe veneer is the most appropriate raw material for mass panels. Our veneer plants can efficiently and responsibly use second and third growth timber with a minimum of a 12.5 cm block diameter to produce engineered panels. Natural defects within the log are engineered out of the raw material prior to constructing the mass panel via the traditional plywood laminating process. I suspect that we are going to be seeing a lot of MPP, and that it is going to give CLT a run for its money," says Tyler Freres.

Mid-rise building construction, Melbourne using a combination of CLT and lightweight frame construction.







The compounded veneer layers and the ability to engineer each individual layer, mean that panels can be customised to specific engineering needs.

Photo: Frerse/Lever Architecture

The company cites several advantages of the MPP product, including the opportunity for large format panels to be manufactured at the production facility to include window, door and all other required cut-outs, minimising waste and labour on the job site.

"The relative lightness of the panels can also help transportation costs and logistics. That, plus the aesthetic appeal of wood makes MPP a competitive new option. The development of this product was made possible through a partnership with researchers at Oregon State University (OSU) College of Forestry and the new Center for Advanced Wood Products established to help drive new and innovative uses of wood in buildings.

"The Center and OSU faculty provided product testing, panel engineering expertise, and a clear avenue for future product development with potential clients. They will continue to be an important partner as we bring the product from concept to a marketable reality," he says.

"The compounded veneer layers, and the ability to engineer each individual layer mean that we can customise the panels to specific engineering needs. Studies conducted at OSU show that by using veneer as a raw material for a Mass Timber Panel, we can potentially achieve the same structural attributes of a CLT panel with 20 to 30 per cent less wood."

"MPP has the ability to dramatically change the veneer and panel products industry to produce high-quality, structurally superior homes and buildings at much more affordable prices. It can potentially alleviate current building constraints of labour and land availability by allowing contractors to build quicker and taller with fewer workers."

"We are striving to re-establish people's relationship with wood as the environmentally responsible building product for our cities. We hope to revitalize communities with an innovative wood product that shows the responsible use of renewable resources – our actively managed forests," concludes Tyler Freres. ■



CLT constructed International House, Sydney.

Australian sits second only to Canada in relation to the number of mid-rise wooden buildings already constructed or on the drawing board.



by Tom Devitt,  
Economist, Housing Industry Association

# Convergence of market conditions



**THERE IS** a convergence of conditions underway in the building industry as the markets in Sydney and Melbourne cool, meaning they have joined the resource-intensive jurisdictions with more modest levels of building activity.

For much of the past decade, there have been highly divergent market conditions between capital cities and even within each state. This has challenged policy makers who were attempting to cool the boom in Sydney and Melbourne markets and in doing so, inadvertently exacerbated the downturn in markets in Western Australia and Northern Queensland.

Home prices and building approvals cooled across the country from early 2018 as credit conditions became increasingly tight, adding to the adverse impact of the earlier regulatory measures. This has resulted in the pipeline of home building work contracting as more work is completed and fewer new projects enter the pipeline. This cooling has been most evident in Sydney and to a lesser extent in Melbourne, the two markets that had driven a national housing boom in 2016 and 2017.

The upside of the current building industry downturn is that as activity levels have synchronised across the east and west coasts – and within each state – it has become easier for policy makers to coordinate policy settings.

As building activity in Sydney and Melbourne fell away in 2018, national policy settings subsequently shifted to encourage growth – including the repeal of regulatory restrictions, lower interest rates, and income tax cuts. Consequently, the market now faces more consistent and appropriate regulatory settings across the economy which should, in turn, put a floor under the market downturn.

This convergence of residential building industry conditions is highlighted in HIA's Housing Scorecard Report which shows that Victoria is still supporting a strong level of building activity on the ground, despite a slowdown in the volume of new work entering the pipeline. First home buyers have been taking advantage of the improved affordability of homes in most capital cities. This is especially the case in Victoria where substantial first home buyer incentives remain available and affordability has improved. This combination has pushed Victoria back to the top of the rankings.

Tasmania has risen into second place on the HIA Scorecard with ongoing strong levels of lending for the construction of a new home. The Apple Isle also had the strongest migration figures for both net overseas and net interstate migration and has maintained a very strong level of detached home construction which is evident across all indicators.

New South Wales slipped back into third place – tied with the Australian Capital Territory – due to a weak renovations sector and backwards net interstate migration. More than 6,500 people left NSW in the December quarter 2018 than arrived from other states. The deterioration in net interstate migration in NSW was evident from late 2017. The ACT has continued to perform strongly, driven by the value of renovations activity. The territory also has the strongest multi-unit sector in the country.

South Australia and Queensland are a very tight fifth and sixth in the rankings, respectively. SA remains a mature and robust housing market, with remarkably consistent performance in most indicators. The state's main strength was in total private expenditure on renovations, albeit a lower value than in the past.

Queensland continues to have the strongest renovations sector in the nation – tied with the Northern Territory – partly buoyed by repairs following storm damage. The boom in multi-unit approvals and construction that occurred in Queensland in 2017 and 2018 has not been sustained. Queensland is also enjoying historically strong levels of interstate migration. If this trend is maintained then an increase in building activity would be necessary. The Sunshine State has the capacity to meet this demand and such a development would move Queensland up the Scorecard rankings.

In the absence of significant improvements in other indicators, Western Australia and the Northern Territory remain far behind the other states and territories. The gap in score between Queensland (sixth) and NT (seventh) is about the same as the gap between Queensland and top-ranked Victoria. This is a clear indication of the challenging market conditions the Top End faces.

The NT is not bereft of good news – the Territory has the (equal) strongest renovations sector in the nation and also performed strongly in first homebuyer activity, with the assistance of very generous incentives. However, at this stage of their building cycle, there is little other good news.

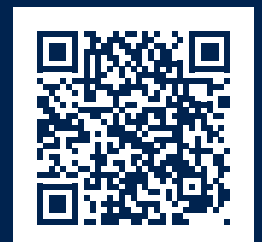
Just as the leading states cool, there is good news at the other end of the list of the scorecard.

The good news for WA is that its State Score has climbed for two consecutive quarters for the first time in over six years. Adding to this is modest growth in overseas migration and a slowing in the exit of workers interstate. This suggests that WA should be seeing an improvement in building activity later in the year, which will be reinforced with national policy settings changing to a position of support for the depressed state of the WA market. ■



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# Ticket to ride

**TAKING THE BUS** to work, had a slightly different meaning for Christian Cole of Christian Cole Furniture. In fact, it was more a case of taking his work to the bus.

It's safe to say that Christian - owner and founder of the company, established in 2000 - loves wood. He's been working in it since taking an apprenticeship in 1994 and becoming a qualified cabinet and furniture maker. His all Australian made furniture and architectural work is renowned across the country for being the finest in quality and craftsmanship. All timber used in construction is either recycled hardwood, or timber sourced from sustainable plantations. Every piece of furniture is unique, taking advantage of the natural characteristics of the wood to bring out the best in his designs.

I asked Christian how he develops his designs. "They usually just evolve," he told me. "I'll often wait until I'm actually looking at a piece of timber before I know which direction I'll take. I look at the grain and the colour, the natural elements inherent in the wood and go with the flow. In the end, I guess the timber speaks to me and tells me how to bring the best out of it. I like to develop new construction ideas using traditional techniques. The more challenging, the better I like it." Christian's comments are indicative of the artist within him, like a sculptor, he sees something within the wood and his custom made pieces reflect that.

Christian says that he and his wife had an epiphany a few years back. Like all business owners, they had to deal with the daily stress of bringing in sales and covering expenses while delivering the quality and craftsmanship expected of fine furniture. "We were working seven days a week, long hours every day. We realised that if we were going to keep the business thriving and still have a family life, we had to change our outlook. We decided that weekends were for family and we would separate our time. We wanted to work to live, not live to work. When it came to the business, I wanted to enjoy my work, the hands on stuff I love to do, but I wanted all those involved in the business to enjoy their work too.

We have a lot of fun building furniture, and I make sure all my employees are of the same mind. We have some truly terrific craftsmen, all of whom enjoy the work as much as me. We also pay well above the normal rates as I want to keep everyone happy and keep my skilled workers with me for years to come. Family is so important to me and I treat my staff like they're part of that family."

Customers also form part of Christian's family circle, many of whom return time after time for his work. He makes sure that he understands their requirements and goes out of his way to ensure satisfaction. "I personally apply the final finish to most of our work. It's the ultimate quality control and allows me to get close and catch any faults before the piece goes out to







## *‘we had to change our outlook’*

clients. When it's my name on the work, I want it to be perfect every time."

So what about the bus? Well, not content to work with wood all day, Christian decided to take on a rather unusual project in his 'spare' time that would also involve wood. When his mate, Trevor from Cooma, negotiated a trade for one of Christian's unique tables, the result was a 40-foot bus and the inspiration for something fabulous, inspiration that perhaps only Christian could see at the time. "I brought the coach back from Cooma and spent three and a half hours trying to get it into the back yard," Christian says.

From there it became a family affair. Wife Fiona set to work laying out the 30-square metre space while the kids helped with gutting the interior. "It was a challenge. I would get home from work in the factory and start on the bus." Christian says there was a lot of fiddling at first as the ideas formed and the difficulties became apparent. Certification had to be received on everything. Steel plates had to be welded to reinforce the floor under seats, which need to be certified to Australian standards. He welded in water tanks and created special jigs from which to work on the fit-out.

"Once I'd reframed the bus, I was able to get to work on the good stuff. I used steam to bend walnut around the windows; it took me a day for each one. I managed to source French

oak, red wine crushing vats from Mildura, which I straightened and used for the floors and ceiling."

The results of the fit-out are stunning; you would expect nothing less from a master of his craft. The family's first trip came with a drive up to Byron Bay. Christian says it was an experience and a half just getting parked, and the old bus certainly turned some heads. Equipped with solar panels on the roof, a 750 litre water tank and diesel generator, the self-contained home on wheels can go anywhere off the grid. Family holidays will never be the same.

With the project finished and unable to sit still for long, Christian and Fiona turned their attention to renovating a historic home in Torquay. The renovations presented a different kind of challenge, but one Christian relished no less. "We tried to keep everything faithful to the period, making sure details were as they would have been when the home was built. It was a painstaking process, but the results have been worth the effort."

Christian says he is still working seven days a week, all hours of the day but a large part of that time is spent working together with the family on their own projects. "Business meetings take place with a glass of wine by the fire and we look to do things together with the kids at our side." As for the bus, there's an awful lot of Australia to see. A coach tour is inevitable, and the Coles have booked themselves a unique ticket to ride. ■



by Jim Bowden

# Stunning laminated arc formation

**AN INNOVATIVE TIMBER** engineering project that saw 20 curved and laminated ironbark beams installed and suspended above a river walk extension has been completed at Lendlease's \$440 million redevelopment and expansion of the Sunshine Plaza Shopping Centre at Maroochydore on Queensland's Sunshine Coast.

The beams were delivered by Brisbane-based JT Benchtops and engineered by company principal John Toole from red and grey ironbark timbers supplied by Coffs Harbour Hardwoods at Glenreagh, NSW.

Manufactured in partnership with Makimaki, a Brisbane specialist in custom-made indoor and outdoor furniture, the beams were made up from 8 mm laminations pressed together using an innovative connection and pressing system, the longest over 15 m in length.

The stunning arc formation involved excruciatingly tight tolerances using 100 custom-made clamps and forms to produce the required radii with zero spring back – critical for such tight tolerances.

"We rebated and glued steel bolts into both sides of the beams during manufacture with a 14 metre high steel sleeve in the middle used to pull them tightly together," John Toole said.



Conferring at JT Benchtops... Cameron Hird, Makimaki, John Toole, and Dr Rob McGavin, DAF Salisbury Research Facility.

Dr Rob McGavin, research facility and project manager at the DAF Salisbury research facility, provided technical guidance on timber species and grade selection along with manufacturing advice.

The Buchan Group were the architects on the project and installation was completed by Calty Constructions.

John Toole, who established his first timber crafting service in 1984, says he has the only 'mobile timber' specialist service in southern Queensland.

"My family has been working with timber for almost as long as I can remember, so I learned to love and value timber as a precious, renewable resource from a very early age," he said.

"I'm still excited every time I see the beautiful grain of a piece of timber emerging under my hands. When forests are carefully managed, they regenerate and continue to produce beautiful materials for us to use. I am fully committed to the sustainable use of timber and choose my suppliers carefully, because I believe that it's possible to use timber without abusing our environment." ■



Curved and laminated beams engineered from ironbark feature in Sunshine Coast re-development.



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# Secure clamping of small panels with vacuum

ASSTEC Assembly Technology GmbH & Co. KG specialises in developing and creating ergonomic workspaces. Its range of products and services covers everything from the supply of individual components for the manufacture of assembly, testing and shipping workstations to the design and manufacture of individual one-piece-flow production cells for full-scale industrial production. When producing tabletops and facing, or working with material to construct merchandise fixtures, chutes, drawers and shelving, ASSTEC normally uses high-pressure laminate (HPL) panels processed on a CNC router. These panels are clamped on a vacuum table. To generate the vacuum, ASSTEC relies on a Mink claw vacuum pump from Busch. The vacuum pump generates a consistently high vacuum, enabling even small work pieces to be held securely.

The various departments based at ASSTEC's headquarters in Rottweil (Workshops, Tools, Design, Implementation) all work towards achieving efficiency in every aspect of production processes across all sectors of the manufacturing industry. They also offer a consultancy programme with special workshops on topics such as layout and material flow planning, reduction of tooling times, ergonomic work station design, and shop floor management. In a nutshell, ASSTEC addresses anything that makes production quicker and more efficient, while also making workstations more ergonomic and secure. After working with its clients to develop a concept, ASSTEC uses full-size (1:1) cardboard engineering prototype models to perform tests. This step is followed by the design and production of the individual workstations and their equipment.

One-set-flow assembly line designed and created by ASSTEC.

When working with panels, ASSTEC predominantly uses HPL in a range of thicknesses, which is then processed on a CNC router. This router is also used to mill or engrave polycarbonate, other plastics and aluminium panels.



Above: ASSTEC mills or engraves all its HPL panels on this CNC router.

The manufacturer installed four suction fans on the router. Each one of these suction fans supplied one of four quadrants, into which the entire machining table had been divided. Each quadrant measured 3,000 x 500 millimetres. This enabled the machine to securely hold panels up to 2 x 3 metres in size. The vacuum generated by the suction fans was also strong enough to hold panels that covered one of the table's four quadrants. However, the holding force was too low for smaller work pieces, which meant they often slid across the table during processing. In an attempt to counteract this flaw in the system, the company tried reducing the router's feed rate, though







Cutaway drawing of a Mink claw vacuum pump from Busch.

this solution was deemed to be insufficient. Marc Blessing, Managing Director at ASSTEC, therefore went looking for a better technical solution and spoke to the vacuum specialists from Busch Vacuum Pumps and Systems. They recommended to use a Mink MV claw vacuum pump, which would be able to replace the four existing suction fans.

ASSTEC decided to implement this solution, and then replaced the four suction fans with one Mink MV claw vacuum pump, which now generates enough pumping speed to cover all four vacuum sectors – the entire machining table. What's more, their vacuum level of 150 millibars (absolute) is significantly higher than the vacuum level of 800 millibars (absolute) of the old suction fans. Mink MV claw vacuum pumps are nearly maintenance-free. Only the oil in the gearbox needs to be changed every two years. Thanks to the high vacuum level, even small work pieces can now be clamped securely during machining.

### The physical basis of clamping with vacuum

The reason for using a vacuum table for clamping is of course to allow a flat work piece to be held securely during the machining process. Another advantage is that no mechanical clamping elements are needed, which means no time is wasted on attaching components and no pressure marks are left on the work pieces. A combination of various factors determines whether a work piece is held securely or not. In physical terms, it isn't actually the vacuum that holds the work pieces, but rather atmospheric pressure. The vacuum system simply provides sufficient negative pressure on the opposite side to allow the atmospheric pressure to apply its full effect. From a technical perspective, the pressure between the work piece and the machining table or its supporting surface is reduced during clamping because air is extracted.

### Pressure, surface, holding force

In physics, pressure is defined as the force that affects a specific area - thereby making it a function of force and area.

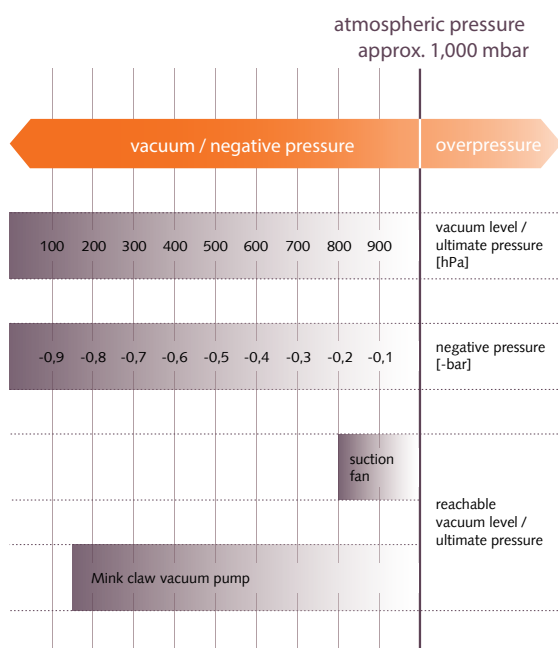
$$\text{pressure} = \frac{\text{force}}{\text{area}} \quad \left[ p = \frac{F}{A} \right]$$

The example below demonstrates how this function is calculated:

An HPL panel is placed on the CNC router's vacuum table ready for machining. Measuring 500 x 3,000 millimetres, it exactly matches the size of one of the quadrants. The other three quadrants are separated from the vacuum supply by shut-off valves.

### Calculating the holding force with a suction fan (800 millibars (abs.))

Atmospheric pressure:	1,000 mbar
Negative pressure produced by suction fan:	800 mbar
Dimensions of wooden panel:	3,000 x 500 mm
Supporting surface = clamping surface	
3,000 x 500 mm	= 1,500,000 mm <sup>2</sup> = 1.5 m <sup>2</sup>
Pressure differential:	
1,000 mbar – 800 mbar	= 200 mbar = 20,000 Pa [N/m <sup>2</sup> ]
Holding force	
F = p x A	
F = 20,000 N/m <sup>2</sup> x 1.5 m <sup>2</sup>	= 30,000 N
	= 3,000 kg



Comparison of the vacuum level and negative pressure achieved by the old suction fan and the new Mink claw vacuum pump.

► This means that the pressure differential of 200 millibars between atmospheric pressure and the negative pressure generated by the suction fan leads to a holding force of 30,000N. The HPL panel is therefore pressed onto the machining table with a weight of three tons.

If the user wants to clamp a smaller HPL panel for machining, the holding force decreases using the same formula. In this case, it is assumed that the free space on the vacuum table is air-tight and covered with panel material or film.

If an HPL panel with the dimensions of 150 x 150 millimetres is clamped, the holding force is only 450 N, which corresponds to a weight of 45 kilograms pressing the panel onto the machining table. Depending on what the user is doing to the panel, a holding force of 450 N may be too small to make sure the panel is held securely.

If this small HPL panel is now clamped onto the machining table under the same conditions with a Mink claw vacuum pump, the holding force more than quadruples. The reason for this is the increased pressure differential between atmospheric pressure and the vacuum of 150 millibar generated by the vacuum pump. In mathematical terms, the force of 450 N when clamping with a suction fan increases to 1,912 N when clamping with the Mink vacuum pump. The weight applied to the panel increases from 45 to 191 kilograms.

As a result, we can conclude that the smaller an HPL panel is, the higher the vacuum pump's pressure differential or vacuum level has to be. These calculations only apply when the surfaces on the vacuum table that are not covered by the panel being processed are covered so they are air-tight. If this is not the case, "leak air" is sucked into the system. If the vacuum pump is large enough and its pumping speed is high enough, it will still achieve the required vacuum level. If vacuum pumps are too small, however, there is a risk that the "leak air" sucked into the system will have a negative effect on the vacuum level and, as a result, the holding force as well.

ASSTEC has been using the Mink claw vacuum pump since early 2018. Managing Director Marc Blessing emphasises that they have not experienced any clamping problems since then, and that the vacuum pump delivers a constantly high vacuum level to their utmost satisfaction.

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## Codelocks: new mechanical lock

Digital lock innovator and designer Codelocks Asia Pacific, has expanded its digital keyless solution range with the release of its new KitLock KL10 and KL20 mechanical locks. The sleek, easy to install, mechanical locks are ideal for schools and offices where the same code is repeatedly used.

Designed with simplicity in mind, the KL10 is durable and compact offering seamless access via a four-wheel code combination. Suitable for individual use, the locks are perfect for a wide variety of internal applications including lockers, cabinets and cupboards.

"The simple design provides the right balance of ease and convenience. Coded access removes the hassle and cost of replacing lost keys. The mechanical locks are an affordable solution if you need to upgrade large numbers of staff or school lockers," said Mark Samuelson, director of Codelocks Asia Pacific.

The locks can be easily retrofitted or installed on new doors, offering upmost convenience and control. In the event of forgotten codes or new users, codes can simply be changed while the lock is still on the door ensuring that maintenance is kept to a minimum. Master keys are also available to retrieve forgotten codes.

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# Solutions for woodworking shops and medium-sized business

## Networked cells concepts:

### Scalable solutions ranging from small to large

At Ligna, HOMAG presented processing cells that can be extended on a modular basis - perfect for medium-sized wood-processing businesses. Each cell is already an ideal solution for efficient panel processing. The individual cells are networked via the driverless transport robots (TRANSBOT), which were first introduced at Holz Handwerk 2018. The ControllerMES production control system takes over higher level control. All of these elements come together to form a fully autonomous and automated production concept for batch size 1 production—from cutting through to fully packed furniture—that can be adjusted variably to suit customer requirements.

### Today, businesses are faced with various challenges:

- How can the process for handling orders be simplified? Until now, customer orders recorded in specialist trade first required a technical clarification within the business. Only then was the order recorded internally in the software systems.
- Increasingly smaller batch sizes today demand ever more flexible production concepts. So how can individual customer requirements be produced faster and more efficiently?
- How can industry counteract high personnel costs and a shortage of skilled workers?
- How does industry respond to the high level of pressure resulting from competition and costs due to an ever more consolidated market?

Visitors to Ligna got an insight into what this might look like at the presentation of a new, integrated cell concept for medium-sized businesses and for businesses entering the world of industrial production: "Your solution for networked individual cells".

### Fully networked

At Ligna, the following applications were used in the networked solution for woodworking shops and medium-sized businesses:

## 1. Configurator3D and Designer3D

With Configurator3D, users can enter orders quickly and securely. The application also generates photo-realistic representations for sales and release documents. Further visualization options, ranging from view drawings and 3D perspectives in shade mode right through to photo-realistic renderings, also help in the optimal planning of new furniture; thus making complexity and version variety more manageable and reducing special parts. Parts list solutions and CNC data can be generated automatically in the 3D product configurator.

When combined with Designer3D, the point-of-sale solution, it forms the perfect solution for direct sales. The customer is always in focus. Thanks to intuitive operation, specialist advisors are supported from the planning stages through to rendering and the final offer. And the seamless integration into Configurator3D means that data can be used throughout - from point of sale to production.

## 2. The "control center": the ControllerMES production control system

A cutting cell, an edging cell, a drilling cell, a packaging cell and driverless transport robots (TRANSBOTs) - but which system has higher-level control? The answer: the ControllerMES production control system. The modular system supports the processes of machining cells and perfects the interaction between human and machine. The focus of this networking lies on the efficient design of production processes, optimum data quality for batch size 1 production and complete data transparency.



Configurator3D creates photo-realistic representations for sales and release documents. When combined with Designer3D, it forms the perfect solution for direct sales.



Here, ControllerMES provides optimal support for the individual production processes - from direct acquisition and optimization of the production data from Configurator3D through the automated generation of production batches to the definition of material flows and transport paths of driverless transport systems.

### 3. "intelliDivide" cutting optimization

The operator loads their jobs into the intelliDivide cutting optimization system - an on-demand software that can be accessed via the tapio ecosystem. The software creates the cutting patterns for the panel dividing saw or even the nesting machine. Waste is optimized according to different criteria (low waste, short run time or simple material handling), so the software can offer a selection of different cutting patterns. This allows the operator to achieve top-level cutting results at clear and precisely calculated prices. The benefits: It saves time, materials and resources.

### 4. Tool manager and material manager

How can tool and material management be made more efficient and with fewer errors? The new tool manager and the new material manager can help make these aims a reality. Both are based on the tapio ecosystem.

- The tool manager: With the tool manager, companies will soon be able to manage all of their tools in a clear overview, easily call up information about the tools or even load information directly to the respective machine. For Ligna, HOMAG started with the management of saw blades for panel dividing saws as an example. To help illustrate how the tool manager works, various manufacturers have

added data specific to their saw blades (such as type and geometry, speeds or even material restrictions.) The user scans the barcode on the tool using a smartphone or tablet. They receive the information and transfer the information directly to the machine - if the saw is connected to tapio. The result: No more lengthy searches for data, considerably less manual input and therefore fewer errors. Together with the material manager, the cutting meters between the sharpening cycles are recorded with reference to the processed material.

- The material manager: This tool is used to define material classes and their properties (such as unprocessed chip, Alucobond, lightweight construction.) General information on commercially available densities and average weight can also be added. The user can assign the panels they are already managing to these classes.

### 5. intelliStack: Creation and removal of "chaotic" stacks according to the "Tetris principle"

Stacks are often used to decouple production processes in the wood-processing industry. With automated systems, users were previously limited to single-origin or linear stacks. Now, intelliStack allows "chaotic" stacks to be created and removed based on the "Tetris principle". This involves the stack being formed in such a way that as many parts as possible fit on one level (layer). This reduces the stack height, reduces the number of stack outfeeds required and also provides the stack with the necessary stability. The use of a driverless transport system forms an excellent foundation for this kind of logistics system.



The ControllerMES production control system has higher-level control



Using intelliDivide, the operator creates the cutting patterns for the panel dividing saw or even the nesting machine.



The tool manager allows the user to choose from different saw blades and transfer the blade data to the saw



TRANSBOT driverless transport robot: modern networking for individual cells.



While the EDGETEQ S-500 profilLine edge banding machine plays to its strengths in edging the workpieces, automation will ensure that the right material is ready for edging at the right point in time.

#### 6. MachineBoard: The app from tapio providing an overview of all connected machines

All machines in the networked, individual cells are connected with the tapio ecosystem and visible via the MachineBoard app. This provides the user with a simple overview of all machines, including those from different manufacturers. The app displays machine data and statuses in real time and sends push notifications when the operator is required at the machine. The app also displays a list of the current errors, warnings and actions, including the remaining time until the next action. The advantage for the operator: They are always at the machine at the right time and can be more flexible in their daily work.



The MachineBoard provides an overview of all machines, including those from different manufacturers.

#### 7. TRANSBOT driverless transport system: modern networking for individual cells

At Ligna, TRANSBOTs took over the logistic connection between cutting, edging, CNC processing and packaging. The self-driving transport robots navigated freely through the space without any need for mechanical aids such as rails or magnetic strips - making them very flexible when handling logistics tasks.

Once material processing is finished in a production step, the material is stacked on trays (table-like structures.) This stacking routine is taken over by different robots integrated into the respective processing cells. Once a stack is complete, a TRANSBOT moves underneath the tray, lifts it and transports the stack out of the transfer station that is connected to the

processing cell. It then transports the stack directly to the next processing station or to a surface buffer. This balances out the different cyclic outputs of the individual processing cells. With a total of 8 freely selectable spaces - each accessed individually - empty trays can be set aside and full trays can be stored ready for use until the material is needed again. This ensures high added value as well as continual material supply to the processing centers.

#### 8. Cutting: SAWTEQ B-300 flexTec with robot management and TRANSBOT transfer station

Regardless of which cutting pattern is being processed on the panel dividing saw, the robot knows just what it needs to do. The robot feeds the saw with a plate for carrying out the rip cut. It then turns the strips and feeds them to the saw again so that it can perform all crosswise cuts and recuts. The finished parts are automatically labelled and the robot stacks the finished parts on pallets in an optimal stack formation. Here too, intelliStack (see Point 5) facilitates the formation and removal of "chaotic" stacks using the "Tetris principle". This involves the stack being formed in such a way that as many parts as possible fit on one level (layer). This reduces the stack height and ensures that the stacks are highly stable.

Once the panel packages have been formed, they are transported to the transfer station via the connected transport route. Finally, a TRANSBOT retrieves the stack and transports it to the next processing cell or to the stack station. The result: fully integrated cutting in a small space.

#### 9. Edging: EDGETEQ S-500 profilLine with two FEEDBOT E-500s and TRANSBOT

In the edge processing cell, the EDGETEQ S-500 profilLine edge banding machine works fully automatically in combination with two robots and the driverless transport system. The robots and TRANSBOTs take over parts handling and the operator only needs to intervene when changing the edging strips on the edge magazine.



The FEEDBOT D-200 robot supplies two DRILLTEQ V-200 vertical CNC processing centers with material in parallel, creating a single, automated CNC cell.

While the EDGETEQ plays to its strengths when edging workpieces, the automation ensures that the right material is provided for edging at the right time. For this purpose, a feeding robot is positioned at the edge infeed. It removes the workpieces for edging from a sorted stack and places them on the feed system one at a time. The second robot is positioned at the outfeed of the edge banding machine. The second robot picks up the processed parts and forms a stack that is arranged ready for the next edging process. The stacks are formed on trays (table-like structures) - once again with help from the IntelliStack (see Point 5) - and transported back to the feeding robot at the edging infeed by one of the TRANSBOTs. This process is repeated until the workpiece edging is complete.

The edging cell can flexibly combine all operations. The EDGETEQ can be expanded based on the requirement and desired output - from the stand-alone version, through integration of one or two robots, to the fully automated solution with variable interlinking through the TRANSBOT driverless transport system.

#### 10. CNC processing: two DRILLTEQ V-200s and a FEEDBOT D-200 robot

The DRILLTEQ V-200 vertical CNC processing center takes care of the entire carcass processing, including drilling, trimming and grooving. At Ligna, HOMAG showed the all-rounder combined for the first time with robot automation. The FEEDBOT D-200 robot supplied two DRILLTEQ V-200 with parts in parallel live at the trade fair, making the processing centers into a single, automated CNC cell.

With this solution, HOMAG presented another example of using automation to increase the added value of manually operated machines. The TRANSBOT driverless transport robot was also responsible for supplying material to the CNC processing cell. The logistics assistants bring the material stacks from the edging cell or, if required, from the surface buffer directly to the robot's access area, which is installed between the two vertical drilling machines.



PAQTEQ C-250 cardboard cutting machine/instant packing: Each cardboard box is tailor made.

As with the cutting and edging cells, a robot also supplies the processing machines with material as soon as the full tray is in position. Since the robot is supplying two machines, it takes parts from the stack one after another and places them into the two vertical drilling machines for processing at the right time. Once the processing is complete, the robot places each part onto a roller conveyor that is integrated into the cell, where they are then transported to the packaging cell.

#### 11. Packaging: man and machine work together in the packaging area

The fully processed parts are transported directly from the CNC machines to the sorting step in the packaging cell via a roller conveyor. The data for each piece is read using a scanner and for the first time will be made visible for visitors to the plant.

This is where the machine operator comes into play. The operator places the workpieces in a trolley at a position defined by the ControllerMES. The position is displayed on a monitor. From as early as the cutting phase, the production control system already "knows" which part will go where in the trolley later. 40 parts can fit into one of the three trolleys that are ready in the packaging cell. Here too, the TRANSBOT driverless transport system transports the trolleys from sorting to the cardboard cutting machine. Once a trolley is completely filled with material, the operator starts the transport order and a TRANSBOT brings the full trolley to the final processing step in the production cell: packaging. As soon as the operator scans the trolley, the cardboard cutting machine automatically begins cutting the packaging for the furniture parts. While the operator is busy placing the furniture parts in the packaging according to pattern, another trolley is already waiting for the operator at the sorting station.

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Hettich's InnoTech Atira drawer system is versatile in any living or commercial space, with four height options and three finishes; white, silver and the new dark anthracite. The drawer is complemented with the new Push to Open Silent for handleless design technology, used in combination with high quality Quadro runners. Ensuring the drawers run smoothly for a lifetime of enjoyment.



# The Australian Glass and Window Association

**AFTER** countless hours of research, discussions and meetings, the glass and window industries have finally decided on a name and branding for their merged associations, the AWA and the AGGA.

The new name is the Australian Glass and Window Association (AGWA). This new identity promotes what the association is and what it represents to members, potential members, industry and other key stakeholders.

The creation of AGWA has enabled the association to access economies of scale, share costs and remove services duplication, creating a more effective industry association.

The combined strength of two associations into AGWA represents the total industry, this

enables it to communicate and advocate with a strong, consolidated, consistent voice to members and all stakeholders.

AGWA is the peak association representing over 1100 member companies covering window manufacturers, glass manufacturers, glass processors, merchants, glaziers and suppliers of supporting machinery, services and materials. AGWA endorses compliant, sustainable and fit-for-purpose products and provide services to members that support their efforts to operate successfully.

AGWA delivers access to increased expertise for all members and stakeholders in key areas including technical support, training, accreditation, communication, workplace health and safety, marketing and events.



AUSTRALIAN  
**GLASS &  
WINDOW**  
ASSOCIATION

Members can now enjoy increased and better member services, expanded technical support, bigger and better events bringing a whole industry together, improved communications, increased access to more training, an expanded and improved accreditation scheme, access to WH&S support, more valuable marketing opportunities, and a revitalised state chapter presence increasing networking opportunities. Stakeholders can now access all association services and work with AGWA as one. ■

## cabinet vision

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# “But before it gets busy ...”



**WE HAVE ALL** had times in business when there never seems to be a spare moment; times when the “to do list” runs off the end of the page; times where an important call is swamped by 20 others.

But it’s important to plan for times when this is not the case. What can business owners do – whether a supplier, manufacturer or designer – when the phone isn’t ringing, the showroom door isn’t opening and the trucks aren’t backing into the factory?

Given the vast majority of businesses in this sector have recently reported that activity has been quiet, I thought we’d ask some key industry individuals their views on what you could be doing during this time to better yourself and your business.

I like to look at this as “before it gets busy”.

Ron Redman has spent more than forty years working across this industry for a leading supplier, and now heads up Redman Training and Development (RTD). Ron’s passion has always been people – meeting them, engaging them, working with them and helping them. As someone who is now heavily involved in education, I asked what his views are on training.

Ron says the most valuable thing about training is the need to consistently improve oneself and maintain pace in a world where the business environment is constantly changing. “Our industry has undergone significant changes in the last 30 years and the outcomes for those who have chosen not to adapt have been devastating. Training is an essential requirement

to remain of value to your staff, your customers and your suppliers,” he adds.

As someone who now runs workshops on business and personal development, Ron seeks improvements in communication skills such as building relationships, conflict resolution, improved/optimised business transaction outcomes, the creation of opportunities to add value to a customer experience, achieve an exceptional outcome on the completion of a sale and or project that will leave the customer wanting more. He says, “These are specifically the things to be doing if the phone isn’t ringing, so use your time wisely”.

Bruce Poling was a cabinet maker and business owner before moving into coaching. Having sold his business and wishing to focus on industry education, he started ‘The Joinery Coach’. I talked to Bruce about the areas he sees that repeatedly prove themselves to be red flags in any business.

Bruce believes cash flow and time management are intrinsically linked. The wider pinch point is around how to manage the cash you have (not the cash you don’t have), and how to manage the tasks you have before you (not the ones you don’t have).

Bruce also feels most business owners don’t recognise what their customers truly value (he openly states that “it’s not what they build”) or appreciate what is truly unique about themselves as opposed to all other businesses. As he so correctly states “If you cannot stand out in the crowd – you are the crowd”.

He also points out that often an owner has a great team, yet doesn't allow them to do what they are great at. "[As business owners] we come from a background of 'doing' and believe we are the best at everything, and this often translates into how we manage people. We tell them what to do all day long and they can become individuals waiting to be told what to do," he stresses.

With a background in marketing, Julie Shaw started as a lecturer in marketing at the Brisbane-based Southbank Institute of Technology. She spent time working with the Kitchen & Bathroom Designers Institute as the Training and Marketing Communications Manager then, in 2010, joined Designer Training Australia (DTA) and is now the Executive Officer of this highly-regarded Registered Training Organisation.

Julie was able to provide me with an insight into how training, and ongoing training, can be so beneficial for those who may have a little time on their hands. But, as Julie pointed out, an investment in training is not only for when it's quiet. "It is becoming the 'norm' to hold several qualifications over your lifetime regardless of how busy (or not) the industry is. We are seeing an increase in students who already hold a formal qualification and are wanting really specific skills. Some are changing careers, but most are just fine tuning their skills and making sure they know everything they can about their chosen area of expertise," she says.

There is no question in Julie's mind that time and cost are the main barriers for industry personnel undertaking training and/or seeking further qualifications. She explains how DTA has overcome some of these barriers: "DTA has responded to feedback from industry and has made all courses accessible all over Australia, with no face-to face-classes to attend. With many students working in the industry, we offer flexible training plans to allow students to study when they have the time. By removing fixed deadlines for assessments, our students can juggle their work, family and study commitments. To support our students, we also spread the payments over the course duration".

Part of the above obviously relies on self-education. Julie feels it's imperative for individuals to have portable skills and knowledge. "Formal training can consolidate what you learn on the job and expose you to what's happening in the broader industry. This can give you an edge when looking for a career move and can round out your expertise so you can

apply it across the industry in other organisations or business models," she adds.

Monique Penton is the Human Resources Manager at the Australian Cabinet and Furniture Association (ACFA). Monique's role at ACFA is to assist members with workplace advice and utilise her team to organise events for the supply chain and members.

As a large member organisation, I wanted to find out what her opinion on training was and how ACFA approaches this topic. "Investing in training for employees improves knowledge retention, ensuring your workforce is being kept up to date and current within industry, to progress into the future. With constant changes, updates and trends in all facets of business including compliance, technical and innovation to keep up with, having a trained workforce will give you the competitive edge to meet industry demands in an ever-changing market," she states.

Monique feels strongly that employee development can have a positive impact on employee engagement and satisfaction, which in turn can have flow on effects such as high morale, trust and innovation among the team. She says all of the above can result in improved business outcomes, for example, profit levels, low employee absenteeism and excellent workplace culture.

"Ongoing training is an investment for the future and should become culture within the business for all participants. Training, in conjunction with succession planning, enables generations to receive the required skills and to continue to pass on their skills to the next generation," she adds.

It may seem counterintuitive but quiet times are actually the best times to consider taking on an apprentice. The early months of a new apprenticeship often require a greater investment of time from the business owners and established team so taking on an apprentice when you are quiet – and therefore



► have the time and energy to invest in their learning and education – is actually good business.

I asked Monique about apprenticeships because I feel strongly that we need to continue to develop those who show a willingness and aptitude for our sector. Monique agrees that taking on an apprentice or trainee can benefit a workplace in many ways. She says an apprentice brings new enthusiasm as well as opportunities for industry succession, plus existing, skilled workers are able to pass down their knowledge and skills to future generations.

"Taking on an apprentice enables business owners to mould and shape the apprentice to understand their business culture and operations. Apprenticeships are a cost-effective way to train and upskill your workforce, remembering most skilled occupations take years to learn and can only be learnt through apprenticeship training. Overall, taking on apprentice is a not only beneficial to the business but is invaluable to ensure we maintain and increase skilled tradespersons in our industry for the future," Monique says.

Another key area of business success is the networking and engagement opportunities that come from membership of industry associations. Ron Redman has long been an advocate for such membership and points out that "any industry membership provides the benefits of education, networking, mixing with like-minded business people interested in achieving success for themselves and our industry. Membership also provides opportunities to look outside the box, expand on concept beliefs, seeking alternate points of view, being inspired. Doing this, we continue to improve and develop growth offering potential customers

reasons to seek an improvement in their living environment."

Julie Shaw points to the benefits for students in becoming involved with industry associations. "Industry associations are a great place for students to get to know the industry they are in or entering. Associations support members by offering insights into the industry, professional development opportunities and networking with both other professionals and suppliers," she says.

What I've learned from these industry experts is not to be afraid of quiet spells but to look for where the newly-available time can be applied in a productive and proactive way. Christmas - as always - is coming and, with it, the inevitable busy period that will see us all do far more work in our businesses than on our businesses. So do yourself, your colleagues and your business a favour and think hard about what you can do right now. The least you could do is have a chat with one (or all) of these contributors.

As Gregory McKeown, the American public speaker who teaches executives to 'lead by design, not by default' said: "Take a deep breath, get present in the moment and ask yourself, what is important this very second."

Simon Hodgson thanks the following for their contribution to this article:

Monique Penton, Australian Cabinet and Furniture Association. [www.acfa.net.au](http://www.acfa.net.au)

Bruce Poling, The Joinery Coach.  
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Julie Shaw, Designer Training Australia.  
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Ron Redman, Redman Training and Development.  
[www.redmantd.com.au](http://www.redmantd.com.au)

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# Just Eco recycling timber

## for niche joinery and furniture

Established by brothers Michael, Dwayne and Dylan Gunn, along with Jason Winderlich almost 5 years ago, Just Eco was born out of a love for recycled timber and all things carpentry. Nick Evans, manager of Just Eco's furniture and joinery divisions, is a furniture designer with a passion for processing recycled timber into finished products.

Servicing a wide demographic of customers from hobbyists right through to major building companies and architects, Just Eco has developed a niche approach to designing timber joinery and furniture pieces.

"Recycled timber is our mainstay," said Nick. "Depending on what the customer wants, we can design and produce a finished product that is either dressed or rough sawn. We create a lot of clean dress boards, different furniture pieces, tables, benchtops and vanities, just to name a few."

Aiming to source as much recycled timber as possible at the best price, Just Eco focuses its production on meeting short deadlines at the best possible quality and price. A priority in the process is to produce perfectly straight boards. "Customers love that our boards are never bent or twisted," said Nick.

For its first few years of operation, Just Eco relied on an old thicknesser and panel saw that were quickly reaching the end of their lives. With a business priority to upscale production,

Nick and the company owners knew they needed a full complement of machines to be able to reach their goals.

"We do produce some generic products, however the majority of our work is bespoke and made to order," said Nick. "We needed machines that would be able to keep up with our production quantities."

After careful research and comparison, Just Eco's full complement of machines consisted of an SCM Si350 panel saw, an F410 Class thicknesser combination machine and a 600RCS wide belt sander.

"Ultimately, choosing to work with SCM Group Australia came down to price. Italian woodworking machinery is of a really high standard, and our new machines have really helped to improve and speed up all of our processes," said Nick.

"We thrash our machines. We process timber that these machines weren't designed to process. They hold their heads up with aplomb," said Nick.

"We use a vintage 1960s SCM Group moulder tenoner I purchased myself about a year ago. It works just as well as our new machines so that says something about SCM longevity."

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# Planning reliability in every detail

## – Blum's cabinet solutions



Never satisfied with less than perfect? No worries, Blum can help achieve consistent, quality results by supporting manufacturers every step of the way through the planning, selection, ordering and assembly processes.

Working with customers to create solutions that best meet their needs, Blum has developed practical solutions through hardware and services that enable creative and practical solutions, increase efficiency and consequently - improve the quality of living.

### **Product Configurator is more than just a selection and planning tool.**

Once the cabinet is planned, the recently redesigned Product Configurator is the fast and easy way to find the right fittings solutions, create parts lists (with integrated collision check), planning, assembly and adjustment information or download product-specific CAD data.

Configurations can be saved and managed in 'My Projects' and orders can be easily prepared in 'My Order Lists', allowing the user to transfer parts lists to the online shops of selected distributors with the utmost ease.

'My Library' is a new feature where box system configurations that are in progress can be saved if not completed. These configurations can then be reused as a template or individually adjusted..

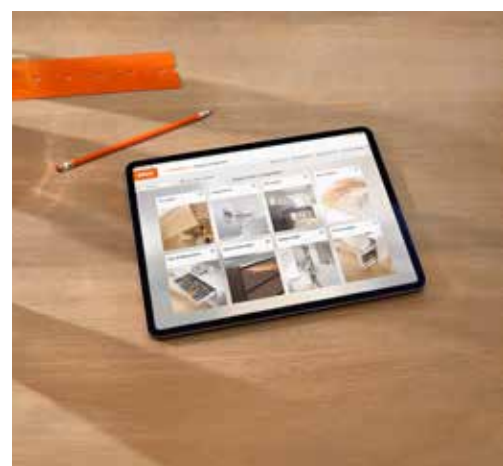
### **CAD/CAM Data Service makes planning easier.**

Newer to the online services offered by Blum, the CAD/CAM Data Service gives maximum planning reliability and saves time by giving access and up-to-date CAD and CAM data for the Blum product that is required.

The CAD/CAM Data Service supports the trend towards more digitalisation and interconnectivity in the manufacture of furniture and gives a centralised overview of all available CAD/CAM data.

It also allows users to download CAD data for individual geometrics, functional units or data packages (2D/3D). Due to this service being online, the data is updated in real-time and the online preview (3D viewer) ensures that the correct products are selected for the project.

CNC assembly macros for all Blum products are available in multiple output formats meaning even manufacturers without software support can use Blum's data for use in their CNC machines.




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# Members do better, thanks to new association

**CABINET MAKERS** and furniture manufacturers across Australia are able to access more and better services, thanks to the new Australian Cabinet and Furniture Association (ACFA).

From training and mentoring for apprentices, to business insurance, safety advice and access to discounted business services, the country's cabinet and furniture businesses really do have a one-stop shop available to them.

Focused exclusively on services to its members, ACFA combines the oldest and most established association in Australia – the Furnishing Industry Association of Australia (FIAA) has merged with several other associations over recent years.

At an ACFA launch in Melbourne on 18 July, ACFA CEO Dean Brakell outlined the association's mandate to support members: "Our mandate delivers to members through the three Ps: Protect the interests of our members, Promote our members and our industry and Provide support services to our members."

During the launch, ACFA unveiled its major sponsor for 2019, Lincoln Sentry, and highlighted the importance of such alliances. Lincoln Sentry's National Manager, Mark Williams and his team, conducted a presentation at the launch, highlighting new and innovative products, available in the cabinetmaking, kitchen and joinery sector. One area where ACFA support is very well regarded by members is in training. The Association's RTO has an extensive apprenticeship training program that has significant take-up in New South Wales and South Australia, and as part of the association's strategic plan, offer training services throughout Australia.

"As a member organisation, we keep the costs as low as possible and we focus all our attention on the trades where our members work," Dean Brakell told those assembled at the launch. "Because we can do it in the workplace, apprentices get the best training, mentoring from people with experience in the trade, and the most time possible on-the-job."






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TAFE has an important role to play, and having a closer relationship with the peak body, ACFA, will improve training outcomes for apprentices in the sector. Beyond the importance of apprentice training, Brakell told the meeting that across Australia, ACFA members are concerned about builder's insurance and their own liabilities: "ACFA is staying on top of the insurance situation, and with our partners at PSC Insurance, we are helping members ensure they have the insurance they need."

ACFA is aware that in a housing market where there are falling approvals, some businesses can become desperate enough they might cut corners. But no matter how bad conditions get, ACFA members have to ensure they protect themselves.

"We encourage members to get the insurance they need, but we can also help you understand where the industry is going. We know from the latest data, for instance, that in Victoria, there are five local government areas where the approvals are highest: Casey in the south east, Greater Geelong in the southwWest, Hume in the north, Melton in the west, and Whittlesea in the north," Brakell told the meeting.

As the ACFA CEO told the members at the Melbourne launch, ACFA has access to the information and support they need to take their business to the next level. Membership information is available at the ACFA website, [www.acfa.net.au/memberships](http://www.acfa.net.au/memberships). ■

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# AIDT 2020 tour to iSalone

## for Milan Design Week

AIDT is proud to announce that its International Tour 2020 is now open for bookings. This 12-day International Design Tour will take in the latest releases in kitchen design, appliance technology, bathroom fittings and fixtures, the latest lighting concepts, and furniture design at Salone del Mobile, Eurocucina, FTK (appliances) and The International Bathroom Exhibition. Attendees will also enjoy immersive visits to sponsors Bisazza, Barazza and Gollinucci for a behind-the-scenes look into the design and manufacturing processes that bring these products to life. With evening events in Milan and visits to the renowned Milan design districts, plus time for some R&R in the amazing city of Verona and an incredible winery tour and tasting, this is an event not to be missed.

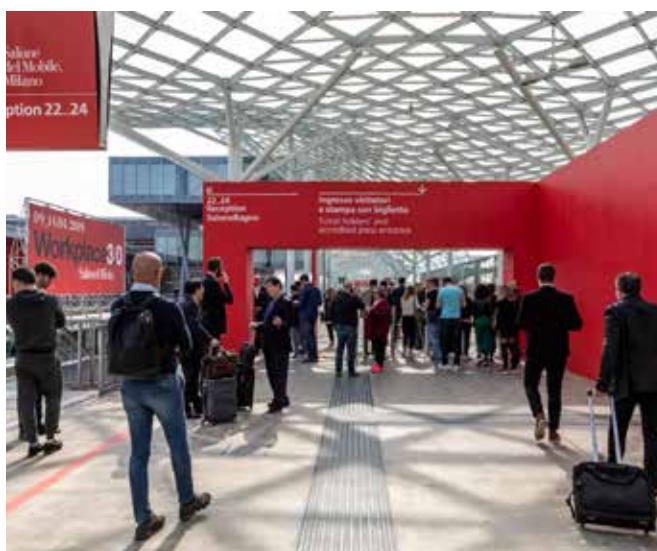
The tour includes all transfers from arrival at the Milan hotel until completion, free unlimited Milan metro travel, all accommodation, all breakfasts, free Wi-Fi in all hotels, all entry passes to Salone del Mobile, organised visit to Milan Brera design district, evening events in Milan, welcome drinks and dinner in Milan, dinner in Verona, dinner in Vicenza, dinner in Rimini, winery tour with wine tasting and lunch, and all lunches and dinners when with sponsors.

Spaces on the tour are strictly limited and previous tours have sold out in weeks so readers should act now to secure a

spot on this once-in-a-lifetime opportunity. Full itinerary and inclusions can be found at [www.aidt.com.au](http://www.aidt.com.au). Book online or download the booking form.

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# A dedicated effort towards ALPHACAM in Australia

The ALPHACAM global management team is excited to announce the launch of AC Australia CAD CAM Solutions Pty Ltd to lead the sales and service of ALPHACAM in Australia. AC Australia is a dedicated effort to promote and grow ALPHACAM solutions across Australia and expand across multiple industries.

Blake McCrossen has been appointed National Brand Manager for AC Australia. Blake comes from a plastic composite background, with over 5 years of experience using ALPHACAM in a production business. He has completed a Certificate 3 in Mechanical Engineering Trade and has recently completed a Master of Business Administration.

As National Brand Manager for AC Australia, Blake will drive all ALPHACAM activities across Australia. Discussions are underway with both existing and potential customers to better educate manufacturers on how ALPHACAM can increase the automation and accuracy of their production processes.

The objective for AC Australia is to increase commitment to all ALPHACAM users within

Australia. A key focus to the growth of ALPHACAM in Australia is to combine the strong brand recognition it has internationally and its successes, with the diversity of the software, to reach into broader markets and industries. By working closely with industry partners, the company aims to provide a complete business solution to suit a variety of manufacturing needs.

AC Australia is backed by the infrastructure and resources of Planit Cutting Edge Solutions, ensuring a platform for strong growth and expansion. Customers will continue to have access to Planit's Help Desk services, alongside Blake's guidance.

The ALPHACAM global development team recently released ALPHACAM 2020.0 to the public. This new version is led by major enhancements in post-processed simulation, automation, and advanced 5-axis features within ALPHACAM. Blake is excited to take customers through these new features and explain the improvements they can make to production processes

Following the launch, Blake commented; "I'm excited to see this new initiative take off. After seeing ALPHACAM used in a production business, I can see how ALPHACAM will benefit others. The advancement in automation with ALPHACAM is going to be something many businesses will benefit from within their production systems. AC Australia gives us a strong foundation to best serve Australian businesses".

Global Director for ALPHACAM, Richard Chappell, commented "I'm excited to see this next chapter of ALPHACAM in Australia. There is plenty of potential to see ALPHACAM expand and be a vital manufacturing tool for Australian businesses. We are all behind this great new initiative".

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Blake McCrossen, National Brand Manager for AC Australia



# New generation of user-friendly functions

## Push to open Silent from Hettich



As a pioneer of Push to open Silent technology, Hettich has added numerous new features to the second product generation. As a result, Push to open Silent provides the same convenience as electromechanical opening systems

Drawers opens entirely mechanically in response to a light press on the front panel - on shutting, they unnoticeably load the opening mechanism and close in a gently cushioned movement. Even small, lightweight drawers for bathroom vanities close reliably and gently. Using special runners and Push to open Silent units, Hettich has managed to develop an end-to-end solution for all drawer formats. The particular practical convenience is evident in many facets, such as in the retrigging guard: the system recognises drawers closed by hand and does not reopen them accidentally. And if there's a lack of momentum on closing, the drawer is prevented from opening again and the force needed to close it is reduced.

On opening, optional synchronisation makes sure that a kitchen like drawer front gap of 2.5 mm is sufficient to reliably activate the system even when pressing the edges of large format front panels. When the drawer is pulled open, it feels just the same as a drawer on Silent System runners.

Push to open Silent is suitable for ArciTech and is now available for InnoTech Atira drawers. The Push to open mechanism is installed quickly and without the need for tools. The new Push to open Silent product generation provides a viable alternative to electromechanical systems as it leaves no margin of doubt in terms of user friendly convenience.



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continued from Page 38

Mark and Tim carrying a balsa log  
from the farm in PNG and below,  
drawing rocker curves



► continues, "I took templates and made a scale drawing of the original. At 300 millimetre intervals of the length of the board, I took accurate measurements of width and thickness and rail shape. These details were then transferred to the blank. I had decided from the outset that I would use only my original hand tools. The plan shape was cut by handsaw. I then began the task of shaping using my original drawknife, jackplane, steel hand planes and spokeshave. All the tools that I used were tools I used as an apprentice boat builder, and throughout my career during the 1970s".

Only a few kilometres up the road from the Freshwater Club, Barry Bennett, another important figure in surfing and the development of surfboard manufacturing, operates his family store and workshop that he began by making hollow plywood boards for his friends. These days Barry comes in regularly but his son Greg runs the day to day operation. They can proudly claim that, established in 1956, "Bennett Surfboards has been in the surfboard business longer than any other Australian manufacturer".

Guiding AWISA through his store which sports the latest boards, Barry points to some wooden boards on display. He reminisces about the early days when it was difficult to find Balsa wood, and the substitutes he used, such as Red Cedar and Pacific Maple. There was also Canadian Cedar, used more for its light weight than appearance. He made hollow boards teaching himself to craft them, making them with just a hand saw, an ordinary steel planer, and a hammer. He says modestly, "Nothing fancy. That's about all you needed, and a band saw if you could afford it. That's all you needed to make them."

The vast majority of boards today are shaped from foam, as a walk through any surf store will show but there remains a small demand for wooden boards, hollow, and solid Balsa ones, that is fulfilled by a small dedicated cohort of craft workers. Amongst them is Stuart Bywater, whose name is mentioned often. He works in Paulownia timber making hollow wood boards. Mark Riley is another. He works in Balsa timber because it is much lighter for making solid Balsa boards.

They both describe the aesthetic qualities of wooden surfboards, their ecological sustainability, and longevity, all of which make these boards life-long favourites of their owners, and valuable family heirlooms. Both also share a challenge of regularly finding from amongst all the natural rich variety, the right piece for a job. Each piece, Riley avows, has widely varying grains, colours, textures, and densities.

Mark cutting balsa  
rockers on balsa sticks  
in PNG.



He sources the timber by the container load from North Queensland, Papua New Guinea and Ecuador, "I ask for large section sizes that are super lightweight and long lengths. This is difficult in a Balsa tree. You need the young trees to be growing fast so that the wood is light in weight and colour, but big enough to get some decent sections out of them."

After enthusing how Balsa is a beautiful wood to work with, Riley goes on to describe his construction method. "A solid Balsa classic longboard or Malibu is a replica of what they used to build in the 1950s and 1960s. On either four or eight pieces of Balsa I draw the rocker curve onto the widest face of the 160 x 75 x 3050 millimetre piece of Balsa. It's then cut out with a band saw or nine and one quarter inch circular saw. These pieces are glued together with PVA glue and clamped together with ten G and sash clamps. The clamps are removed after eight hours and a plan shape is drawn on off a template and a circular saw is used to trim off.

"The plan shape is cleaned up with a belt sander. The bottom is shaped to a profile, and then the deck using electric planes, and smoothing, block, and David hand planes. It is then sanded starting with 80 grit and finishing with 100 grit, working with the grain. The rails are finished with planes and hand sanding. The boards are then sealed and protected with one layer of four ounce fibreglass and polyester resin with a finish coat, and polished."

Riley tells AWISA proudly that every board from his workshop is crafted by hand for the client making it a unique masterpiece. "I have my tried-and-tested models that I know work and then add some special personalised tricks to the board to suit the customer. There is no one particular board that is requested most. I build boards from 6 foot performance short boards



Above: The Balsa Allrounder going through its paces

Right: Mark finish sanding a board at night for the right light shadows

Photos by Ian Hamilton from Lime Light Creative Media





Deck of a finished board timbers, blond is Paulownia, Surian Cedar and black is Cambia Ash



Bywater Design team:  
left to right William, Michael, Stuart, Daniele, wife and business partner, and Gilles.

Photo by Kate Luke Photography

In talking through his design and customisation process, he begins by explaining he has a set of stock designs in various lengths that have been developed and refined over the last eight years that can be customised for different rockers, the bottom curve of the board, and customised nose and tail shapes. He continues that the stock boards are initially designed in AkuShaper, then transferred to a full CAD program so some frame elements can be cut on an in-house CNC machine. The most popular designs are the longboards and fish type of boards, which may have something to do with the nostalgia associated with wooden surfboards and the age of his students and clients. He has also made one off copies of favourite boards for clients.

Turning to how he constructs a board, Bywater explains expansively, that the majority of the frame elements are cut by CNC rather than hand shaped to ensure consistency in the early stages of construction. The first step is to glue the frame together with marine epoxy which is used in all glue ups during construction. While the frame cures, the skins are prepared and also glued together. The skins are normally 6 millimetres thick strips of timber in various widths, and species, selected to create the desired pattern. Once glued up they create a skin 600 wide by however long the finished board will be.

The frame is now hand shaped to remove excess glue and bring the top and bottom of the rails, the edges, to the correct detail shape. The rails need to match the deck and bottom of the ribs in the frame, ready for the skins to be glued onto the finished frame. It is at this point the top and bottom stock

## Stuart Bywater outlines the value of hollow wooden boards

In conversation with AWISA from Boondall in Queensland, Stuart Bywater outlines the value of hollow wooden boards. In the water they have more floatation per comparative volume and derive more drive from the innate memory flex patterns of the timber. He can tweak these properties to enhance performance. Paulownia is his preferred timber because it is lightweight, sitting midway between Balsa and Western Red Cedar, flexible, and rot resistant in salt water. For detailing and book matching panels, he has also used a range of timbers, both new and recycled, including Silky Oak, Queensland Maple, Western Red Cedar, New Guinea Rosewood, Cambia Ash, Hoop Pine and Camphor Laurel.



A class holding their shaped internal frames ready to have their skins glued on.

Photos by Stuart Bywater unless otherwise stated





The internal frame is fastened with epoxy glue. The clamps are the lightest available and have glued about 100 boards so far.



contours can be altered. Before the skins are glued to the frame, fibreglass cloth is applied to the inside face of the skin for added strength, and then utilizing a vacuum bag method, the skins are glued to the frame. This ensures the skins conform to the frame as accurately as possible. Once the glue up is cured, he says, out of the bag comes what is beginning to look like a surfboard. Then the desired tail shape is cut, and shaping is done in a similar way to a foam blank other than for the tools that are used, such as hand planes, and rasps.

Bywater's workshop is also a classroom where he shares his skills and enthusiasm for making surfboards with people of all ages and from all backgrounds. He says that most of his four day course surfboard students are amazed by how such an initially flexible frame will one day float. The best highlight is the first wave they catch riding on something they have brought from concept to reality. For some of them, it is the first thing they have made in wood. They can say, "I made it".

The workshop is a small solid timber operation making bespoke furniture and small boutique production items. He says the workshop has plenty of space for day to day work on a number of custom projects simultaneously with six workbenches along with a number of mobile benches. Machinery includes a 300 jointer, a 400 thicknesser, a 935 drum sander, a drop saw, a table saw, and a large 1940s band saw, a small CNC, and wood lath portable machinery such as various routers, drills, and sanders. Traditional hand tools abound, including hand planes of every type and size, handsaws, chisels, English and Japanese, which are all used regularly in woodwork and surfboard classes. And, he adds, many thought-provoking conversations arise between the woodwork and surfboard students. ■

A class gluing the skins onto the frame.



A class shaping board rails.

# Schmalz develops clamping solutions

## for nesting table systems

In furniture production, every millimetre counts: Optimal arrangement of workpieces with different geometries is crucial when it comes to saving on expensive raw materials. Schmalz offers a flexible vacuum solution precisely for this purpose. In addition, the system holds securely on smooth surfaces and ensures short set-up times.

The vacuum blocks VCBL-G K1 can be placed directly on the wear plate of the machine.

The nesting process is commonly used to lower material costs. The individual elements are slotted together or nested, resulting in minimal waste. A wear plate is then clamped on the grid table of the CNC machine. The raw material is positioned here. The vacuum is so strong that the wear plate is

able to keep even the smallest milled parts safely in position. Horizontal processing, such as drilling, is not possible during nesting. However, this is no longer a problem with the Schmalz clamping system.

### Flat construction

The vacuum blocks of the VCBL-G series are particularly suitable for use directly on the MDF wear plate of nesting machine tables. This means the user does not need to set up the machine, which avoids long downtimes. The suction cups are connected directly to the vacuum system of the CNC machine via hoses in order to generate the necessary vacuum. If the user places the workpiece down, a touch valve with a soft surface activates the vacuum block – this protects the workpiece surface. Unneeded suction cups can also remain on the machine table.

The friction pad on the underside of the suction cup creates a high holding force, even on smooth surfaces. Schmalz has designed the connection to the suction plate with a robust main body made from plastic so that the suction plate can be easily replaced in the event of wear. Another advantage of the vacuum block series is its minimal operating height of 30 millimeters. This makes the VCBL-G solution ideally suited to 3-axis machining centres with low Z values.

### Flexible modular system

For users who want to use a vacuum block VCBL-B instead of a suction cup VCBL-G, Schmalz has developed the adapter-plate AP-G. The vacuum is still generated directly from the nesting machine system via a hose. The suction cup mount includes a grid: The vacuum blocks can be inserted in the adapter-plate in 15° increments in any direction so that the suction area can be aligned as desired. The modular system—vacuum blocks are available in three different heights and with four different suction areas—increases flexibility and shortens set-up time. Due to the variable working heights, users can also use the Schmalz system for 5-axis machining centres.

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Using the Adapter-Plates AP-G, the vacuum blocks VCBL-B can also be used on nesting machines.





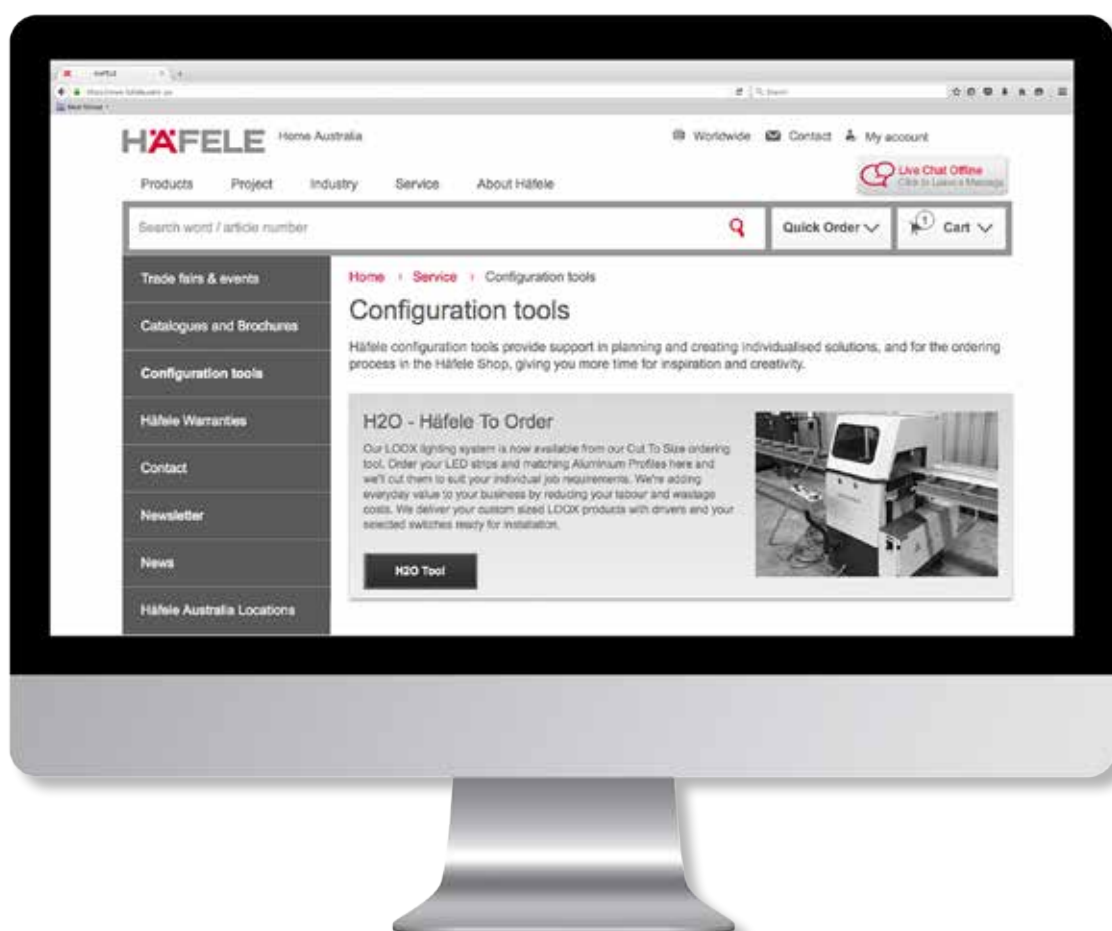
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# A once in a lifetime award goes to Hideaway Bins - Red Dot Winners



The prestigious international Red Dot Design Awards pay tribute to the best manufacturers and designers of the year. In 2019 there were 5,500 entries from around the world, and only the best products convinced the experts. The manufacturers and designers from the international design scene that created these products were honoured and celebrated on 8 July 2019, at the Red Dot award ceremony in Essen Germany.

It was a proud moment for Directors Allen and Jamie Bertelsen from Hideaway Bins, a New Zealand based company, to be recognised on the world stage for their innovative Concelo waste bin design. This shines the light on the research and development capability of New Zealand as a country but it also shines a beaming light on the kitchen and bathroom industry as Hideaway Bins is a strong, well-recognised and trusted brand in the Australian market. It takes a lot of time, effort and courage to design an innovative product that stands out on the world stage, pushes boundaries and isn't a replication of the direction set by multi-national design companies.

Allen and Jamie enjoyed celebrating this honour in Germany and found themselves mixing with some of the best design companies in the world such as

Ferrari (winners of the Design Team of the Year) as well as Apple, Bosch, Grohe, Hyundai, LG, Philips and Sony to name a few.

The Concelo waste bin is now on display in the Red Dot Museum in Essen, alongside other award-winning products. It is also forever featured in the '2019 Red Dot DOING' year book where the international design community draw inspiration for future products and stay on top of the latest product trends paving the way forward. "The celebration was glamorous, an experience not to be forgotten and a true honour to have our waste bin recognised for its unique design features that truly help it to stand out in the crowd," says Director Allen Bertelsen.

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# A premium factory for a premium manufacturer

Considering expanding production? Has the factory's full potential been reached? Wanting to expand into different markets? Companies in these situations are not alone. This is the exact experience of Premium Stone and its founders Mark and Sharon Sheehan who can now offer more "Premium" services to their existing customers.

Based in Perth, Premium Stone founded its business on fabricating solid surfaces. Tired of outsourcing the stone fabrication, Mark and Sharon wanted to ensure that the quality of stone fabrication met the standard their company is renowned for. "We both thought long and hard about setting up our own stone plant. We did our own research and believed after talking to our core group of clients, we simply had to make the investment. We now find ourselves aligned with all the leading brands and suppliers, whom we work closely with. We are now able to offer the highest quality product, in a timely manner, with the added benefit of utilising all our own staff. From template to installation, our clients deal with one team, whether it's a small bathroom renovation or high-end apartment buildings".

With this in mind, Premium Stone approached CDK Stone to undergo the task of planning, installing and establishing a complete brand-new, state of the art stone benchtop manufacturing facility, with the ability to fabricate all products available in the stone industry. CDK Stone's Joint Managing Director Jonathan Height explains, "We were pleased to work closely with Premium Stone to devise a factory that revolves around high efficiency and quality. This advanced factory has

now established Premium Stone as one of the leaders in stone benchtop manufacturing in Perth."

The decision to partner with CDK Stone was simple for Premium Stone as these two companies shared the values of quality, reliability, efficiency and service. "It was important for Premium Stone to partner with a supplier that could fulfil their high-level expectations, but also shared their values of quality and craftsmanship." Jonathan explains. Aside from supplying high quality machines and sharing values, CDK Stone was also chosen by Premium Stone for its National Servicing Support. Coupled with its factory planning and machinery installation, CDK Stone can provide ongoing service, customer support, training and troubleshooting on all its machines.

Premium Stone's factory is now built around efficiency, adaptability and quality. With this in mind, its factory features a GMM Intra 36 CN2 bridge saw, two Thibaut T818 CNC centres, a Techni Intec i713-G2 water jet, a Dal Prete Mini Compact water filtration unit and in addition secondary filtration utilising a Dal Prete JW Micro water filtration unit, which ensures the highest quality water, far exceeding the new levels recently set by Work Safe in Western Australia. Premium Stone actually invited Work Safe into the business knowing full well compliancy would be no issue. The factory is spotless. Alongside this, to support the machinery, Premium Stone's factory also includes numerous Manzelli vacuum lifters, a comprehensive ADI CNC tool range and all machines are streamlined through SeKON software.

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As the business grew, it was clear to Premium Stone that investing in new highly automated equipment was key to maximising production and meeting demand. In order to integrate these machines, CDK Stone suggested to use SeKON software. "We were also proud to pair these high-quality machines with SeKON software, allowing Mark to design and process the stone throughout all these machines." Jonathan explains. SeKON software is the leading German CAD/CAM software that allows users to manage all the processes in the factory. This software has been integrated in all of Premium Stone's machinery and has allowed its team to efficiently plan the production flow.

"We are now able to meet the demand of the growing stone benchtop market," Premium Stone's Mark explains. "We pride ourselves on being at the forefront. Our decision to specialise in Ultra Compact Surfaces was a large part of our investment, which enables us to provide our customers with a complete package of the highest quality products at a competitive price. Our new factory fulfils all our needs and allows us to efficiently produce benchtops with quality products at an economical price."

Now, with the factory finished and production started, Premium Stone have been able to align its expansion into stone benchtop fabrication with its existing company values. Mark explains, "By manufacturing our own benchtops, we are now able to control quality and deliver exceptional quality surfaces. That is what Premium Stone is all about."



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Top: Mark Sheehan of Premium Stone with the company's new production line, supplied by CDK Stone.

# Furnipart's 2019 collection

## of unique handles and knobs



Wilson & Bradley is proud to be a distributor of the Furnipart handle range. Crafted in Denmark, Furnipart has more than 30 years' experience designing, developing and supplying designer handles for the kitchen and bathroom industry. The company is continuously presenting unique design ideas with its handles being crafted by award winning designers and sold all over the world.

Joining the current range of handles and knobs available at Wilson & Bradley is a selection of handles and knobs from Furnipart's 2019 collection.

This new collection brings new ideas and bold takes on classic designs giving limitless access to colours and shapes. Inspired from textural elements, natural materials and shapes creating a unique statement for any interior space, these new additions are available in a range of styles and finishes including cast iron, brushed matte black,

mirror polished/black leather, silk polished and brushed anthracite.

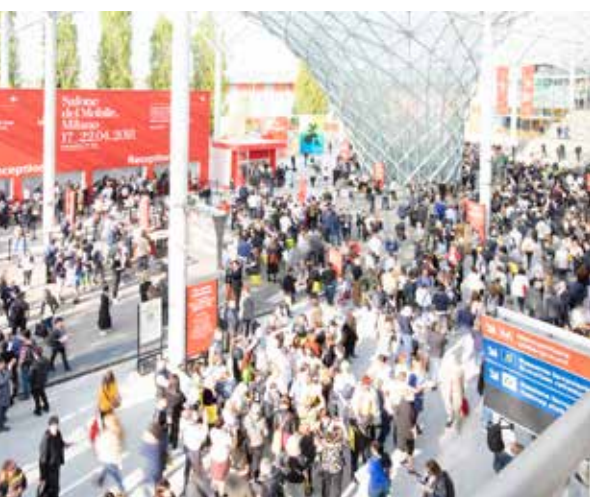
When selecting from Furnipart's designs, the rule of thumb is that anything goes. Designers should not feel restricted by conventions but rather play around with the different designs until they find just the right expression.

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# InnoTech Atira drawer system

## Extended platform concept

The InnoTech Atira drawer system by Hettich is full of character: Straight lines, clean contours and available in three finishes; white, silver and the new dark anthracite. A variety of additional elements complemented by versatile interior organisation solutions form the perfect mix for more individuality. InnoTech Atira combines attractive options for differentiating with high cost efficiency by means of the platform concept.

The sleek design of InnoTech Atira fits into any home situation and offers a wide variety of options for differentiating drawers and pull-outs. Various side elements, such as railing and TopSide with glass below the railing and runners provide individually tailored solutions that can be produced with flexibility and ease. Further added value for individualists comes from designer profiles that can be simply adhered to the drawer side profile. The high quality designer profiles create visual highlights, emphasise the system's corners and edges, with decors of the same colour for internal front panels or interior organisation. The freedom of design has no limits, because with InnoTech Atira, striking design meets proven technology.

Perfect differentiation also in terms of function: from the partial extension runner with soft closing to the full extension runner with Silent System or Push to open Silent. The Quadro partial extension runner is the ideal gateway to double walled drawer systems, and with the option of being upgraded to a full extension runner, the ideal basis for InnoTech Atira. The range is perfectly complemented by the innovative, user friendly Push to open Silent function that competently combines handleless opening in response to a light press on the front panel with soft closing drawers. From small and light to large and heavy - the best performance is guaranteed for all drawers, e.g. by using a 10 kg runner or optional, clip in synchronisation for conveniently opening the drawer from almost anywhere on the front panel. Particular practical convenience is evident in many facets, such as in the retriggering guard or the intelligent drawer energy storage system if there's ever a lack of momentum on closing. Push to open Silent impresses with convenience and operational reliability.

The interior organisation, perfectly coordinated with the style elements, offers many practical storage options. InnoTech Atira is a perfected product range for many different applications and customised design options and is based on a platform



concept that uses just one drawer side profile, keeping cost and effort as low as possible in production, stock keeping and logistics.

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# FAB9 - Melbourne's newest Makerspace

Readers may not be familiar with the term 'Makerspace', but it is a term, and concept, that is growing in popularity in Australia. Makerspaces have the support of governments, industry and manufacturers and are a way of empowering people with great ideas, but limited resources.

There are many ways to define a Makerspace, but essentially it is a place where people can come to use, and learn to use, equipment, develop creative projects or simply gain experience. They are most commonly associated with offering technology to create, develop and design in an informal, non-traditional, environment.

Becoming members of a Makerspace enables people to access the resources (training, machinery, technology and materials) at times that are convenient to themselves, without the capital outlay often required for production.

FAB9 is a purpose-built space, located in the Melbourne suburb of Footscray, for hardware entrepreneurs, engineers, designers, tinkerers, craftspeople, artists, hobbyists and anyone who want to experiment through the making of physical objects. Whether they are an amateur working on

a fun project, or an inventor set to create the next world-changing product, Makerspaces are open for people of all interests and skill levels.

Architecturally designed, FAB9's building houses an impressive array of equipment and facilities ranging from electronics labs, hand tools, power tools, 3D printers, laser cutters and CNC routing machines. Because FAB9 has to be able to cater for nearly every manufacturing demand of its members, it is important that the equipment they provide is rugged, reliable and versatile. Particularly big-ticket items like the CNC router.

The CNC router that FAB9 decided to include in its suite of facilities is the Multicam Trident 3000 Series flatbed CNC router. The Trident combines three different cutting technologies to provide maximum versatility by offering a choice of routing spindle and two knives which can be either tangential, oscillating, or a combination of both.

This machine is truly unique in that it has the ability to rout timbers, plastics, aluminium and composite materials with a heavy duty, automatic tool change spindle. It can also knife cut flexible and semi-rigid materials, up to 120mm thick, with ease,





with either the tangential or oscillating knife head. A host of accessories and features, such as creasing attachments, camera recognition and live vacuum zones means that members using the Trident CNC router can really let their imaginations soar.

The Multicam Trident 3000 Series flatbed CNC router is the most powerful piece of equipment at FAB9 and it's going to significantly enhance the making practices of many start-ups, small businesses, designers and individual makers. It was selected for its larger-than-average cutting area, flexibility and backup and support by Multicam's office in Melbourne. For FAB9 this means getting realtime support and the opportunity of having Multicam technicians train both staff and members.

Phil Balzan, of Multicam's Melbourne office was instrumental in helping FAB9 choose the correct CNC router for the facility. "Multicam has many different model CNC routers available," said Phil, "During our discussions with FAB9 I realised they would need a CNC router capable of exceeding their demands in terms of flexibility and value, and the Trident certainly does that."

"Multicam has a long association with training facilities such as TAFE training colleges, universities and schools," says Phil. "Even though FAB9 is offering a rather different service, we feel that our experience in the education and training sectors give us the ability to offer unique and tailored solutions to them."

"We are excited to be working with FAB9 in presenting opportunities and fostering Australian innovation and are confident that FAB9 has responded to a real need that will be of great benefit to everyone involved."

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Imperia downlights from Stefano Orlati are safe, affordable and energy efficient and now come in a range of finishes and profiles to suit any cabinet. 24v downlights are available in matt black, foggy silver and satin nickel with optional surface mount brackets for round and square profiles.

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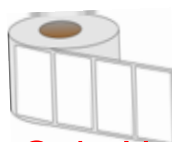
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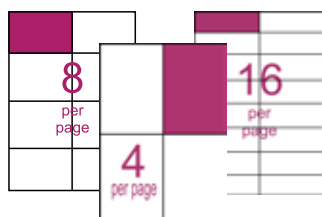
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# Why join an industry group?

The spotlight is back on industry groups following the recent merger between the Furnishing Industry Association of Australia (FIAA) and the Cabinet Makers & Designers Association (CMDA). This merger between two strong organisations has created a new voice for advocacy, support and promotion of our industry.

As a nation with many small-to-medium businesses, industry groups such as this newly formed ACFA ([www.acfa.net.au](http://www.acfa.net.au)) serve an important function, particularly providing the advantage of shared information, skills and combined experience.

So why should you investigate joining an industry group?

### Meet like-minded business owners

Being in business can be hard work. Connecting and sharing experiences with like-minded business owners who face the same challenges as you can present solutions that you may never have thought of. You can create ongoing opportunities, professional relationships and make new contacts that can continue to support you and your business.

### Access to a shared management resource

Got a question about workplace health and safety, or a client problem you can't resolve? What about a HR issue that requires some next level advice and guidance? Many industry groups act as a resource on a variety of matters, including wage rates, compliance, contract and induction information. By using these resources you can ensure you're using industry best practices in every area of your business.

### Leverage your brand

Being part of an industry group provides your business with credibility, signalling to prospective clients you are a long-term,

committed member of the industry. Use every opportunity to advertise your membership - You'll effectively be leveraging the industry groups brand name to improve your own reputation.

### Save money

Many industry groups give you access to group purchasing advantages, such as reduced rates on insurance and partnership agreements with superannuation suppliers.

### Be the first to know

Industry groups quite often have first access to information on new trends, products and technologies. A lot of suppliers will use industry groups as a way of distributing information - so it's effective for all involved. You'll have access to guest speakers at events, newsletters, and even general news articles on the association websites to keep you up to date.

### Advocacy

The success of your industry as whole benefits every member of it. There is great strength in having a single voice to promote change, Work with government departments and act as a lobbyist on your behalf. This ensures that our industry is unified and proactive in promoting your interests.

If you're not a member of an active industry group, it could be time to do some research - you may find it creates a significant advantage to your business. ■

# Biesse at Ligna 2019:

## a special edition for the company's 50th anniversary

90,000 visitors from 100 countries showed great interest in Biesse as they participated in the 5 days of this important trade show.

The 6,000 square metre stand earned the appreciation of customers, partners and the press, a gratifying response to the company's investment in increasingly efficient services, innovative products and an even greater local presence to the benefit of customers. "We showed those visiting Ligna that we will stand by them for the creation of factories that are not only smarter and more efficient, but also a better place to live, environments where a person's actions are valorised and activities produce greater results. Our customers understand this and have taken up the challenge, turning to us for significant investments - amounting to 40 million Euros in incoming orders to be confirmed", stated Federico Broccoli, Wood Division Director/Sales & Subsidiaries Division Director, at the close of the 2019 edition of Ligna.

Stefano Porcellini, Managing Director of the Group, added, "Studies in the sector (Acimall, VDMA, Uciimu) have shown a significant decline in demand over the first 5 months of 2019, after an extremely positive 5-year cycle (2014-2018). But Biesse's performance at Ligna confirms that our ability to innovate and stand by our customers, with a localised distribution network and an excellent portfolio of services, guarantees success even in less favourable environments. This means we can protect investments in products, services and the markets where we operate, being certain we are on the right track to keep consolidating our leadership around the world".

The Digital Hub in the middle of the stand guided customers on a journey through the various phases of construction for the Factory 4.0 by means of a simulation of the processes, the machining, the planning software and the optimisation and programming of the production plants, all the way to the selection of the services available for monitoring progress and increasing productivity and all the services offered by SOPHIA.

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In addition, three completely automated process lines showed customers the results that can be achieved with customised, flexible production. The stand saw the début of the new Stream A Smart and Akron 1100 edgebanding machines, the new Uniteam RC machining centres for housing, and the new FPS (Feedback Positioning System) work tables for the Rover machining centres. 7 ROS (Robotically Operated Systems) served the cutting, boring, smoothing and CNC machines.

Several important announcements were made: the inauguration of the new Campus in Moscow with over 2,100 square metres, as well as a renewed invitation to participate in the Grand Opening for the new Campus in Ulm, set for 24 to 26 October 2019. Biesse announced a new partnership with LIDTECH, a further demonstration of its attention to the Russian market.

Other presentations at Ligna included the official announcement of the “P&W, Plug & Work” project, which is based on “OPC UA” (Open Platform Communication Unified Architecture) standards and stems from collaboration with Eumabois and VDMA. The project is backed by the

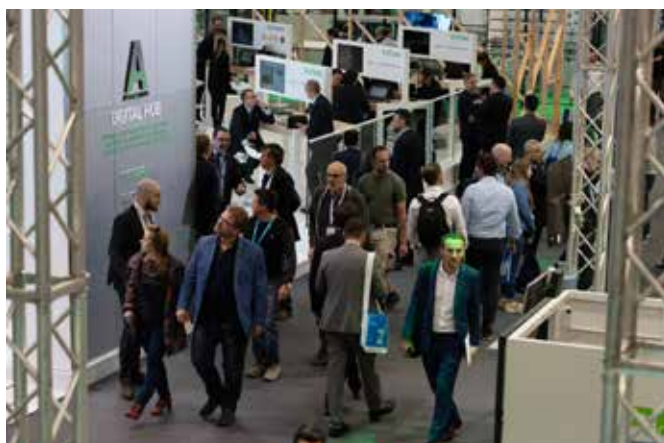
OPC Foundation as it aims to establish a standard semantic architecture for the wood sector.

In order to strengthen the perfect synchrony of man and machine, Biesse launched a new institutional campaign at Ligna ‘Ready, it’s tomorrow’, whose goal is to accompany customers in a search where a language, known as ALPHABYTE, is the absolute star and the symbol of the perfect harmony of technology and ingenuity.

Three evenings were dedicated to celebrating the company’s 50th anniversary with customers and featured the performance of The Hidden Sound. Biesse highlighted the relationship between man and technology, bringing out the hidden side of machines. The study, developed in collaboration with Umanesimo Artificiale and NeuNau, enhanced the internal sound of machines, which is not audible to the human ear, by means of an absolutely unique symphonic composition.

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Woodtron exclusively specialises in the design, manufacture and service of state-of-the-art CNC woodworking machinery. The company focuses on providing a very personal service as it strives to partner with its customers' long term goals. Because Woodtron design, manufacture and sell its own CNC machines it knows them back to front and it helps provide the very best of service to all customers. Drawing on over 30 years of experience, Woodtron understands the needs of the Australian woodworking industry. As a result, fully customised solutions can be provided to suit customers' needs, whether that being cabinets making, shop fitting or even plastics.

Woodtron's focus when designing machines is quality, efficiency and reliability. Designed with the latest CAD software, modelling and

simulation is conducted to assure high levels of rigidity and reliability. To complement the machines only the highest quality components from all over the world are used to ensure long term reliability of the machine.

All technicians are factory trained and are only dedicated to Woodtron's own CNC routers, so they have the expertise and knowledge to provide support and service.

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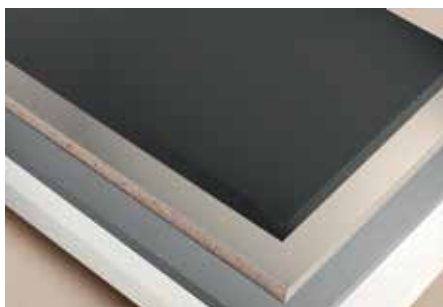
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# A long and mutually beneficial relationship

## ... Weinig and Parkside

Among the collaborative efforts between Weinig and Parkside has been the acquisition of an OptiCut 450 series machining centre by Parkside's Wondai dry mill. This installation provides automated high-speed optimising cross-cutting capacity – position, cut and sort at rapid speed with optimal recovery. Modern operations benefit from this performance for fixed-length cutting, when cutting out defects and for recovery and grade optimisation.

Weinig managing director Neil Forbes said this optimising sawing centre provides superior reliability, accuracy and complete user-friendliness in high-performance, continuous operations.

The Queensland-based Parkside Group is a large, leading company in sawmilling, timber manufacturing, land and property development, home construction and retirement industries, with operations from Cairns to Sydney.

The Parkside Wondai dry mill has undergone a major upgrade that has improved its quality and quantity output, and made the mill a world-class hardwood manufacturing facility. The mill is now the cornerstone of Parkside sawmilling and wood processing operations and produces hardwood decking, flooring, cladding, industrial and decorative timber for numerous applications.

Parkside's Wondai dry mill ... scanning and docking system has been a real game changer in terms of productivity and quality performance.

Wondai dry mill operations manager Ross Lakin said the Weinig OptiCut scanning and docking saw system has been a real game changer for the company in terms of productivity and quality performance. "With the Weinig scanning and optimising docking centre we are now able to much improve the quality and value of our production."

"So critical value-adding of our predominantly spotted gum and ironbark decking and flooring lines has moved us to a new level – they are now much enhanced products," he said.

Weinig's Neil Forbes is extremely enthusiastic about the relationship between Weinig and Parkside. "Parkside is an amazing, iconic Queensland success story and a pre-eminent hardwood sawmiller and wood processor. We feel that we are able to make a useful contribution to their success."

He said that as Australasia's well established, leading solid wood processing machinery and technology provider, Weinig is able to make a constructive input into Australia's hardwood industry as it looks to provide increasingly high-quality products to a discerning market.

"So precision, rapid and high-quality wood processing machinery and support is a critical part of today's manufacturing mix," he said.

The Parkside brand didn't start in timber, but in farming and agriculture when Bruno Tapiolas Vila, a Spanish immigrant arrived in Australia in 1911. Bruno saw Australia as the land of opportunity and from humble beginnings, little did Bruno know that a 100 years later the family business would grow into the outstanding Queensland business enterprise now known as the Parkside Group.

Parkside acquired its first sawmill at Eungella in 1962 and expanded its timber sales and building materials business to Townsville in 1966. In 1972 there was an opportunity to acquire a much larger and efficient sawmill in Mackay and the Eungella mill was closed. The Mackay sawmill provided an opportunity to strengthen the timber and building business that quickly grew to become a dominant player in North Queensland.

Collaborative optimising sawing effort  
... Ross Lakin, Operations Manager;  
Richard Keenan, Head Wood  
Machinist, and Weinig's Gary Spillane.



In 1989 Parkside acquired the Builyan Sawmill from Boral, and over the next decade also acquired sawmills at Theodore, Wandoan and Eidsvold. The latest acquisitions in the sawmilling division both in 2005 have been the Wondai dry mill and Wondai green sawmill.

Weinig Queensland representative Gary Spillane said that the OptiCut series of automated scanning and cross-cutting saws offer innovative cross-cutting combined with state-of-the-art control technology and software - everything from a single source.

"An outstanding application of high-performance optimising cross-cut saws is their integration into fully-automatic cross-cutting lines with automatic defect and quality detection."

The OptiCut system can grow along with the requirements of the operator. It can be upgraded and retro-fitted at any time, and another advantage is that customers of DimterLine OptiCut machines benefit from the service of an experienced manufacturer and the security of the worldwide presence of Weinig.



"Manufactured since 2003 as part of Weinig Dimter high-speed production series for defect cutting, cutting of fixed lengths and optimisation in the highest performance category OptiCut machines are offered by Dimter with up to 540 cuts per minute," said Mr Spillane.

Joint effort between Weinig and Parkside has been the installation of an OptiCut 450 series machining centre providing high-speed fully automated optimizing cross-cut sawing.

In connection with an integrated high-performance scanning system, up to 100 running metres of timber can be cut and optimised per minute. The process can be organised to be fully automatic, from the vacuum destacking of the raw material to the stacking of cut lengths.

In relation to Parkside's relationship with Weinig, Ross Lakin said; "We are very pleased that we have enjoyed a long and productive relationship with Weinig. In fact, since the scanning and optimising docking installation at Wondi we have purchased another Weinig machining system for another one of our sawmills."

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# Häfele at Interzum 2019 - thinking ahead

Häfele and its motto of "Thinking ahead", presented a firework of innovations ready for the market at the Interzum exhibition in late May, held in Cologne, Germany.

Häfele stood on the podium three times with its new products at the Interzum awards 2019. Firstly, the smart Häfele Connect mesh system with its innovative firmware, wall switch and remote control. Secondly, the new FREE Space flap fitting for furniture and thirdly, the Easiness furniture fittings with tool-less installation – Claw connector, rear panel connector and furniture knob, were all awarded for high product quality.

## Key standout products to be released into the market:

**LOOX 5** - The fifth generation of the Häfele Loox LED lighting product range, Loox5 is a completely reinvented system. Easy, linear, logical – that's the essence of four generations of successfully developed and marketed LED technology. Häfele Loox meets the increasing demands for lighting in furniture and rooms just as well as the growing need for networking and digitalisation and maximum simplicity and flexibility. Loox offers new, surprising possibilities for digital networking via the Häfele Connect app, including the connection to third-party systems.



**Free space** - The sensational innovation in the Free flap product range by Häfele: an innovative, extremely small, and at the same time extremely powerful flap fitting. With its compact design, the Free space creates more storage space in furniture than any other popular models in its class.





**Ixconnect fittings** - The latest developments in the Häfele Ixconnect furniture connector product range, which for the first time allows for the completely tool-free assembly of entire furniture cabinets and can be integrated into any standardised production process without conversion.



**Wardrobe fittings** - The DressCode cabinet organizer system, in a single design language and from one source. It allows upgrading wardrobes as appropriate to the area of the cabinet. All elements can be assembled and disassembled without requiring tools. This reduces assembly time by 50% compared to screwed connections. The award-winning connector is at the heart of this system for wardrobes and shelves.



**Furniture handles** - The new furniture handles of the Häfele H19 collection are fully in line with the latest trends with their Textile, Nouveau Art Deco, and Cube design series. The models of the H1910 series, named "Textile", have been honoured with the Red Dot Design Award for their exclusive trend design. Häfele is increasingly becoming the international trendsetter for furniture handles. The H19 collection includes a total of 14 new handle designs in various sizes and with cutting-edge surface colours.



**SLIDO** sliding door systems - With the Slido furniture sliding door fitting for the furniture industry, Häfele has a comprehensive product range that has been developed and produced in house for sliding doors made of wood, glass or with aluminium frames. This year's Interzum innovation was Slido Power - Chain for sliding doors. It allows the electrification and illumination of 2 or 3 sliding door fronts with continuous, uninterrupted lighting. It also provides access to Smart Home applications with BLE MESH box connectivity, creating a door opener for smart applications in furniture, from lighting control to voice controlled communication via smartphones. In addition, Häfele Easiness ensures quick and easy installation and operation.



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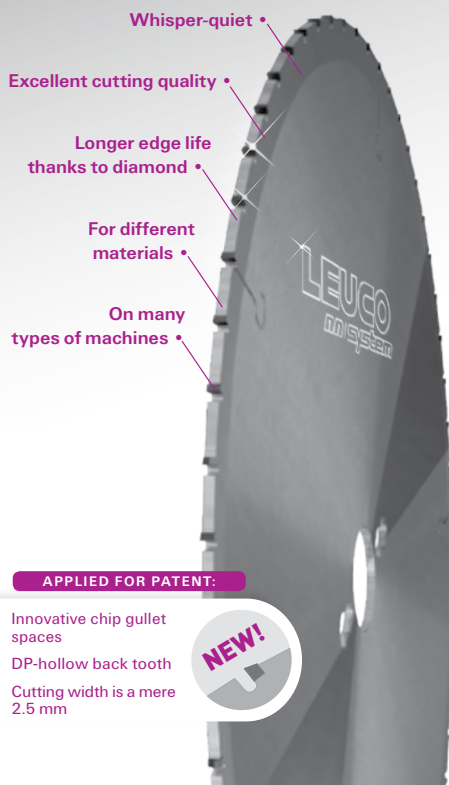


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## Fimal's fully automatic hybrid panel saw

The Fimal Concept 350 is a new type of panel saw that combines the benefits of a panel saw with some of the advantages of the beam saw. A patent is currently pending for this unique functionality.

With the traditional panel saw the panel is moved across the table through a circular saw blade that is in a fixed location. With the Fimal Concept 350 the panel is held in a fixed position and the blade moves through the panel. The pressure beam holds the panel in place, with the added advantage that the operator is protected from the blade by the beam.

Like any panel saw the blade can be tilted up to 46 degrees, the inclination being run by PLC with digital decimal display. The control panel is on a movable pedestal and is easily transported to each work area both on the front of the machine and the back of the machine. The PLC has a memory of up to 250 programs.

There is only one blade as a scribe blade is not required. The Fimal Concept 350 is a space saver, and is twice as productive as a traditional panel saw, yet this Italian

designed and manufactured machine is surprisingly affordable.

Among the machines many features is the 3 coloured LED light output. A white light shines when the machine is in calm mode, such as when the workpiece is being positioned. A red light shines as a warning when the pressure beam closes. Then a blinking blue light shines at the start of the cutting cycle. It's the signal that the pressure beam is completely closed and that the saw carriage is moving and performing cuts.

The Fimal Concept 350 is a space saving, precision cutting machine with excellent safety features and an interesting price-performance ratio.

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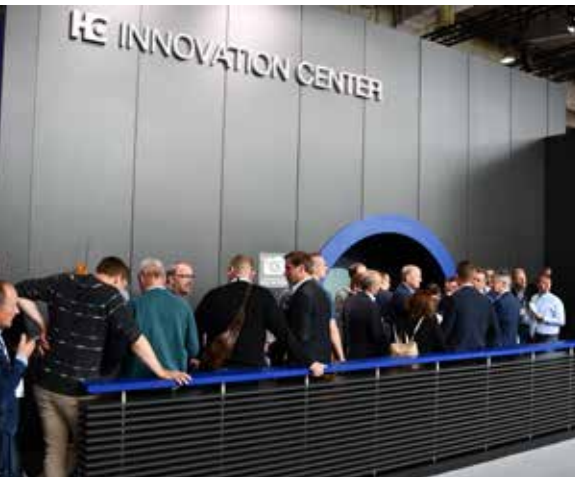
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# A strong performance at Ligna 2019:

## HOMAG struck a chord with visitors



HOMAG is extremely pleased with the visitor numbers, qualified leads and the order intake generated at the recent Ligna trade fair in Hanover, Germany. There was a significant amount of interest in interior fittings and industrial furniture production, particularly in solutions for kitchen and household furniture production. In regard to digital products, visitors were extremely interested in the ServiceBoard and MachineBoard (tapio).

In total, over 90,000 people from more than 100 countries visited the show. Of those that visited the HOMAG stand, around 61% were international visitors including numerous groups of visitors from Australia and New Zealand. The quality of the inquiries at the HOMAG stand rose – with visitors spending on average longer there and holding more in-depth conversations compared to previous years.

### Workshop concepts for joiners

#### Step by step: an overall concept built from single parts.

At the stand in Hall 14, HOMAG addressed the central issues affecting woodworking shops and medium-sized businesses:

- What specific options does digitalisation already offer small and medium-sized businesses today?
- Which easy-to-use assistants and features can support joiners in their day-to-day work?
- How can every business find the right building blocks for their own “workshop of the future”?

At Ligna, HOMAG addressed these questions by exhibiting clever aids that simplify working life and support work processes using just a few simple steps. There is no need to invest in an entire system; instead, the user can opt for individual machines, smart hardware, software and digital assistants that communicate with each other and integrate these into the business in a way that will benefit most.

### TEQtours and live demos: A complete success

HOMAG ran a range of TEQtours, which presented the new, integrated concepts live, to show visitors what the solutions might look like in practice and the advantages they offer in day-to-day working life. The tours took place 12 times each day and were almost completely booked out – in total around 1,500 people took part in the TEQtours, providing further confirmation that visitors are interested in venturing into digitalisation and networked and automated production for SMEs.



### Three various concepts in different performance classes:

#### "Your solution for digital entry":

At some point, almost every business faces the question of how best to get started. Here, HOMAG presents simple entry-level solutions that allow the user to gain transparency in their production, recognise potential for optimisation and improve existing production processes.



#### "Your solution for a networked, digital workshop":

In this workshop concept, HOMAG demonstrated at Ligna how every machine is operated by a single employee. The areas of work preparation, machinery and the bench room are organisationally separated from one another. The job data is partially available to machine users in digital form. With digital assistants, the user can now adjust the work processes step-by-step.



#### "Your solution for networked, individual cells":

At Ligna, HOMAG presented processing cells that can be extended on a modular basis — perfect for medium-sized wood-processing businesses. Each cell is already an ideal solution for efficient panel processing. The individual cells are networked via the automated guided vehicles. The ControllerMES production control system takes over higher level control. All of these elements come together to form a fully autonomous and automated production concept for batch size 1 production.

Each concept contains different focal points and modules — so each company can put together its own suitable components and digital assistants.



#### Surface finishing expertise at Ligna

Technological developments for surface processing are ongoing at HOMAG. This was also evident at Ligna 2019: Surface solutions took up a large proportion of the exhibition space at the Hanover trade fair. Machines for surface and profile painting, sanding machines in various performance classes, solid wood profiling as well as the latest developments in laminating were on display. In addition, HOMAG was represented at the Makor stand — HOMAG has cultivated a close and creative partnership with the coating system specialists from Italy for 2 years.

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# Lincoln Sentry reveals safe power solution



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Josef Wochner,  
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# Castlewood and Biesse, blue for a cause

People are one of Castlewood Kitchen's greatest assets. Directors Alison and Pat Abela work very hard to ensure their employees are happy and feel valued. A cup of tea or coffee in addition to their regular breaks, and a cake for your birthday are some of the small but welcome things their people enjoy in an otherwise busy workday. To say, "I'm here for you" everyone shakes hands when they arrive in the morning and go home in the afternoon. And if someone looks 'down' Alison and Pat are quick to find out why, but more importantly; see what they can do to help.

Alison and Pat are serious about the well-being of their office and factory staff. They understand there is growing evidence that when your employees are happy, your company thrives. With this in mind Castlewood Kitchens joined with Biesse Group to put on a Beyond Blue benefit and barbeque in April, raising over \$2,000 for this very worthwhile cause. Alison said, "Three million Australians live with anxiety or depression and every day about eight people take their own lives." Staff were encouraged to (safely) dress in blue for the day; Biesse Group provided the barbeque and drinks; and a team photo was taken to mark the event.

Castlewood Kitchens is a family company started in 1984 by their parents, Mario and Colleen. It wasn't always easy but through all the struggles, Mario always looked after their people. The worker's pay always came first and there were many times when Mario and Colleen went without so their workers would get paid. It's this kind of commitment to their people that Alison and Pat have continued to practice since they became Directors three years ago.

The staff of Castlewood Kitchens at the companies recent Beyond Blue benefit barbeque.

Biesse Group's involvement with Castlewood started many years ago with the installation of a Skill nesting machine. This machine replaced their old sliding table panel saw and produced an immediate surge in output. From a factory in St. Mary's to Riverstone to Minchinbury where they are now located, Biesse Group has always been their major technology partner. Through the years the company has grown; work has increased, and assembly has improved to the point where it became time to review their equipment needs.

Working closely with Biesse Group, Pat and his team considered a new Biesse Rover B FT nesting machine. Pat said, "The salespeople from Biesse offered us a lot of advice, then left us alone to consider what they had said, and what we thought we needed. They weren't pushy and they didn't overpower us with ideas. We knew we had a pretty efficient assembly crew, but that storage was our biggest issue. We were thinking about moving to larger premises and we considered this as well. We thought that if we could schedule our work and get it through the CNC machine efficiently, we could stay where we were and get the cabinets out the door in a 'just-in-time' or lean manufacturing process."

"After looking at all the options with the people from Biesse it was clear we should bite the bullet and get a second machine at the same time. This would future-proof our production and make sure we were able to get material onto the CNC machines as close as possible to the delivery date," Pat continues. "We thought, let's do it once and let's do it right. We had an idea on a new factory layout; Biesse fine-tuned the plan and everyone at Castlewood was very happy with the result." Castlewood installed two Biesse Rover B FT nesting machines with auto labelling and infeed and outfeed equipment. Alison adds, "The two Biesse machines have helped us to become much more efficient; our factory isn't congested any more and there's a lot less pressure on our people."

Castlewood's employees were also involved in the decisions leading up to the purchase of the new Biesse machines and production. Pat himself worked his way up through the ranks. He didn't want to be known as the boss's son, so after his apprenticeship he started on the shop floor and did every job in the factory. It took fifteen years to make it to Director with Alison joining him from an admin role after twelve years. They know their business as well as anyone and their decisions are based on sound advice and input from the people on the





Brother and sister team, Pat Abela and Alison Abela, with one of their two new Biesse Rover B FT nesting machines.

workshop shop floor. The workers feel involved and very few leave to work at other cabinet firms.

Castlewood Kitchens make all aspects of domestic cabinetry. Alison said, "It's mostly kitchens and bathrooms but we can do anything including full-house fit-outs. We work for some of the biggest builders in New South Wales including Sekisui, Allam, Clarendon and Metricon, some of who build up to 1,000 homes a year. We're well-known for our supply and service so our tradespeople and our equipment have to be up to the task. With Biesse, we're confident that we can meet the needs of all our customers and at the same time; guarantee the work moves through the factory smoothly. We don't want to be the biggest kitchen manufacturer around; we like to keep control of everything so we can still provide the personal touch."

Pat adds, "Our business methods and our Biesse equipment have given us time to better our factory and get ourselves more organised. During the last eight years we were doing some extreme hours to get the work out and this is another reason we needed help from Biesse Group. Their technology has helped us reduce our backlog of orders and our overtime labour costs." When asked what he would like to say about Castlewood Kitchens Pat said, "We're a family-oriented company providing support, opportunity and reward for

effort." Castlewood Kitchens and Biesse Group both share the same belief that together with their employees they can make a difference. Pat said, "I met Biesse's new CEO recently and learned that he has a similar mindset to us about our employees."

Alison and Pat believe depression is a major issue. Alison said, "We don't like to see anyone, especially our people, coming to work depressed. We do what we can to try and understand what the problem is even if that means sitting down for several hours if that's what it takes." In manufacturing, too many companies are overly focused on what they do and overlook who is doing the work. A recent study found there was a causal link between unhappiness and decreased productivity that had a lasting effect of about two years. For Alison and Pat, a happy workplace is a productive workplace, but happiness is more than a weekly pay check. The Beatles were right; money can't buy love, or happiness.

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## Door edge profiles by Solu



Solu's range of anodised aluminium door edge profiles give doors and mirrors a sleek, durable finish, suitable for wet area applications. Available in flush and wrapped edge the profiles suit 16, 18, 19 and 25mm board. The new black anodised range was launched at AWISA 2018, and complements Solu's black Shadowline, and new Lamiline and Thinline handle profiles. Solu has also developed vanity cabinet support solutions - the 2 x1 construction rail, floating cabinet support system, and glass shelf brackets.

Trends for metal finishes prevail in kitchen, bedroom, and living room joinery and into al fresco cabinetry with chrome and mirror finishes making a comeback. Solu's aluminum edge profiles have far reaching applications for residential, retail and commercial projects, where both a decorative and hard-wearing finish is specified.

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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 1-4 July 2020 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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