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## DEAR READER,

While one should never wish time away, for most  
Australians 2020 is a year we will be glad to see behind  
us. As we look to Christmas and the new year, we can only  
hope that Australia succeeds in now keeping the lid on  
COVID-19, and that we continue to reclaim nearly normal  
lives, albeit without overseas travel.

For the woodworking industry there has been some light.  
Some of it because of incentives to build and renovate  
homes, and incentives to purchase machinery. Although  
the building and renovating incentives are only just  
starting to produce actual on-site work. The HIA article on  
page 16 provides a comprehensive overview of the time  
that it takes between the decision to build a new home  
and the completion of that home.

Then there is the fact that the international travel market  
is almost non-existent. But it is obvious that household  
travel budgets have been allocated to help renovate  
homes and this has benefitted kitchen manufacturers  
in particular, who probably make up the bulk of this  
magazine's readers.

So, with summer approaching we have taken a lighter  
approach to some of the editorial. Maybe you will be  
sitting on your backyard furniture, with a glass of wine,  
listening to cricket. Take this magazine with you as  
well and read about some Australian garden furniture  
manufacturers, read about the close relation between  
wine and the oak tree, and read about two bespoke  
cricket bat manufacturers. All this among more serious  
articles about new technologies and new products which  
will help to make readers work places more efficient and  
the products they make right up-to-date.

Geoff Holland  
General manager  
Australian Woodworking Industry  
Suppliers Association Limited

## FRONT COVER:

CNCs are the workhorses of the woodworking  
industry. Photo courtesy of Woodtron.

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by Rob Ditessa

# The oak tree - friend of winemakers

**The mighty oak tree has many qualities, and we use its bounty in many ways.**

A perusal of the literature says however that not all trees we call oak, are oak. *Quercus*, to give the oak its scientific moniker, is found primarily in the northern temperate zone. There are about 450 species. It grows easily into a hardy tree that has a long life, but it does not like the shade. Oak trees can suffer from leaf bug and wilt fungus.

The oak has played a part in all facets of human life providing shelter, shade, timber, food, and cultural value in symbolism. As a sign for fortitude and resilience, the oak is the emblem for various countries and states. In ancient Rome, the "oak crown" was one of the highest awards, bestowed for life-saving valour. In the Bible, oak gets mentioned often. For instance, we are told that after Joshua made a covenant, he placed a great stone at the foot of the oak in the sacred precinct of the Lord. In Australia, in Carramar in Sydney's western suburbs, there is a *Quercus virginiana*, known as Live Oak, which can live up to 300 years. Known as The Bland Oak, it was planted in the mid 1800s. Today it stands 13 metres tall with a 30-metre-wide canopy, and is listed in the national register of significant trees.

And oak is used in winemaking.

Why oak's characteristics are valuable in wine making is a very complex question, Tim Stevens, tells AWISA. Tim, the chief winemaker, and his wife, Nicky, the General Manager, own the acclaimed Huntington Estate winery in Mudjee (Central West,

NSW). "Put in its simplest terms, oak provides the right flavour profile to enhance fruit characters of grapes, as well as providing the right rates of oxygen ingress to enhance critical wine ageing metabolic processes."

Rebecca Duffy is a maker of quality wine, and, with viticulturalist husband Tim, owns the Holm Oak winery in Rowella, in Tasmania's Tamar Valley region. Yes, she says, there is a place for steel barrels in wine making depending on the style of wine, but she loves the texture, structure, aromatics, complexity, and character that oak brings to wine.

"All of the oak that we use for our wine is French oak," Rebecca tells AWISA. "We source our barrels from a variety of coopers. As a broad generalisation we find that French oak has the most elegance and finesse and gives good structure and spice characters to our wines. Given we are making wine in a cool climate we want oak that will not overpower our wines but will support and enhance our more elegant styles. I have not used American oak on our wines in Tasmania. American oak is known to provide more robust flavours including coconut and vanilla. These are both characteristics that we are not particularly looking for."

Tim Stevens gets two thirds of his barrels from AP John Coopers, the last large significant cooper in Australia. The remainder comes from St. Martin, in France. Also, every year Tim experiments with a different cooper. He mostly uses the 225 litres barriques, and French barrels on chardonnay and cabernet

Rebecca Duffy,  
Holm Oak winery.



Photo: Holm Oak winery.



Holm Oak winery. Photo: Chris Crerar.

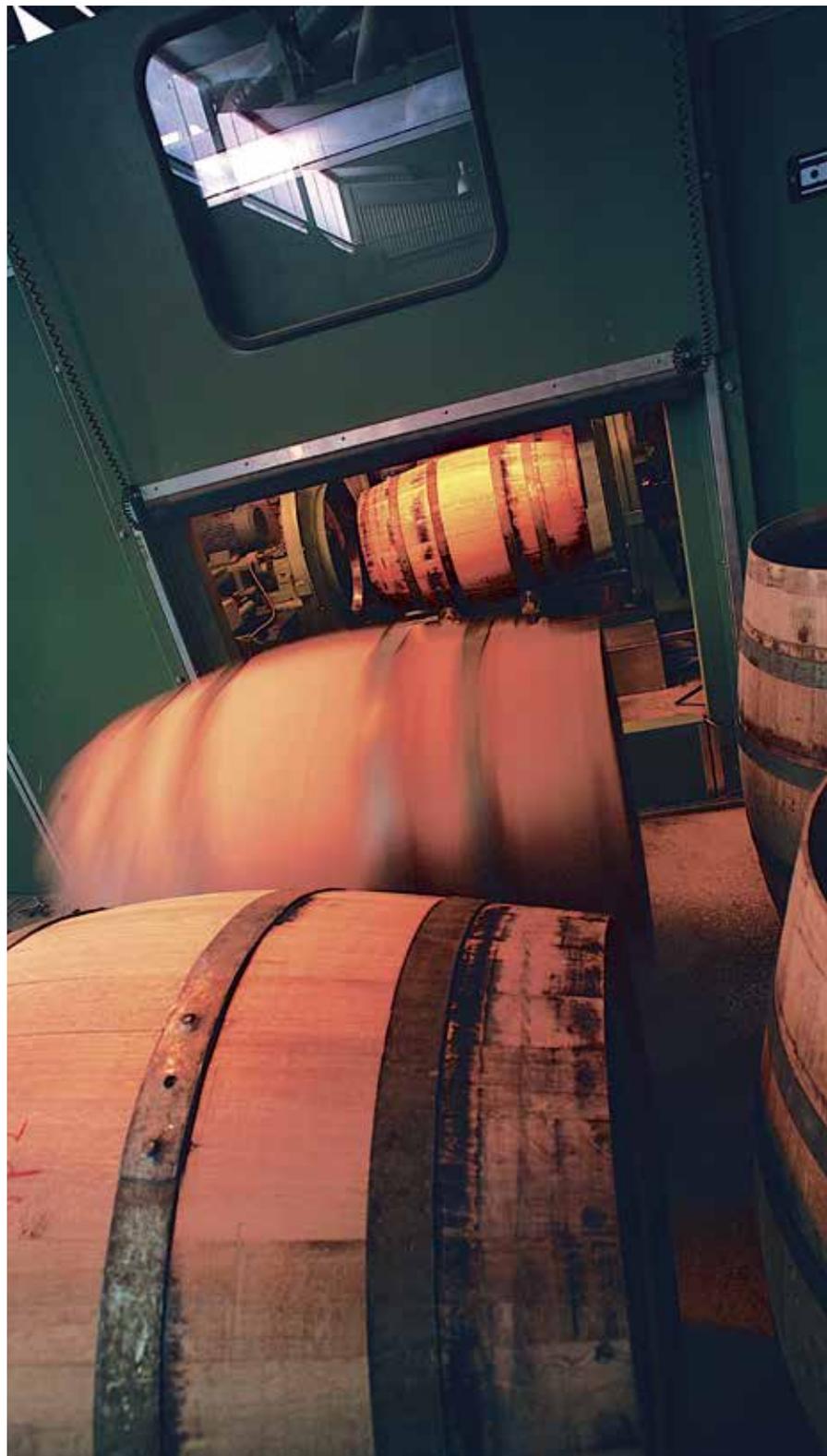
sauvignon because they provide subtler and more elegant flavours. With shiraz, he uses American barrels because this oak is a little more overt.

The standard for premium wines is to keep them in the oak barrel for 18 months, Tim explains, and that provided the barrel is kept sealed, topped with sulphur dioxide, the wine should not ever spoil. However, there is a sweet spot for the amount of flavour and oxidation for any particular wine, and many of the best European wines can spend five years in oak. Problems arise if the oak barrels are not kept topped, sealed and stored in the right environment. Each barrel has to be checked for microbial contamination and discarded if it arises. As cleaning is an issue, a good barrel washer is critical. The best solution to the problems that arise from an empty barrel is to fill it. Tim looks to getting four or five wine changes out of an oak barrel, totalling about seven years. After this time, there is no flavour left to extract, and microbial build-up becomes too much of a danger.

Rebecca keeps oak for five or six years and does not rejuvenate the barrels because she finds past this age the oak can start to detract from the wine rather than enhance it, and their business plan is to replace 20 per cent of the oak each year. "Any barrels that are still okay for wine production, we sell to colleagues and friends who may be looking for a cheaper alternative to buying new barrels. We also sell them to distillers in Tasmania. As spirit is much higher in alcohol, there is not so much worry about any unwanted yeast and bacteria as the alcohol will kill them. Otherwise we sell them to people for furniture or flower pots."

While one type of oak, *Quercus alba*, is used for the barrels, another, *Quercus suber*, commonly known as cork oak, is used to make cork stoppers. The production of these stoppers begins with stripping a section of the thick bark. It is a traditional craft and done by experts who are careful not to damage the tree, so that the cork oak can regrow its bark which takes nine years. The sheets of bark are softened and cut into strips so that a cork shape can be cut out with a specialist punching machine. This is a long standing traditional craft industry in Portugal, although the cork oak tree grows as well in other parts of the Mediterranean.

However, Rebecca says she does not use cork. Neither does Tim who explains, "Cork is just too inconsistent a product to use as an inert, reliable, safe seal. I want my wines to be presented to my customers the way I intend, and cork can't guarantee that 100 per cent."



APJohn. Photo: Milton Wordley.



Brad Agars at APJohn. ► Peter John runs AP John Coopers. Apart from a couple of smaller cooperages in Australia, he tells AWISA, his is the only fully commercial cooperage that does everything on site, from sourcing the log, putting it through the mill, maintaining and seasoning an inventory of wood, and manufacturing the final product. His operation is not an assemblage of prefabricated or imported components.

There are two kinds of cooperages. One is for brown spirits, or bourbon barrels. These are big operations that mass produce one-time use barrels by the thousand. The other, wine industry cooperages, like his own, says Peter, produce a premium barrel for the maturation of fine wines. "Typically wine cooperages will produce anything from fifty to two hundred barrels per day. We're a medium large sized wine cooperage. There's about fifty people employed across all activities of the business, and in a good year depending on market conditions of course, we can do 25,000 barrels for the year."

Peter learned the craft as a fourth-generation cooper, beginning as an apprentice. Soon after he completed his apprenticeship, the rules changed with apprentices having to attend tertiary education in a trade school, but locally there was not a cooperage school, as there is in Europe. His apprentices went off to learn cabinet making. However, today trainees can be ratified in-house. He says, "Ironically, we've gone back full circle to in-house training." During his apprenticeship and in the ensuing years Peter spent a lot of time in the oak wood

industry overseas to get a better handle and understanding of the source material.

The simple fact is that oak, Peter explains, is a great structural wood, referred to in Europe as the 'king of woods', because it is a hard wood that in its best form acts as a soft hardwood. It works easily, it is malleable, and most importantly, like some hardwoods, it contains a medullary ray which becomes the impervious layer that makes it able to be used in the storage of liquids.

He goes into the detail, "The medullary ray is that shiny ray that, as the name suggests, radiates from the centre of the log, at tangents to the outside of the log. When you mill a log on the quarter, keeping the medullary ray perpendicular to the interior and exterior surfaces, it becomes the sealant layer to stop liquids from going to one side or the other. In all trees you have an annual ring spacing. In the annual ring spacing there is what we call the vascular part of the wood that distributes liquid and nutrient to the tree itself in the growing season. In deciduous trees, the sap rises and in the fall the sap falls, so that within those growth rings, you have summer and spring wood, and some of those areas are very, very porous.

"So, if we keep the annual ring where it should be, and the medullary ray where it should be, within any given stave or heading piece, you can render the wood in the barrel fairly impervious. And the other thing oak wood has, particularly white oak, as opposed to brown or red oak, is a high percentage



Greg Henschke at AP John.



Jason Moulds at AP John.



Photos: John Kruger.

of tylosis. Because of its sticky nature, tylosis gums up, if you like in simple terms, those vascular cells. American white oak has an even higher percentage of tylosis.”

Thirty years ago, Peter and his father attended an AWISA show at Darling Harbour in Sydney, and saw some of the processing centres from Morbidelli and Homag, and three axis CNCs. “In the 1990s, we got that first three axis processing centre here to round and shape the heads of the barrel. To get the most from that machine I was then compelled to look at creating an impervious joint on the heads, for example, so we could use vacuum applications to keep those heads in place while they were being milled. We were the first in the world to successfully achieve what we called a profile joint on the heads, using two decimal places interference fit on the joints. And it just went from there. Today about half of our processes are ‘computer and numerical’ controlled, and you wouldn’t be able to do without that. What it did was to increase the quality of the barrel, obviously increase efficiency enormously and ensure that in a structural sense you had a barrel that was going to work every time without leaking.”

The first CNC machine Peter acquired was a Homag. “We took what was basically a panel machine and tried to apply it to what we were doing. But it wasn’t as simple as we thought, for example, dealing with a head which had cross grains in four directions and crossing a joint. That didn’t exist in the panel work that they knew about. So I spent a lot of my time going to Germany for the weekend to do proving and trials. I’d be back for work on Monday.”

Out of that we learnt a lot about the technology, and the important thing was that our business became more relevant to the generation of people that were coming out of secondary school. They were computer literate. So it was just moving with the times quite frankly.”

Three major suppliers, one in the Appalachian region, one in Central Missouri, and one in Minnesota provide the oak from the USA. There are two suppliers from France and, Peter also sources oak from Hungary. Its *Quercus petraea* oak has different characters to the *Quercus petraea* of central France because of the soil types, and the climate. “It is the points of difference we’re looking for to suit the wine makers’ needs. We’re on the phone with suppliers all the time.”

► Peter makes the point that there is no commercially grown oak in Australia. "Mountain ash and stringy bark are often referred to generically as Australian oaks, but they're not oaks. They're not *Quercus*. They have a medullary ray and they may look like oak at times, but they're certainly not oak."

The use of oak as an additive started coming to the fore the late 1980s as wine makers realised to mature a wine in a barrel added up to \$5 a litre to the cost of sales. Peter explains that if you are making a bottle of wine at twelve dollars, you cannot afford to put it in barrels. To give it colour or taste, you can use oak, as shavings or sawdust through to very high-quality oak additives, during maturation. In a good year, this part of the business represents 20 per cent of sales revenue.

Reworking barrels has always been part of the business. At its simplest this means taking a six or seven-year old wine barrel and freshening it up by scraping and refiring it for use with wines that do not need much oak impact. Some barrels are resized, scraped, and char-toasted for whiskeys for craft distillers, locally and overseas.

Today's cooperage complex in Basedow Road, in Tanunda in the Barossa Valley, was built in 1925, and was altered over the years. The fifteen-acre site contains facilities for seasoning wood, and warehousing for nearly 10,000 barrels, and a large workshop. At any given time, the plant is noisy with assemblage, bending barrels, firing and steaming them, then toasting to stress-relieve the oak wood and liberate its flavours. Peter reflects, and says, "That's a very spectacular and visual process, and people find it quite amazing to see how it happens in such a well organised operation. There's lots of reasonably heavy machinery, big hydraulic presses. My CNC machinery is in there as well. It's a very dynamic and unique work environment." ■

Far right: Tim Stevens of  
Huntington Estate

## The Bland oak tree

The tree is named for Dr William Bland (1789-1868). He was a Naval Surgeon, who on being convicted for fighting a duel, was transported to New South Wales, where he eventually practiced as a doctor, and became a prominent politician. He planted the oak tree on his property. The oak tree was split asunder in a fierce storm in 1930. Afterwards, the tree was banded and its branches propped up with metal supports.

Historical images supplied by Fairfield City Council Library.



The Bland Oak Tree in Oakdene Park, Carramar, NSW.

The lower picture shows children playing on the split trunk of the tree.



by Simon Hodgson

# Have we learnt anything?

2020 will forever be remembered as a year when very little went to plan. From a deadly pandemic, a worldwide movement for racial justice, a royal couple standing down, and the impeachment of a sitting president, to a massive explosion in Beirut, the death of Cobie Bryant, and the sentencing of Harvey Weinstein, this year will be remembered for a variety of reasons.

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## *how will we change our day-to-day working lives?*

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For most of this country, however, 2020 has been a year of outright learning. The “novelty” of a pandemic has challenged business owners in ways they have never been challenged before. And this was a test which appeared on exactly no-one’s business plan, was not taught in any business school and, for many, remains a journey in uncharted waters.

Did we pass? In examining whether we did or we didn’t, let’s look in detail at the problems and issues we faced (and some we still face today).

- The Government in which we trust. Globally, and in particular in Australia, compliance with government lockdown provisions was high, enabling the reopening of some economies more quickly and with greater safety. Adherence to social distancing, travel restrictions and quarantines have seen some states become effectively COVID-19-free. This achievement has added to those States being seen as safe havens and brought forward activities such as major sports events in front of (smaller) crowds, the opening of bars, and the continuation of schooling.
- Our new found love of technology. Communication in our industry is key and the rapid embracing of video conferencing and messaging services, from the very young to the very old, seemed to happen in an instant, and commenced a new world of online operations. Imagine your time in this pandemic without Zoom!
- We closed our economy down quickly. As governments and health authorities realised the connection between

COVID-19 and travel, the world shut down, which had a huge impact on businesses from all sectors. We closed or placed huge restrictions on bars, cafes, gyms and restaurants. We prevented travel, we closed manufacturing facilities, we stopped having face-to-face meetings (the heart of the design world), we prevented onsite work in many places. For numerous business owners, this meant shutting the doors permanently.

- Even without a shortage, we went into a panic buying mentality. I can guarantee there are many households and businesses still fully stocked with toilet paper. Why did the humble loo roll become the focus of late-night shopping outings? Why was every bag of pasta, rice and flour removed from supermarkets and service stations? The fear of extended lockdowns certainly brought out the survival instinct within much of the community.
- Customer service driven employment. As businesses closed, the number of people employed decreased rapidly from a high of 13 million employed in February 2020 to 12.1 million in May – the biggest drop in our history. You can’t keep the doors of a restaurant or a bar open if there’s no one walking through the front entrance.
- And finally, the future of the commercial real estate market remains uncertain. With many of us able to operate remotely, the big question from businesses is “why pay rent?” With the benefits of no long commutes (and the angst that brings) plus the benefits of being home more, many businesses are questioning their need for either large commercial properties or smaller offices.

So, as we start to emerge from the more draconian restrictions of the last eight months, which saw many businesses in either a stationary position or an extremely slow crawl if there was any movement at all, we have to look at what we have learnt. But it’s important to look at both the scientific and business sides. Both affect us personally and, while some may argue they go hand-in-hand, there are many who believe we have to be mindful of both, as we emerge from the time of the pandemic.

Along with “we’re all in this together” and “unprecedented”, the most recent buzz terminology has been “the scientific evidence” and “the recent health advice”. It’s clear that COVID-19 has taught us many things we should have been doing either better or at all. But for many, a new-found

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► appreciation of things scientific has been a good thing and here are just a few.

- COVID-19 can make you ill or kill you anywhere. People on cruises got it from buffets, people in China got it from the markets, people in Italy got it because they greet each other with a kiss and people in New York got it because it's crowded.
- Masks work. When the pandemic began, experts worried that mass mask-buying could exacerbate shortages of personal protective equipment for health care workers and others who needed them. They also warned that masks might make people complacent about social distancing and that cloth or paper masks are not able to stop the smallest aerosolised viral particles. Now we know that masks can greatly reduce the amount of the virus that people expel into the air while speaking, and that masks protect people who are wearing them—not perfectly, but enough to reduce significant transmission of the disease.
- It is in the air. At first, experts thought the virus was spread primarily through globules of mucus and saliva expelled when people cough or sneeze. They thought these droplets were heavy enough to drop out of the air fairly quickly. Based on early cases of hospital spread, the virus seemed to be aerosolised—that is, lofted into the air in particles small enough to float. But we now know that the virus is expelled in a range of droplet sizes, with some particles small enough to persist in the air, especially in indoor, poorly ventilated spaces.
- Contaminated surfaces are not the main danger. Early in the pandemic, public health experts advised people to wash their hands frequently (while singing "Happy Birthday" twice), disinfect surfaces and avoid touching their face. This was based on studies of how other diseases spread, such as norovirus and viruses that cause the common cold. It's still a good idea to wash your hands regularly (and avoid handshakes), but now we know that surfaces aren't the main route for COVID-19.

But what about the business side of things? How have we, and will we, change our day-to-day working lives? There's no question we won't be able to operate the way we have in the past— which is maybe a good thing for the industry. The economic downturn, early in the piece, forced many business

owners, suppliers, designers and tradespeople to re-think their everyday activities. Some businesses immediately shut their doors, while the smarter operators took the initiative to evaluate how they do business, how they could adapt and what additional products or services they could offer.

The supply chain transformed overnight. Many factory owners and designers tell me that the communication from supplier representatives has never been better with more regular, more consistent and more helpful contact. I spoke to one leading supplier (who asked not to be named) who reported that, while his team still feared losing their jobs, they found they were able to communicate with so many more people while working from home. Because they are not sitting in traffic as they travel from appointment to appointment the number of calls or meetings they could attend increased from the normal five to six face-to-face, up to 20 phone calls or Zoom meetings.

This begs the question – will this continue? I believe it will, but with subtle variances. You still need some in-person contact for the most effective and productive supplier/client relationships. But many in the supply chain realise that to operate a business in 2020 and beyond, doesn't necessarily mean you need staff flying interstate or being on the road 24/7, and in some instances might mean you require less staff than you did previously.

From an overall perspective, many businesses have sought external help to fill gaps in their operations, such as social media, marketing, production assistance, external consultants' reviews of customer experiences and more.

But mostly, what we have learnt is that family and friends matter, our teachers and medical staff are so important, people who deny science are a liability, we probably don't need to spend as much as we used to, cash reserves and career paths need more input than we had thought previously and we are all equal.

In looking at opinions on this topic, one line really caught my eye. Paul Champion is the CEO of the UK's Transport Research Laboratory. In discussing the changes in traffic and transport during COVID-19 he said "Knowledge is not action. Take a potato around the world and it comes back a starchy tuber, not an expert in geography." We all entered this period together, we are all in this together, and we will all need to be prepared to move forward together. ■

by Angela Lillicrap, HIA Economist



# Detached building pipeline and milestones

From the time that a home buyer begins researching their decision to build a new home, to the time of completion of the home, typically more than two years have passed. Throughout the decision-making process there are numerous data points that are reported either by the HIA or the ABS which provides a snapshot of one segment of the building pipeline, at any given point.

As a consequence of this long timeframe and the various data points that record activity at each stage, this data can appear to be telling a different story. For example, in April 2019 the volume of new homes sold reached a low point, but it was not until early 2020 that this low volume of new home sales resulted in a low number of new homes commencing construction.

The shocks to the economy in 2020 make interpreting data increasingly difficult. This article aims to provide some clarity as to the variety of data that is observed at the end of October 2020.

The pieces of data that have been recently collected are:

1. HIA's New Home Sales Survey
2. ABS Commencements Data
3. HIA's Trades Report
4. HIA – CoreLogic Land Report
5. ABS Building Approvals
6. ABS Housing Finance Data.

These six pieces of data are reporting the volume of work in the building pipeline at various stages of the building process and due to the multi-year timeframe of this pipeline, they show different effects.

The following is a brief overview of these key data points.

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### HIA's new home sales report

Since the announcement of the Australian Government's HomeBuilder program in June new home sales have surged. New Home Sales data represents one of the early stages of the building process and this typically occurs 6 to 12 months before commencement of work on the ground.

Around the same time as a household makes the decision to sign a building contract, they also seek finance approval. The ABS reports Housing Finance data. The most recent finance data is now starting to show a similar surge in activity as has been seen in New Home Sales for the past four months.

Over the same period of time, July to September, the ABS also reported that the number of new homes commencing construction has declined. By just looking at commencements data alone, it is possible to assume that the HomeBuilder program has not been successful in achieving its objective – boosting the number of residential construction projects. In fact, the decline in detached building commencements in this period reflects the tightening of lending conditions since 2017, which lead to a slowing in new home sales through 2018 and 2019.

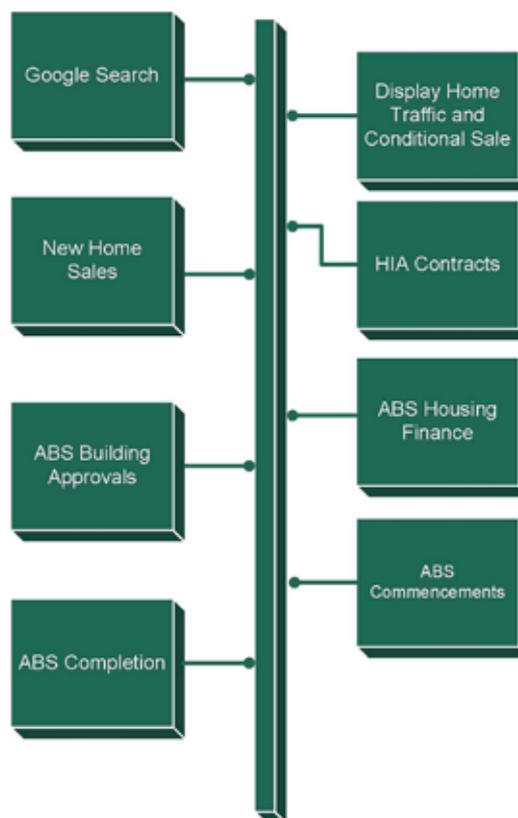
Due to the regulations relating to HomeBuilder and the slowing of building work under construction, the surge in new home sales since HomeBuilder was announced will see the number of homes commencing construction stabilise in the December 2020 and March 2021 quarters.

Not surprisingly, given the low volume of building work underway in the September 2020 quarter, HIA's Trades Report shows that there is an abundance of skilled labour at this time.

This is important as it demonstrates that HomeBuilder will not result in upward pressure of skilled labour prices.

In October, HIA also released the HIA – CoreLogic Residential Land Report. This shows that demand for residential land increased by 12.0 per cent in the June 2020 quarter while the price of land declined by 1.8 per cent.

This unusual result, where demand rose but price fell, is due to the nature of the COVID-19 shock which saw demand for land fall sharply for most of the quarter and with this, the price also declined. In the last three weeks of the quarter, after HomeBuilder was announced demand rose suddenly.



Since the Australian Government's announcement of HomeBuilder in June, concern has arisen regarding the supply of land in the second half of this year. The short timeframe for the HomeBuilder program will make it difficult for land developers to bring forward additional land supply before 31 December 2020, when home building contracts are required to be signed for HomeBuilder eligible projects.

The September 2020 quarter data will provide a more accurate understanding of the state of the land supply during the second half of 2020.

Building a new home is a long process which generally takes several months to begin construction. The time taken depends on the speed of decision making, the complexity of the project, availability of the builder and the processing times in each jurisdiction. The process begins with the client researching different options, visiting display homes and choosing a builder. Depending on the builder, a design fee or conditional contract may be signed at this stage with a nominal deposit.

Once the initial design process is complete, an unconditional contract will be signed making the sale of the new home official. HIA collects data on the number of new homes sold ▶

► each month from the largest 100 builders in Australia. These builders typically account for around 37 per cent of all new homes built each year. This is the timeliest data available and is typically released two weeks after the end of the month.

The signing of the contract allows the client to apply for full finance approval. The builder will also take out the requisite home warranty insurance at this point and begin the application for obtaining a building approval. It can take anywhere from one week to several months to complete this stage however new home sales data typically leads building approvals data by approximately three months. The timeframe is heavily dependent on the processing times in each jurisdiction and the volume of new projects in the existing pool of work for individual builders. If not already in place, the title for the land will also be obtained early in this stage of the building process as it is required before proceeding with building approvals and finance.

There are several data points that measure this stage including land sales, housing finance data and building approvals. These data points have lags ranging from one to three months after the event.

Once a building approval has been obtained, construction can commence. There is a strong correlation between approvals and home building work about to commence. Only a handful of projects are typically cancelled once an approval is issued as the client, builder and finance provider are committed to the project. The time it takes from the issuing of the building approval to the commencement of work depends on the size

of the pool of work for individual builders and this changes overtime. In periods where there is little work, commencement of a project can begin in as little as a month and can extend to 6 months during times of strong activity.

The ABS reports building work commencements and the amount of work under construction on a quarterly basis. Construction is usually deemed to have commenced when the slab is poured but can also include site preparation.

There is a lag of just over three months before the data becomes available. This means the data for the June quarter is typically released in early October. The number of detached house commencements in a quarter reflect market conditions from 6 to 12 months earlier as this is when the sale would have occurred.

The housing market has been cooling since reaching a peak in 2018 as the pent-up demand for housing was met. This was further exacerbated with the credit squeeze, the banking royal commission, falling house prices and uncertainty surrounding housing taxation policy heading in to the 2019 federal election in March. As a consequence, commencements during the September 2020 quarter will likely still be in decline, in spite of the HomeBuilder program announced in early June.

This data set also reports the completion of building projects. For a detached house, this is on average about eight months after construction commenced and is recorded once a certificate of completion is issued by the relevant approval authority. ■



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# Planning ahead for the festive plant shutdown

It's hard to believe that the festive season is just around the corner. However, as we approach the holiday shutdown - now is the perfect time to schedule in plant maintenance or upgrades. Here Kaeser Compressors discusses how compressed air users can make the most of the coming festive season.

## Recalibrate, refresh and reset ready for the New Year

2020 has thrown us all quite the curveball with COVID-19. Lockdowns, operating restrictions and social distancing have meant that for some businesses, compressed air maintenance has been neglected. And, this can cause a myriad of problems - from costly and unplanned downtime (we have seen more breakdown calls in recent months) - as well as premature wear of components and consumables. Together this could also have a negative impact on the expected life of the compressed air equipment. With many companies deferring capital expenditure budgets and planned projects stalled, maintaining the integrity of your existing compressed air system has never been so important.

With the festive season fast approaching it is a great time to start planning in compressed air maintenance and in particular

the larger maintenance jobs that need to be completed which take longer to do.

## Get your compressor summer-ready

Some common compressed air system maintenance tasks that require a longer shutdown period include; replacing motor bearings, removing and cleaning coolers as well as oil/water separator cleaning and replacement.

As the festive period falls towards the beginning of summer, the shutdown period is also the ideal time to perform a number of routine maintenance tasks which will ensure your compressed air system is ready for the hot weather ahead such as; changing the oil and the inlet filter to checking the fluid system, belts and couplings.

Keeping your coolers clean is probably one of the most important things you can do during the summer months. Dirty coolers can cause a number of problems such as contributing to your compressor running hot. And, elevated running temperatures increase oil carry over from your compressor which will eventually lead to a low oil level and ultimately a compressor shutdown. Depending on the state of your

The festive shutdown is the perfect time to schedule in larger compressed air maintenance tasks.



coolers, high pressure cleaning and/or ultrasonic cleaning may be advised. The festive shutdown period presents the ideal time to have your coolers cleaned.

### Future-proof your compressed air system

It is also a great time to implement system upgrades where capital expenditure allows. More businesses than ever are now realising the importance of implementing Industrie 4.0 technologies. COVID-19 has demonstrated how beneficial it is to be able to, for example, monitor and manage your compressed air system remotely.

The Sigma Air Manager 4.0 (SAM 4.0) from Kaeser is an example of a progressive and Industrie 4.0-ready compressed air management system, that binds all individual components into a complete team, monitoring and controlling them so that the required volume of compressed air is available at all times, at the required quality.

Probably one of the greatest advantages of such advanced compressed air technology in the current COVID-19 situation – where many facilities still have staff working remotely, where the number of people in a facility may have been reduced, and where many facilities are still limiting access to suppliers - has been the ability to remotely monitor a compressed air system in real-time.

From a PC, laptop, tablet or smartphone - the SAM 4.0's integrated web server provides a visual display of all compressed air system data in the form of HTML pages. All operational and energy consumption data, as well as cost information, can therefore be called up on any network-compatible device anytime, anywhere. In addition, the end user can choose to configure the system so they receive alarm and maintenance messages for individual components as well as timely warnings or service requirement notifications via email or text message.

At the best of times a fully networked compressed air system offers the end user numerous benefits. However, many of these benefits, from remote monitoring and diagnostics, to achieving the lowest possible compressed air production costs through intelligent, energy-saving switching strategies - are even more advantageous in the current climate. After all as an essential utility to industry, many businesses rely on their compressed air system and will now more than ever demand maximum compressed air supply reliability.

Where end users are considering system upgrades it's worth remembering that there are a number of Australian Government financial initiatives currently available, such as the Instant Asset Write-Off and the Backing Business Investment, which may make investing in new capital equipment more accessible at this time.

### A recipe for festive success

Planning is essential in order to be able to take full advantage of the coming festive season. Consulting your compressed air provider now will allow you time to discuss together what maintenance jobs need to be conducted and any upgrade plans you are considering. Not only can you then get your visit booked in, but you can also place an order for the required consumables, spare parts and so on that will be required, ensuring they are all available and ready to go.

### Time to reset

We're all ready to press that reset button as we head into 2021. Using the festive shutdown to recalibrate and refresh your compressed air system will go a long way to ensure that you can hit the ground running in January, with a compressed air system that you can be assured will deliver maximum availability, as well as optimum reliability and efficiency.

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# Stability and comfort for large wooden drawers



Above: Top performance for modern, large format furniture design.

Right: The platform makes it possible: changing over to the AvanTech YOU drawer system is incredibly easy.

The Actro 5D drawer runner is simply the perfect choice for unique furniture design, narrow reveals and large front panels. Adjusting in 5 directions, front panel reveal alignment meets the most exacting demands. Excellent running performance and incredible stability provide supreme quality that can be felt and heard. Actro 5D is ideal for wooden drawers as well as for the AvanTech drawer system.

The new Actro 5D runner from Hettich for wooden drawers ensures the perfect front panel with its precise alignment.

Longevity, high stability and excellent comfort are characteristic of the new Actro 5D generation from Hettich. The strong guide system can carry up to 70 kg load, and the extended wooden drawers show a particularly horizontal position. The low pull-out force and the smooth running of the Actro 5D offer noticeable features for users. An optimised synchronous control makes it possible: Securely protected by the guide profile, it ensures a seamless sequence of movements between the profiles and minimal running noise.

## Maximum performance for modern, large front furniture designs

The additional comfort features of the Actro 5D also significantly expand the scope for handleless furniture design: With Push to open Silent, wooden drawers can be opened easily by tapping the cover and then closed with a dampener. Thanks to effective multi-synchronisation across the body boundaries, the system can also be used for extra-wide panels in front of two wooden drawers: The opening function always triggers reliably when the XXL front is pressed at any point. Hettich has other solutions ready for special installation situations in the kitchen or bathroom: A flexible adapter can be used for asymmetrically shaped drawers, and wherever a siphon is in the way, a deflection adapter guarantees the full functionality of Push to open Silent for the wooden drawer.

## Front panel adjustment and handling easier than ever

The current product generation of the Actro 5D has been consistently optimised for fast, uncomplicated assembly and



Photos: Hettich

Handleless design exquisitely executed: the new Actro 5D runner from Hettich for wooden drawers ensures perfectly aligned front panels.



panel adjustment. The 5-way adjustment is tool-free and completely intuitive: height, side and depth adjustments of the front panel are easy to touch and can be done without releasing the drawer. The inclination and radial adjustments behind the drawer back wall can be easily grasped by loosening the drawer and pulling it forward a little on the slide.



#### Simply respond to customer requests

With the Actro 5D generation, Hettich has made its successful platform system: The body drilling pattern of the Actro 5D is identical to that of the new AvanTech YOU drawer platform. It is only a small step to the diverse design options of the innovative drawer system that runs on the Actro YOU (up to 40kg / 70 kg) and Quadro YOU (up to 30kg) runners. Special advantage: These two guide systems can also be used under wooden drawers of identical dimensions, whenever a height adjustment of the front panel is sufficient. The versatile platforms from Hettich make it easy for a manufacturer to position themselves strongly in different furniture segments and to precisely match price and performance to the wishes of customers.

Left: On a perfect roll thanks to flexible synchronisation adapters, Actro 5D also makes Push to open Silent work on asymmetrically shaped wooden drawers.

Above: Effective multisynchronisation for extra wide front panels.

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# Apps and digital assistants: two new solutions for carpenters and joiners

What began at LIGNA 2019 with the presentation of the first apps and digital assistants continued and extended at the HOMAG Treff 2020. Some of the assistants have already proven successful on the market - such as the cutting assistant "Cutting Production Set" for cut optimisation and label printing on a manual saw. But of course, HOMAG has also been working on new solutions over the past few months - always in close cooperation with users in carpentries and workshops.

At the HOMAG Treff, two new products joined the family of digital helpers. During the Treff HOMAG presented the following new solutions live:

- **ProductionAnalyzer:** This analysis app for the smartphone provides a compact overview of the performance of the machinery and helps to uncover optimisation potential.
- **IntelliOptimizer Stacking:** Here, HOMAG has developed an optimisation software for stack generation to further increase automation in the production, particularly in medium-sized companies.

## What do the digital solutions provide? Simply test them for free

As with all digital assistants and apps from HOMAG, the same applies here: Every company can try out the digital assistants in an uncomplicated manner and without major investment. In

most cases, the solutions can be tested free of charge. Once the user has found the right solution for their business, they can simply book it on a monthly basis or take out an annual subscription. This allows each company to start with individual modules and add others as needed. All digital solutions are used directly in the Internet browser or as an app on the laptop or tablet. This means that there is no need for complex software installations and all applications are automatically kept up to date. In this way, even small and medium-sized businesses can move step by step towards the digital future with minimal investment.

## ProductionAnalyzer: The smartphone app for analysing the performance of the machinery.

Is my machinery currently working to capacity? At what times are my machines in operation without producing? Are there possibilities to improve the efficiency of my production?

These questions are frequently asked, especially by production and workshop managers. The new HOMAG App "productionAnalyzer" now provides the answers. The app has been specially designed for smartphones and tablets and provides a compact overview of machine performance over specific periods of time – regardless of when and where this information is required. Clearly laid out graphics present key figures as well as part performance and the condition of the machines. By selecting different evaluation periods, trends can be identified, potential for improvement can be easily identified and measures derived (e.g. with regard to machine waiting times, malfunctions or setup times). In this way, the user can get even more performance out of the machinery in the future.

## The advantages of the "productionAnalyzer" at a glance:

- **Always up-to-date:** Even if the user is not in production, they are always informed.
- **Creates transparency:** The evaluations make improvements in operation transparent.
- **Shows potentials:** Improvement potentials are revealed through key figures and evaluations.
- **Simple connection:** All HOMAG machines which are "tapio-ready" (with powerControl V2 control) are visible in the app and can be connected quickly and easily.





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The "productionAnalyzer" gives an overview of the performance of the machinery (key figures, output, utilization) - over different time periods

► **IntelliOptimizer Stacking: Pattern sorting for optimised stack generation in automated production**

Even more automation in cutting and higher productivity – HOMAG customers working with a SAWTEQ B-300/B-400 flexTec robot saw can here now get even more out of their production. How does this work? With the web application "IntelliOptimizer Stacking", which provides customised stacking strategies.

The web app, which is usually used in work preparation on the PC, reduces the number of stacks and thus the number of necessary stack changes by a good 20 percent. This is achieved by consistently re-sorting all the cutting patterns for a job according to stack formation. The user can always choose from two options – the robot-optimised strategy with the lowest number of stacks or optimisation for the shortest production time. Overall, however, optimisation always leads to improved utilisation of the pallets by the robot. The "IntelliOptimizer Stacking" extends the intervals between stack changes and extends the ghost shifts, because compared to before, the saw now performs part cutting autonomously over even longer times.

This means less downtime and more output in robot operation.

**The advantages of the "IntelliOptimizer Stacking" at a glance:**

- Fewer stacks: Thus fewer stack changes and less space consumption
- Longer times between operator interventions: The working time gained can be better used for value-adding activities.
- Longer autonomous production: Increased cutting performance, more comprehensive pre-production for the following day, more parts per run, reduced material consumption.
- Reduces investment costs and lowers space consumption: Fewer stacks require fewer stacking stations, space consumption and acquisition costs are reduced.
- Higher production output: More parts per shift due to less downtime.



Those who work with a SAWTEQ B-300/B-400 flexTec robot saw can now get even more out of their production with the new web-app "IntelliOptimizer Stacking" for pattern sorting.

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# Label printing per click: Also on the manual saw

## Cutting Production Set: Field testing at Schmidt & Bauer

Manuel Schmidt and Thomas Bauer started their own business in Erlau near Bamberg a few years ago. With the time and with constantly rising numbers of orders, two topics in particular became urgent. How can you optimise waste in order to measurably save material? And is there a possibility to label each workpiece already at the sliding table saw? There was no space for a new saw with labeling system and corresponding control system, so another solution had to be found. The decision was made in favour of the "Cutting Production Set" from HOMAG. In the meantime, the working day often begins on the computer. Thomas Bauer imports his parts list from the CAD software directly into "intelliDivide Cutting". The web

application then optimises the cutting patterns and suggests various cutting variants. Bauer selects his favorite – optimised for minimum waste, shortest production time or simplest handling. After the selection, he transmits the desired cutting patterns to the tablet on the saw with a click. This is, together with the label printer, attached to the sliding table saw by a mount. Now the cutting process starts. On the tablet, Manuel Schmidt uses "productionAssist Cutting" to keep an exact overview of the status of his cutting pattern. The app suggests the individual work steps – if necessary, the cutting sequence of the pieces can also be determined by the user. For each sawn part, a separate label with all relevant information is printed with a click. In this way, each part can be uniquely identified. The "Cutting Production Set" therefore not only supports Manuel Schmidt at

the saw, but also ensures consistent processing data, a transparent work process and high material and time savings.

"We like the smooth working in the cutting process. You don't have to think about the cutting patterns yourself and can simply work through them. This saves a lot of time and is also extremely noticeable in terms of material consumption. Right from the start, we produce much less waste than before," said Thomas Bauer, Managing Director.

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Scan the QR code to see the video that tells the whole story:

Master joiners Manuel Schmidt and Thomas Bauer put the HOMAG cutting assistant through its paces on their manual saw.



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# Altendorf F25, a new entry level work horse is on the scene

Altendorf F25 has arrived on Australian shores. This all new machine represents a value packed and compact model that delivers everything needed from a sliding table saw in very little space. As an Altendorf machine, the new model carries with it all the characteristics of the tried and proven Altendorf WA and F45 series of machines the industry has come to rely on.

Whether it's a small workshop or as a part of an industrial scale manufacturing work horse, the F25 delivers Altendorf's renowned perfect cut every time, and on a wide variety of materials. Materials compatible with the saw range from particle boards to extruded aluminium profiles and more. All of which are cut with ease thanks to its 4kW motor (5.5 hp@4200rpm), simple handling and robust construction.

Much like it's F45 big brothers, the F25 similarly has Altendorf's trade mark dumbbell roller system. An ingeniously simple and proven mechanism for accurate cut regardless of the current time, humidity and many others that affect saws in the real world. Further, the saw's tilting saw carriage system, digital height and tilt display is present on the machine as standard. Offering big ergonomic upgrades on a value packed offering.

The F25 is designed to ramp up productivity without compromise. Starting with the machine's torsion resistant chassis, the solid foundation for every Altendorf for delivering the perfect cut every time. This, combined with high precision tilting saw unit and an additional saw stop at the cutting line, the new Altendorf machine is a recipe for accurately repeatable, high quality output regardless of the user's skill level.

Being an Altendorf the F25 is also complete with the Altendorf's industry leading array of safety features and ergonomic features to ensure workplace safety and time saving productivity features, such as the crosscut mitre fence, a combination crosscut for easily cutting mitres as well as cross cuts. Additional options are also available for the machine, similar to the higher end offerings from Altendorf. This provides a degree of freedom for future upgrades or customisation when ordering.

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by Maddie Morrison  
Planit Cutting Edge Solutions

# Planit: Evolving to meet changing needs

Ironically, change is the only constant in life. As much as it may be anticipated and even feared, it is the most important thing for us to grow and improve as we progress in both our personal, and business, lives.

Can you imagine life without technology? Where would your business be without it?

We all know software and technology have revolutionised the world of business – computers, the internet, machinery - what

was once inconceivable is now considered a necessity, and the efficiency our software brings to your design and manufacturing processes is proven to be unmatched.

To date CABINET VISION, with or without S2M, has seen thousands of businesses streamline their processes and increase efficiency. It has been a tiered product, offered at different levels, with each level increasing its functionality so you could upgrade your system as your business grew. This was a successful solution and worked well, as many of you would have experienced. However, it became clear that our customers needed even more flexibility to be able to fine tune exactly what features of the software they had access to, and what features were not needed at all.

Businesses need a core product that can be built upon specifically, with individual features to suit individual needs. So, in the ongoing quest for improvement, it was realised that it was time to change. Progress cannot happen without it.

CABINET VISION Reimagined has been created to align our solutions to your processes. The CABINET VISION and S2M products have been redesigned into components, enabling each element to be a solution that meets a specific need. From the next available version, the way that CABINET VISION is packaged has been simplified. No more levels with set features. With Version 2021 you can build your own system.

We understand that change can be hard to implement. It's human nature to resist change as we get used to how things work, we build routines and certain actions become automated





over time, but we must remember, progress cannot happen without change.

When you look at your business today, do you know how it will progress with its current systems? It is important to realise that your business is where it is today because of the choices made to change. It is equally important to realise that opportunity to improve doesn't ever stop, and we can continue to succeed by evolving. We can make our own opportunities through exploring new methods and we can build knowledge and strength by adapting to change.

At Planit we know that as times change, the way we deliver our service must also change. We advocate that although it is wise to approach change with caution, it is essential to understand your own capacity for growth and learning and then you will benefit from any challenges that change may bring.

With the increase in online work platforms and the reduction in physical workspaces, it welcomed the opportunity for us to

adapt to these new environments. We have introduced simpler methods for supporting our customers which means the way we deliver our customer service has had to change, for the better.

The team at Planit embrace opportunities to evolve and this is our greatest transformation yet. We are excited to introduce new, better, solutions and continue to deliver customised, personable service to each of you. After all, your success is our success.

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# More than cut out for it

The Arnold surname is synonymous with the cabinet making industry, particularly in Queensland. Kevin Arnold is an industry veteran with decades of experience owning and managing panel manufacturing operations in the Gold Coast region, even introducing his children to the industry at a young age. Kevin's youngest child, Chad, has been immersed in cabinet making; as a kid spending school holidays typing in cutting lists and even earning the title in the factory as 'Chief Broomsmith'. As Kevin's son, not working in the cabinet making industry was never an option for Chad, although upon finishing high school he did a stint as a jet ski mechanic, with aspirations for the marine industry.



Chad Arnold with the brand-new Anderson Genesis Plus from Wood Tech

Now with 20 years of industry experience under this belt, in a year of uncertainty, Chad and his wife Megan were certain about one thing - starting a brand-new venture.

## Enter PanelCut

Founded in July 2020, Megan and Chad decided to open a new cut-to-size company in Yatala, positioned directly between Brisbane and the Gold Coast. Opening the doors in October with a tightknit team of four, the company has commenced taking on a few customers a week, supplying cut-to-size kitchens, benchtops, and hardware to the trade cabinetmaker.

## Setting up the new factory

When Megan and Chad decided to create a new business and had their eyes set on a particular site, the next major milestone was the factory layout and machinery procurement.

"I've had a relationship with Wood Tech for over 15 years, so when setting up a new factory, I was not looking for a machinery supplier, but a partner that can help design the layout and point me in the right direction if I was not sure on something," Chad explains.

In the discovery phase it was then that Chad was presented with the opportunity to be one of the first owners of the brand-new Anderson Genesis Plus, the fifth generation of the ever-popular Genesis series. "I've used six Anderson's over the years, so I have absolute faith in not only the equipment but the local technical support, spare parts and service".

The rest of the factory was kitted out with Wood Tech's own range of machinery, the NB7CJ Auto single-sided edgebander and MJK1138F1 panel saw with auto rip fence.

## Service and culture

With a month of operation now underway, the company plans to grow its footprint as they start to hit capacity over the coming 6 to 12 months. Chad is eager to work with a base of trade cabinetmakers. He explains the two most important pillars of his new business are exceptional customer service and a culture with staff at the centre of it. "I am definitely not a morning person, but the alarm gets me up and into work for our morning team huddle!"

2020 may have been the most challenging year in recent times, but for some with the entrepreneurial spirit, like Chad and Megan Arnold, 2020 is the start of a very exciting new chapter.

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The Set 200 Sliding Door system by Titus offers an unobtrusive universally handed mechanism for bottom running sliding doors. Set 200 is compatible with the Titussoft SD100s for consumer-preferred soft close with Titus' proprietary damping technology.

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- + Bottom running system for use with double U shaped top profiles

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# SPACE STEP from Blum

## Taking storage to the next level

Blum has always worked towards creating clever cabinet solutions for the home, but predominantly in the kitchen. The new SPACE STEP from Blum provides cabinet makers and joiners the opportunity to stand out from the rest and create individualised designs for customers who are restricted by smaller kitchens and living areas throughout the home.

## Inspiring and practical

SPACE STEP consists of a plinth step and a pull-out that delivers multiple benefits to any area in the home. SPACE STEP glides open with a touch to the front so that it can be used as a step, providing the ability to reach higher cabinets and creating a safe alternative to wobbly chairs and stools. The step will lower and lock securely in place when subjected to a minimum load of just 8kg, preventing SPACE STEP slipping and increasing the product's safety. The maximum load SPACE STEP can hold is 150kg. The top of the step can simply be pushed back into the

cabinet to reveal a pull-out underneath and added storage that conventionally would have remained unusable.

## Easy assembly

Like all Blum products, SPACE STEP is easy to assemble. The SPACE STEP sets include specialised runner options specifically for SPACE STEP in the nominal lengths of 410mm and 460mm. Designed to be integrated into the kickboards of the cabinet, SPACE STEP can be used in recessed plinths, recessed low plinths or flush plinths. Aluminium components, included in the SPACE STEP sets, can be cut down to size to suit any step height between 120mm to 250mm. Cabinet widths of 400mm to 1200mm are possible with SPACE STEP.

## Step it up

SPACE STEP can be paired with Blum's LEGRABOX, TANDEMBOX, MOVENTO and TANDEM box and runner systems for the pull-out and can easily be implemented with Blum's motion technologies such as TIP-ON BLUMOTION. For



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supreme user convenience, SPACE STEP can also be combined with SERVO-DRIVE electrical opening support system. With a light touch of the front, the pull-out glides open and then closes silently and effortlessly with soft-close BLUMOTION.

To assist in planning and ordering, SPACE STEP can be configured through Blum's Product Configurator in Blum's E-SERVICES.

Top left: The SPACE STEP is a safe application, locking into place once it bears a weight of 8kg or more.

Top right: The SPACE STEP can be paired with Blum's motion technology - TIP-ON BLUMOTION and SERVO-DRIVE for enhanced user experience.

Above: Extra storage is created by the pull-out located underneath the step.

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by Michael Smith

# Discover the value of creating

**IN A TEACHING CAREER** extending over 30 years, fine woodworker, educator and mentor John Shaw taught craft design in the New Zealand polytechnic system, and later established the country's premier woodworking programme - the Centre for Fine Woodworking - at Wakapuaka near Nelson.

Shaw says he is no longer involved in helping others become successful business-owning woodworkers. "I am much more interested in helping people discover the value of making in its broadest sense - and, more specifically, through the medium of wood. It's a superb material, full of challenges, inspirational and totally engaging, drawing us in for the rest of our lives."

Growing up on Auckland's North Shore, he recalls fondly the 'manual training' classes he took from ages 10 through 12. "Just two hours a week with my teacher was never enough, but the impression it made has never left me."

Shaw says his time at school was defined by doing little or no work while trying to pass all the tests. University would follow, but he finally reacted to the academic pathway set out for him by leaving at the end of his first year. "I walked out, bought a bigger lathe and moved to Nelson!"

His early twenties were marked by the establishment of a woodturning business and the opportunity to attend Rycotewood College in the UK. "The group I joined was defined as mature. Sitting the exams was optional and, as it turned out, no one in the group was interested in the formal qualifications. We just wanted to become skilled and capable woodworkers as quickly as our energy would allow us."

"It was a profound experience, built on the motivation of the students who all went well beyond the standards required."

Then another learning opportunity arose - an invitation from furniture maker and tutor James Krenov to attend the College of the Redwoods in California. "It was exactly the same in terms of intensity, while the 'qualification' was a piece of paper we received on completion of the course which said we had spent at least 1720 hours in the college workshop with Krenov, your portfolio was the proof of your ability."

As Shaw's reputation as a furniture designer and maker grew, his experiences as a 'student' inspired him to educate and mentor others interested in the craft. "I ended up teaching in the polytechnic system part time for some 13 years - a period of great personal growth mixed with large amounts of frustration and insecurity."

He was employed to develop the woods faculty of a new craft design course at Nelson Polytechnic. Unfortunately, the rapidly changing nature of the funding models meant a lot of vacillating and reorganising in the time he was teaching.

Shaw was missing his craft and wanted to test himself again as a designer/maker by applying the knowledge and experience he had gained as a teacher.

"But then, over the next few years, some interesting things started to happen. People began asking me to teach woodwork. I realised I was missing teaching and that caused me to think about what I really wanted to do."

With the help of a financial backer, he became the prime mover in the establishment of the Centre for Fine Woodworking in 2006. Before long the centre became well known for the quality of its tuition and high skill levels attainable through a mix of short-course and full-time programmes.

Centre manager Helen Gerry says no formal qualifications are offered by the school because the restraints of a formal framework would change the nature of courses - and dilute the students' ability to explore and challenge themselves.

Shaw taught the centre's full-time programme until 2016, by which time his vision of the school had diverged from that of its administrators.

Shaw's energies are now focused on teaching/mentoring all aspects of fine woodworking from his home woodshop at

Set of three interlocking side tables in ash, saligna and walnut - designed and made with the assistance of Japanese architect Itsuki Hagiwara.

Photo: Daniel Allen



Music stands (Trio) commissioned for three siblings: in walnut, sycamore and red beech, mixed up to create three different but strongly connected items.

Photo: Daniel Allen



John Shaw: fine woodworker, educator and mentor, in his home woodshop at Kanuka Rise, Wakapuaka, near Nelson.

Photo: Digby Shaw

Wakapuaka near Nelson. “Essentially people indicate their skill levels and what they want to learn, and we progress from there. I provide specific design and technical guidance for an individual - or I can develop a project that meets their needs.”

Shaw also takes a variety of woodworking/furniture classes at the Warren, a community workshop and store in central Auckland that focuses on accessibility and inclusivity. “The place brings together people who, for any reason, want to learn and be ‘makers’. It offers an equipped and supported workshop [where you can hire a bench], and the opportunity to attend tutor-led courses.”

“Critically, founder Tim Boyd established an induction process which acknowledged the need for heightened awareness in the new workplace safety environment. It’s something I found particularly frustrating to deal with as an educator, when previously generous people/organisations had to back off from the risks of responsibility after the new occupational health and safety structure was introduced a few years ago.”

Among the courses he hosts at the Warren is ‘What you need to know about wood’ - a practical guide to understanding the technicalities of the medium and how to create functional and enduring pieces. “This is a particular favourite of mine because it answers the most often asked questions about this wonderful material we use. And it puts into context some of the unusual practices within the craft of woodworking.”

His ‘Design Workshop’, hosted at the same venue, examines ‘how to apply simple techniques and open-minded thinking to expand and develop concepts into solutions’.

When it comes to the raw materials of his craft, Shaw says he favours medium-density hardwoods - “ideally from forests where

long-term management strategies are in place and proven to work. That means American timbers such as ash, oak, cherry and maple, and European timbers like beech and sycamore.

“These are often accented with other woods that I’ve collected over the years, such as New Zealand natives and pieces of tropical hardwood, although I avoid purchasing these types of timbers nowadays.”

He expresses his admiration for work that is, in essence, handmade - and best categorised as a crossover between Scandinavian and contemporary Japanese design.

“When it comes to influences in my work, it’s about figuring out the common values of these two cultures and how they reflect or define what I want my work to represent.

I tend to see it more as a ‘feeling’ as opposed to a critique or explanation.” ■



Ne m’oubliez pas (Don’t forget me): a memorial seat in Eucalyptus saligna ... commissioned by a widowed client. Former students Peilin Li, Mike Moss and Lorraine Moss-Smith assisted Shaw in the seat’s construction.

Photo: Digby Shaw

# Have the ultimate edge with Stefani KD

With a proven history of versatile and quality machining, the SCM Stefani KD is the ideal edgebander for manufacturers looking for a machine that can effortlessly produce a high volume of panels for both small and large batch production. Delivering the standard features that are expected from an SCM machine, it is the finer details of the machine that set the Stefani KD apart from all other edgebanders.

## Automation

"Stefani KD offers the automation needed for processing a high volume of panels that come off the edgebander completely finished, without the need for manual fine tuning - regardless of the edge strip being applied", says Chris Nixon, edgebanding Product Manager for Australia. "With 13 NC positioning devices available, every unit requiring adjustment to compensate for edge tape thickness, variation or protective films can be set up, guaranteeing a perfect finish".

This high level of automation also allows for the positioning of solid timber edge strips up to 12mm in thickness, 1mm and 2mm edges with dedicated radius tooling meaning there is no compromise on the quality of the radius being applied.

All programming for the Stefani KD is via the SCM Group developed 21.5" colour touch screen Eye-M Controller and Maestro Pro Edge software. The Maestro Pro Edge software has been designed to be as user friendly as possible. It comes with a list of features as standard, such as the ability to select programs with a bar code reader and Telesolve which gives SCM Group the ability to offer unheard of levels of support to customers needing assistance.

## Gluing system

The Stefani KD comes standard with an SGP glue application system, with NC adjustment of the quantity of glue as it is applied to the panel via the Maestro Pro Edge software it gives the user complete control over quantity of glue being applied to the panel for a variety of applications.

The SGP gluing system's plasma coating is also perfect for use with PUR glues. For those who require an edgebander that uses PUR glues for high volume edging, a version of the Stefani KD with a dedicated PU box pre-melting system is available.

Chris adds, "As an added bonus, all Stefani KD machines stocked for the Australian market are supplied with two complete quick release SGP glue application systems meaning you can have one unit dedicated for EVA, one for PUR, or one for lighter colour panels and one for darker coloured panels to mask the glue line".



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### Industrial construction

The SCM Stefani KD is constructed for the highest level of performance from the ground up. Both the base frame and feed beam are heavy duty monolithic steel structures which are manufactured in house by SCM Group.

The monolithic frame is specifically designed for the support of the working units and to minimise any vibration transfer which can affect the quality of finish and the life of the operating units which is a critical element for any edge bander, especially one capable of running at 20 m/min whilst maintaining a 650mm minimum panel gap.

Additionally, the fabricated monolithic steel beam, whilst more expensive to manufacture than an aluminium extrusion used on some lesser machines, eliminates flex whilst under load, this equals better panel clamping and the ability to hold the panel more securely also resulting in improved quality of finish.

The SCM Stefani KD has the potential to reinvent edgebanding processes and stocks are available in Australia now.

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# Inside in Action: Inside went the extra mile with real and digital

Participation, innovation, interaction: INSIDE IN ACTION was an entirely new experience that stood out thanks to an exclusive on-life format with a triple structure –Live, Next and Play.

The three forms of Inside In Action, held from 5 - 30 October at the Pesaro Campus, Italy was a global event, both digital and live, at which Biesse Group presented the market with its latest solutions for machining wood, advanced materials, glass and stone.

## Action is participation

Running in Pesaro until 30th October, INSIDE LIVE was a traditional live event that confirmed and reinforced the efforts made by Biesse, Intermac and Diamut to provide innovative solutions to automate and revolutionise the world of manufacturing. The Pesaro showrooms of Biesse and Intermac opened their doors in absolute safety: over 40 machines, products and digital services waiting to be discovered, fully respecting the protocol governing the health and safety of customers, employees and the workplace. Thanks to a booking system set up online exclusively for the event, customers arranged their visit autonomously on the basis of daily availability, observing the safety measures in full.

## Action is innovation

INSIDE NEXT was a real virtual Tech Show, where the sole and unflinching star of the stage was technological innovation, with the latest product and process ideas. The exclusive content and unmissable in-depth looks were part of a brand new, 100% digital formula that combined know-how and future. The new technologies for machining wood and advanced materials took

the stage at INSIDE NEXT on 15 and 16 October, followed on 22 and 23 October by the live presentation of advanced solutions for machining glass and stone, from the world of Diamut tools.

## Action is interaction

From 26 - 30 October, visitors were able to take part in an exclusive series of over 40 live webinars (both training and demos) on the virtual platform from their desktop or mobile phone and from every corner of the world, in the most common languages: all this is INSIDE PLAY. Biesse's experts were on hand for customers, to demonstrate the most innovative solutions: by means of a virtual chat, customers were able to ask questions and get information in real time. What's more, customers could watch the webinars later on too, as they'll be on demand on the Digital Arena platform. To further ensure an event without borders, all of the branch offices were involved in the webinars, which meant customers were able to participate in live events presented in the most widespread local languages.

"Inside in Action was a not-to-be-missed chance for our customers, crossing over all the technologies produced by Biesse, Intermac and Diamut, and at international level. The out-and-out, global involvement of Biesse Group, from Pesaro to Charlotte, from Sydney to Ulm, and in every corporate site around the world: a fruitful collaboration that allowed to offer customers a new formula, a new event, something different but ever more complete. The event was fully integrated in the digital transformation strategy implemented in Biesse Group - a strategy based on the digitalisation of the factories and the creation of a new, smart factory aimed at all our customers, from small and medium-sized firms right up to the major industrial groups", says Federico Broccoli, Chief Commercial and Subsidiaries Officer. "Our technologies and the new ideas that were presented during INSIDE NEXT together represent the most thorough integration on offer to customers. No longer stand-alone machines but connected, integrated systems", sums up Broccoli.

"The digital transformation process of Biesse Group finds a natural outlet in services too. This was a new experience for our customers, backed up by professional figures and innovative tools with a focus on proactivity and connectivity to ensure increasingly enhanced performance," says Stefano Calestani, Service Innovation Director. "Thanks to platforms like SALESFORCE and SOPHIA, the Biesse customer care service



goes from being reactive to proactive, generating the actions needed to resolve any problems in real time. The digitalisation of services is a strategic asset for customers, allowing them to boost performance, lower machine maintenance costs and maximise efficiency. For us, the customer is at the heart of everything we do. Customer Care is who we are", concludes Caletani.

"Biesse Group, that has faced up to the new global context quickly and effectively, pursuing the concept of value via resilience and a flexible business model, is perfectly assimilated in the digital communication context: over these last months in fact, we've grasped all the opportunities linked with it, not only because it's necessary in the present times but above all because the digitalisation process was already taking place in our company. Thinking about our memorable event "Inside Biesse", it was inevitable that an event like Inside In Action would be created as the natural expression of digital communication. Inside In Action was a hybrid event with

a physical heart but profoundly digital DNA. We brought together creativity and technology to guarantee our customers an appealing form of interaction allowing a significant level of participation", claims Raphaël Prati, Biesse Group Marketing & Communications Director.

"We attribute enormous value and potential to the two forms, physical and digital, certain that they'll sit alongside each other more and more in the future, each one boosting, enriching and stimulating the other in a virtuous process aimed at continuous improvement", concludes Prati.

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# Sales - evolution of the species

It's now known that many of the major changes that have occurred in biological evolution on the planet have not been due to the long process of natural selection but have occurred through sudden leaps due to genetic mutations. Fossil records show this as a series of distinct steps rather than a slow transition. It may have been missed by some, but in the chaos of the COVID-19 pandemic we are surely witnessing one of the most significant events in the evolution of business and the landscape has been changed forever in one mighty leap, particularly for those in sales. For years, the move to digital business has been pushed and promoted by those with a vested interest, software providers, for example, have developed programs such as Customer Relations Management (CRM), and while many have embraced its use, there are as many who have resisted, citing it as an administrative burden that gets in the way of face-to-face sales relationships. The advent of the web-cam in the early nineties and Voice Over Internet Protocol (VOIP) promised a new way of doing business, but like CRM, it rapidly gave way to traditional hands-on meetings between the sales force and their clients. What COVID has done is to force business into taking the leap into digital and many have seen the light as a result.

The crisis response from business has, almost overnight, created a new normal and as such it has great implications for the way we will do business from this day on. The sudden

shift to digital is here to stay. What's more, both sellers and buyers are realizing that they prefer digital interactions over face-to-face dealings and in-person sales. Those businesses I talked to, having been forced to adapt due to lock-downs and restrictions, say they have no intentions of returning to old ways of dealing with their clients.

Digital sales can provide significant cost savings while extending the reach of an organization. Time spent travelling between clients can be spent in more productive ways, focusing on strategies for individual customers and adapting to their specific circumstances. A side effect of the pandemic has been the focus of customers on existing relationships with suppliers. During these uncertain times, customers have become more risk-averse, preferring to deal with companies they trust and who have established long-term reliability. And, while it's essential to look after existing business, prospecting for new clients is still necessary for future growth. Finding new business brings its challenges in a digital world. Customers can insulate themselves more readily from cold calling sellers. It's easier to resist arm twisting and sales pressure from new-comers when you're in a virtual market place, so developing and honing the right virtual approach will be vital for developing new business.

Providing the sales team with the right tools is vitally important in any environment, but when transitioning to digital, it must be





Rick Lee has over 40 years experience in the woodworking industry.

He now works as a writer and consultant and can be contacted on 0412 237 456

accompanied by the relevant training. Not every salesperson will be comfortable living in a digital world, and in many respects, it may require a whole new set of skills. Sales teams in the new age will be made up of specialists who understand and can manage their customers through virtual meetings, live chat and forum interactions, while managers will need to keep their employees well-informed and engaged with others in the organization. Salespeople have traditionally thrived on personality and their interactions with clients. While the old days of long lunches, nights on the town and days on the golf course may no longer be relevant, many salespeople still need to feel that close personal contact to build their relationships. Going digital should not mean losing your connection to clients, but it does require a re-think about how to manage it. Salespeople are also very competitive by nature and will need managers who can set new benchmarks to measure their performance. They will need to develop and maintain a high-performance culture amongst isolated individuals, using

teleconferencing and reporting systems that promote a virtual competitive environment. Standards must also be upheld and managers will need to insist on compliance. We've all seen the zoom interviews on television wherein cameras look up noses, hair is a mess, audio out of sync and lighting is non-existent. It's not a cool look to do business in pyjamas.

The world will return to some level of normality. Vaccines will be perfected, effective treatments provided to all. Like the many challenges that face the world, this too will pass. The mark it leaves on us will be lasting. Some things will never be the same. Some will have changed for worse, some for better. For the business world and particularly the sales sector, the changes are likely to be permanent. Just as viruses have mutated and evolved, so too has the world of sales. There has been a jump in evolution; those who embrace it will thrive, those who do not may go the way of the Dodo. ■



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by Rob Ditessa

# Cricket bat making alive and well in Australia

**SHASHI SAMPRATHI AND IAN TINETTI** are independent craftsmen using traditional methods to hand make wooden cricket bats. Ian also grows the willow that bat makers use. Perhaps they may use a power tool to cut the V splice to accommodate the handle but they always shape by hand every bat they make. Other makers, such as the big international brands, who supply the mass market, employ automated and CNC equipment in their production.

Ian and his wife, Trish, with assistance from their children, own and manage Cricket Willow, a complex they have developed in homage to cricket, located at Shepherds Flat near Daylesford in Victoria's central highlands. The complex contains an oval, museum, gallery - all focused on cricket, a bat making workshop, accommodation, other sports facilities, and a willow grove that supplies the wood for the bat making. The grove originated from British cuttings that the English

Ian Tinetti



team captain, Archie MacLaren, dispatched to umpire Robert Crockett after the 1902 test series. The Tinetti family saved the grove after Slazenger bought out the Crockett bat business and who felled but a few of the trees. Trish and Ian tell AWISA theirs is the only facility where visitors can witness the process of making a cricket bat, from start to finish. "We're the original birth place of the Australian cricket bat willow industry." And Lachlan Fisher who worked to re-establish the bat making industry in Australia, first visited in the 1980s to get some willows. He set up his own small but flourishing bat making business, and also won a Churchill scholarship to study willow propagation.

Willow is hard to grow, Ian explains. "It is so temperamental." With its sensitivity to weather conditions, every season produces a slightly different wood. For instance, the tree does not like a strong late afternoon sun, which causes it to lose bark on one side. A tree will produce good timber after twenty years, providing up to sixty clefts, but deteriorates after that. Ian's expertise comes from a lifetime's close acquaintance with willow, from childhood when his family and the Crockett family were neighbours. He learned from them, from observation, and eventually his own experimentation. Ian and Trish grow the willows, and Ian fells the trees, cleaves the logs into billets and prepares the clefts that the pod shavers use to make a bat.

Ian takes groups of visitors through the complex, showing them the willow grove and then through the workshop. The tools in the workshop include historically significant ones used to make the original Crockett bats. Ian explains the different processes of bat shaping and how the old and new tools are used. He learned the art of bat making as a boy, from his father who worked for the Crockett family. Today Ian and Trish also make a commercial line of bats which they have named 'Jabaroo'.

Not a skerrick of the willow is wasted, adds Trish. "We have a saying, why cut down a tree if you don't do anything with the timber?" In past times, willow from that grove was used for aeroplane frames, artificial limbs, and wooden rims for bicycle wheels. Today, the willow is used in





Shashi Samprathi

There is a place in the bat making industry overall for automation in production, says Ian. He won't decry that and remembers that the Crockett family used a copying lathe in their operation, whose blanks he has on display. They are very good, and somebody may use them one day, he muses. In his overseas travels Ian visited factories of renowned brands that use automation turning out great numbers of bats in limited space and time. Elsewhere, he adds, manufacturers use copying lathes to copy-cut the whole bat including the handle. The handle is normally made separately and joined at the splice. Clients, who buy his clefts, make bats by hand. "No one has ever told me about using a machine," says Ian.

Shashi Samprathi makes bats by hand. "When I see a player scoring many runs with my bat, it makes my day," he tells AWISA from his workshop in Canberra where he works in the public service in his day job.

Each one of his bats is unique in its look, profile, weight, and its overall size. In some he will accentuate the blemishes in the natural timber to make it unique. In Australia, he explains, we

making musical instruments, their souvenirs, trophies and in basket making. Whatever is left over is used as kindling.

Knowing about the ways of the willow is basic to quality bat making, says Ian. "It's about understanding the structure of the willow that you're working with. You cannot do it like a machine. I've seen the machines working. The machine cannot know the structure of the wood. I'd say 30 per cent of the wood in a tree you downgrade, sometimes more, up to 70 per cent. The machines just turn out bats which all look the same, but they don't play the same. Big companies turn out bats and destroy the little pod shaver who makes a bat that is just so perfect. It's almost a lifetime's work that goes into that bat."

have fairly bouncy pitches compared to the subcontinent, and the general preference is for the balance to be in the middle, but some players ask him to locate it higher or lower. All his bats meet the International Cricket Code requirements. As he makes bats to order to suit a player's needs in terms of size, weight and the balance, he does not keep any bats on hand.

The workshop in which he makes the bats is modest, says Shashi, measuring 3 x 3 metres with a U-shaped workbench hugging the three walls. It accommodates two bench vices, a table-top scroll saw, table saw, and a small manual lathe for binding the handle. There is also a mobile workbench for sanding. The willow he uses and describes as pretty good and very resilient to cracking or breaking, is Australian grown ▶

## willow has a unique quality of rebound

- ▶ English willow. It, and the handles which are made from cane, are sourced from WillowBlue, run by the former Australian cricketer Ian Callen.

The willow wood comes in blank clefts, cut to rough size in height and width of the bat, with the face pressed, so that the bat reflects the ball away rather than absorbing the motion to dampen the bounce. Shashi explains in detail that he cuts the handle so it fits snugly and fixes it with PVA glue, and clamps it using either a vice or a few clamps. He leaves it overnight for the glue to dry. In the next step he marks out a profile using a pencil. To work on the bat he uses a different draw knife at different stages, shaping the shoulder first using a scroll saw, and then shaping the handle according to the players' needs, round or oval, thick or thin. To shape the handle to a perfect round he uses a concave spoke shave. Once he is satisfied with the shape and size of the handle, his attention turns to shaping the bat. For this he uses various hand tools, such as a pull shave, spokeshaves, and for recessing or scalloping either side of the spine of the bat he uses a convex pull shave.

Sanding is the most time-consuming task, he says. "I focus first on making the face of the bat smooth. Again, based

on the player's request I finish the face either dead flat or slightly curved on the edges. I use a swimming pool noodle cut to about 300 mm in length and wrapped

with various grits of sand paper. I start with 80 then move on to 120, 180, 240, 360, 400, 800, and 1200 for a smooth finish. I wish I could find an electric sander with a curved base for sanding. Of course, I could perhaps look at making a curved rubber base myself."

He continues, "I use various spokes, metal and timber body ones, for shaping the bat. I do use some power tools such as a bandsaw for cutting the splice of the bat for fixing handles. I have a custom-made jig made out of hardwood ply and hardwood pieces to achieve accurate cuts. I use several varieties of clamps wooden and metal ones. I also use sash clamps while doing bat repairs. Given it is a small workshop I generally do all sanding in my backyard in an open environment. I have the mobile workbench fitted with a couple of bench vices.

To finish the face of the bat, after sanding, I use a hardwood roller to hand press the surface and make it ready for knocking in. I recommend players to do it themselves. I teach them the



knocking in techniques which is fairly simple. Depending on the client's needs I add some special features by carving on the spine for which I use various carving hand tools."

The Pakistani cricketer, Iftikhar Ahmed, came to Shashi the day before he played in an international T20 match between Pakistan and Australia in Manuka stadium. He was looking to get his bat fixed but instead Shashi made a customised bat to meet his needs, a profile with the weight range between 2.8lbs to 2.9lbs. With it he would be able to face pacemen like Mitchell Starc. Shashi declined payment, offering it as a gift from Australia to a guest.

Players increasingly want bats that are light in weight but have thick sides, and pronounced spines, which is an interesting task, says Shashi. "Every piece of timber is different, especially the weight, and so it is important to choose the right cleft to begin with. However, additionally I am trying new techniques to keep weight down including experimenting with hollow core bats. It is challenging but promising."

He goes on to reflect that willow has a unique quality of rebound, resilient and is not prone to cracks in its natural form. However, to keep the weight of the bat down to say

around 2.10lbs, there has been a practice of air drying the timber to remove moisture and make it lighter so the size of the bats could be much bigger on sides and spine compared to traditional shapes. This is reducing the life of the bat to one season. He laments watching bats cracking and splitting into half in many of international matches. To meet the world-wide demand for bats, large companies have established big factories and automated bat making using CNC machines. The costs can be kept lower whereas a completely handcrafted bat takes hours and hours of manual labour. Bat making is a dying art like many other cottage industries, he says.

But to hear Ian Tinetti and Shashi Samprathi talk, that assessment is premature. Ian's complex is keeping alive cricket bat making and its story, and providing the willow for those who want to continue the tradition. As Shashi says, he starts off with an end product in mind and enjoys every step on the way to the finished product. "I hope to keep making bats for as long as I can. It is labour of love." ■



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# Advanced water machinery for efficiency and safety

Many businesses in the industry are processing more material types that require the use of water technology to advance their production processes. With this in mind, water filtration systems have become a key focus for fabricators. Water filtration systems are the forward solution to reducing hazardous dust when processing stone or engineered materials. These systems reduce workplace health risks and help create a dust free environment. CDK Stone has a range of premium, European crafted water filtration systems suitable for large or small production capacities, such as the Dal Prete Mini Compact L or the Dal Prete Super Compact.

Another key development in the stone industry is the increased use of waterjet cutting technology. Waterjet machines are extremely accurate and can cut a wide range of materials easily. A major benefit of waterjet machinery is the use of water to assist in the elimination of dust. With a high-quality waterjet such as the GMM Techni Intec G2 i713, businesses looking to process more material types can accurately and precisely cut metal, stone, porcelain/ceramics, fibreglass, glass and composites. Being able to cut a wide range of materials safely and accurately is a big advantage in streamlining the production process and a vast improvement on traditional methods of cutting and shaping.

Recently, GMM Techni released the Intec G2 i613 monobloc waterjet. This high-quality machine has a smaller footprint than the Intec i713G2 while retaining the same cutting dimensions as the i713, saving valuable factory floor space. Coupled with the



GMM Stone Machinery's Techni Waterjet i613, part of CDK Stone's range of machinery.

GMM Techni patented Quantum servo pump, PAC 60 cutting head, Touch Probe terrain mapping to automatically measure the slab thickness during the cutting cycle, as well as a Tech Vision on board camera for vein matching CDK's GMM Techni waterjet machines are a high-quality solution for all business types.

CDK Stone has been supplying high quality water filtration systems and machinery for over 35 years. Being at the forefront of the industry has made CDK Stone specialists in water processing machinery and water technology. CDK Stone has sales branches and service technicians located in all states of Australia and New Zealand.

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# The smart way to deal with nappies and waste in a childcare centre

With a growing population, the need for childcare centres is increasing and modern, up to date facilities are popping up everywhere. Dealing with nappies and waste in a smart way is essential for the day to day operation of these busy establishments.

Certified kitchen designer, Rebecca Rix from Auckland, New Zealand specified Hideaway's Red Dot award winning Concelo® bin to deal with the challenges posed in this unique environment.

Two Concelo waste bins each with two 35 litre buckets were installed within the nappy changing area, allowing the carer to easily step back and dispose of nappies and waste whilst still being able to provide care to the child and keep them safe.

"I specified Concelo due to hygiene. No other bin in the market does what Concelo can do. I like how all the parts of the bin can easily clip apart and be thoroughly cleaned which is essential in this environment. I also liked how Concelo has the hands-free Active Lid that drops

down over the buckets to contain odours. This was a critical selling point," says Rebecca.

Concelo has Clip' n' Clean features for not only the buckets and liner holders, but the framework the buckets sit within also simply clip out for cleaning. This is unique as, traditionally, the frame is static and is difficult to clean, creating many dirt traps. Waste bins are notoriously dirty and smelly and every aspect of the Concelo waste bin design has ensured that thorough cleaning is possible and simple to do. In addition, the Active Lid can be removed and cleaned with very little effort and is ergonomic for the user.

The Concelo laundry hamper was also installed within the busy workstation so washing could be stored out of sight until a full load of washing had accumulated. Concelo laundry was chosen once again due to its Clip' n' Clean features and for its seamless closing action on its concealed synchronised soft closing runners.

High use commercial applications like this require a robust reliable solution. Concelo bins

are made in New Zealand from high quality materials to ensure the units will withstand the challenges posed in a commercial environment. For strength, the framework is made from 1.0mm zinc treated steel which is then powder-coated for durability. The specially designed for Concelo, high quality German made runner is both synchronised and soft closing to a high standard equal to other premium drawer brands. Hidden behind robust and solid powder coated, aluminium drawer sides the runner is rated to 45kgs and they overextend to ensure buckets will come clear of a bench overhang of up to 50mm.

Concelo is designed and manufactured in New Zealand by Hideaway Bins and is distributed nationwide throughout Australia through Hideaway's distribution partners Nover, Häfele and Galvin Hardware.

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by Rob Ditessa

# The business and passion of timber outdoor furniture makers

**IN AUSTRALIA**, just saying the word “summer” evokes the sound of the swoosh of tennis racquets, the ping of cricket bats, and images of people in parks and backyards, lounging in comfortable chairs, enjoying their barbeques at table-and-seat settings, and chatting, sitting on benches. To complete this scene, in the mind’s eye, the imagination will conjure up the tables, seats, and benches in the form of timber furniture - natural, solid, sturdy, and elegant.

It is the business, and passion, of Timber Living Outdoors and TK Tables amongst other similar firms, to create the outdoor furniture that makes the Aussie summer a reality.

## Bespoke business model

Graeme Stowell started up Timber Living Outdoors, in Perth in 1999, retiring from full-time operation only five years ago. Back then, there were about ten outdoor furniture manufacturers in Perth and around the south west of Western Australia. Because most of them were large manufacturers, Graeme tells AWISA, he developed a business plan that saw him concentrate on specialising in making Jarrah outdoor garden furniture to order. Word got around and many customers came and returned to him with ideas of the designs for settings and other furniture they wanted for their outdoors. Often it was also a matter of getting the right size. His customers could not get the style in the measurements they needed. “That was different to what the large companies were producing. Making to order gave me that point of difference and allowed me to create a lot of successful designs.”

This business model put Graeme at the forefront of working on designs that were the most popular and fashionable of the moment, letting him be a witness to the flux of popular preferences. Still, he says, sometimes it was difficult to identify the trends that would emerge and be popular in the next summer season. “For the first few years the traditional rectangular tables were popular along with hexagonal, octagonal, and the occasional square table. Then tables of all shapes and sizes with granite inserts were in favour. During the Western Australian mining boom the larger 12 to 16 seater tables were common. Over this period, I also designed and made six different styles of dining chairs and benches to complement these tables.”

## Made with love

On the other hand, Thomas Kropf who owns and runs TK Tables that makes solid outdoor timber tables and outdoor garden furniture, says that while little has changed over the years on the design front for his business in his sector of the industry, significant changes have occurred in terms of the choice of timbers and finishes. Large section treated pine has been totally removed due to shrinkage, twisting and warping. Red Gum has been almost removed due to logging restrictions and the poor quality of what is available.

Most of the base designs are inspired by what is already available, Thomas tells AWISA from his Heidelberg Heights base in Victoria. Thomas continues, “We then try and work out if these can be adapted to the larger cross sections of timber that we use and if so what needs to be changed to accommodate it. We already know the best ergonomics and sometimes these can be improved whilst at other times a design is simply too cumbersome and does not work. Designs are also often inspired by client feedback and several suggestions have tuned into optional extras to our standard range.”

Three things make his outdoor furniture business unique, says Thomas. The first is the mechanical component. He wholly makes many of the products, and ships them throughout Australia. The second is that all fabrication is completed on site. He does not import anything, making everything from raw materials. Even simple basic angle iron brackets are cut and drilled from 6m lengths. The third and most important aspect, he underscores, is that each project is made as if he were making it for himself. If it is not good enough for him, then it won’t hit the road. He and his team take pride and care in what



Photo: Timber Living Outdoors



they produce. If the product bears their brass tag plate, then, he says, it is truly made with love.

### Favourite sleepers

Recycled railway sleepers are Thomas' favourite resource. Unlike fresh milled sleepers which mainly all look the same, railway sleepers are all different because they all have different imperfections which give each sleeper its own character. Each one requires dedicated attention. Trying to put four or five of them together, for instance, to make a table top is a real challenge, Thomas explains. Which edge to expose, which surface to make face up, how much defect to remove or retain, are all artistic expressions that he has to deal with. If they are to be thickened, for each 1.5 millimetre layer which is removed, a different surface becomes exposed. The result is that each item he makes becomes truly unique.

Thomas details that he uses seasoned Queensland spotted gum and Blackbutt in 45 millimetre thick dress all round for the better cleaner finished furniture. "For the economical line we use 45mm thick kiln dried treated pine. In the sleeper range we use Queensland Ironbark, 200 x 75 and 200 x 100 sections. With recycled timber we use Victorian railway sleepers and try to get a 'AA' grade but they are as scarce as hen's teeth. Victorian sleepers are predominantly Red Gum but we also occasionally get some recycled NSW Ironbark railway sleepers. The Victorian sleepers are better suited as they have a slightly wider profile which is better for seating and table tops."



Photos: TK Tables

Photo: TK Tables

► **Manufacturing**

In the manufacturing process, Thomas uses a large range of cordless tools, simply for convenience but the heavier duty powered ones often need to come out. The main tools include dust extractors, 350 millimetre thicknesser, glide drop saw, and a large band saw. He continues, "The joinery is often done with steelwork. A combination of a drill press, cold saw and Mig welder are commonly used. Probably the most useful piece of equipment is the home-made gantry winch system that enables us to move items around safely, and support heavy loads during assembly. Yes, we use some hand tools, sledge hammers, crow bars, clamps and hammers, chisels and miscellaneous standard carpentry shop tools."

In terms of the manufacturing process, for Graeme, not much has changed over the years. Being a small boutique manufacturer adapting designs to match customer needs, he rarely has had to tackle many large runs of any one item. There are probably three machines that he could not do without. The first is the horizontal mortise to create slots in bench rails to house the vertical slats. The second is the overhead router to route the seat and back rails to fit the slats on the benches. The third, Graeme lists, is the Felder spindle moulder with its high-speed spindle for shaping with his many shaping jigs.

The finish is exceptionally important for Graeme as the aesthetics of the furnishings within the domestic environment are a primary consideration for his customers. Barbara, his wife, explains the furniture is has a premium oil based outdoor furniture coating. "Applying four coats best protects the furniture and presents it well, giving clients the best outcome. Each coat is wiped on, allowing for drying time between coats."

Thomas says the finish on the products varies according to the aesthetics that the client is seeking to achieve. Since most of the timber that he uses is fresh sawn with a large degree of moisture content, he will use a water based Cabot's Aquadeck oil.

"Many people, however, prefer a very natural look and in these cases we leave the timber to grey out. In some cases, we even char cut ends to make it blend in. At other times we may need to put a sledge hammer to work to get the desired stressed look or gouge out sections. It seems counter intuitive to most clean line products but in a garden or outdoor setting natural defects and features add to the appeal and over time moss, algae, and rot can enhance the look rather than detract," Thomas adds.

**Made to order**

Graeme had a background in carpentry and joinery, and an interest in furniture making before starting up the business.

Photo: TK Tables



He was building houses but found the heavy lifting was not good for his body. He decided to follow his passion and make furniture. "Despite being now five years post 'retirement' age, I still enjoy making furniture. The large tables are off the list as they are too heavy for someone working on their own to handle. But I still make four, six and eight seater settings along with bench seats to order and my Adirondack and Pearler chairs are ageless favourites. The one-on-one contact with clients has always been very satisfying to me and it is great to continue this as I can still make time for caravanning, and golf, which are important to me."

A significant aspect of Thomas' work is completing bespoke outdoor projects. "There are many touching stories how important some of this furniture can become. We had a farmer wanting a memorial seat to be erected overlooking a gully where his mother's ashes were to be scatted. He helped dig the holes and assemble the seat. They use it regularly as a permanent reflection spot and it is heart warming to know that your products can become so linked to humanity. Similarly with the Black Saturday bushfires in 2009, many people lost their lives around Steels Creek. The community commissioned a set of seven memorial seats along the main walking track beside the road." It is a proud moment, he reflects, when you know people are using something you have made in a special way.

### Together

Thomas' partner, Jenny, helps out in the workshop or with a delivery. In the company's website, she describes their shared values, and sketches Thomas' career. He has always had an affinity with working in wood and the wheel of life turned in 2000 when "working for pleasure became more important than working for a dollar".

Graeme says the success of Timber Living Outdoors has only been possible with the support and work put into the business by his wife. Says Barbara, "Apart from doing the book work, and managing online inquires, I have the privilege of assisting in some of Graeme's design processes. I think often women can bring a different perspective to the design process, sometimes practical, and sometimes aesthetic. It has been a great journey together working in the business." ■



Photo: Commercial Systems Australia

## Commercial Systems Australia

Commercial Systems Australia works on a larger tableau as a big commercial operation, creating and making outdoor public furniture for major projects. When his firm was commissioned by an architect on behalf of The Queen Victoria Market, Managing Director Russell Wilson tells AWISA, the brief for the job included seating and planters.

They were all designed around a pallet shape so that materials could be moved by forklift. The centre piece is a sculpture in the form of a pallet tree. "The trunk of the tree is made out of mild steel, which was hot dipped galvanised. The pallets are your regular everyday pine pallets. The pattern is arranged so that the 'tree' is balanced. It is a minor feat of engineering," Russell explains.



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# HOMAG's apps and digital assistants:

## The explanation

HOMAG offers various assistants in the field of digital products. HOMAG supplies complete product sets which, alongside a package of apps, include various other elements – these may include label printers, construction plans for sorting racks and LED strips for light guidance. A central element is always the HOMAG CUBE.

This is an intelligent control box, which connects the apps with the shelves and label printers, thus ensuring optimum interaction between man, app and other components. Alongside the product sets, HOMAG also offers individually bookable apps, which can be used simply and flexibly on a laptop or tablet.

The apps and digital assistants from HOMAG at a glance:

- "Cutting Production Set": Assists with cutting and labeling - even on the manual saw.

- "Edgeband Management Set": Organises the complete edgeband materials in the plant.
- "Sanding Belt Management Set": Structures sanding belts very conveniently.
- "Sorting Production Set": Sorting of parts in the workshop.
- "CabinetCreator": Helps with quickly configuring furniture.
- "intelliDivide Cutting": Optimises the cutting patterns for the saw.
- "IntelliDivide Nesting": Optimises the nesting plans for the CNC processing centre.

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Scan the QR code to view the video "Digitalisation for carpenters and joiners: Apps and assistants from HOMAG". It shows a quick tour of a workshop where digital assistants are used.

Step by step into digitisation - All HOMAG solutions can be used and tested individually. Once the user has found the right solution for his business, he can simply book it on a monthly basis or take out an annual subscription.

# SHADOWLINE and SLIMLINE - handle free solutions by SOLU

Combining contemporary design with engineering excellence, Solu's range of sleek, intelligent hardware is designed by cabinetmakers, for cabinetmakers, to suit Australian industry requirements. Whether as individual profiles or a combination of handle-free and floating solutions, Solu products provide a minimal look with maximum strength.

Developed by Solu as a handle free solution with a dual purpose, the design intention of the Shadowline profile was to also create a support rail for cabinets and benchtops. Making a strong statement in black powder coated finish recently on "The Block" renovation series, Shadowline is available in six finishes, in 42 and 52mm, with a patented clip system and matching end caps. Attached to the face of the cabinet, this profile is compact enough to maximise storage space in

the cabinet and drawers and can be fitted under the benchtop in the space above a freestanding or integrated dishwasher (depending on model) with little (or no adjustment) to cabinets.

The 52mm profile can be installed between drawers and is designed to enable adequate space for a comfortable finger grip behind the drawer front. Shadowline can also be used for internal and external corner applications, and installed vertically as well as horizontally, using Solu's purpose-designed clips. Shadowline is also now available in the L-shaped profile.

The Solu Slimline profile is a recessed finger grip, groove-inserted directly into the door. Gently rounded to reduce sharp edges, the U & L shape can be used independently to open individual doors and drawers, while the C profile can connect tall doors and maintain the handle



line. The versatile Slimline can be inverted as an overhead door finger grip or rotated as a vertical handle grip for pantry or wardrobe doors. Available as a 2400mm length, in both clear and black anodised finish, the matching router bits can also be supplied.

For details and specifications, download the SOLU catalogue from the website.

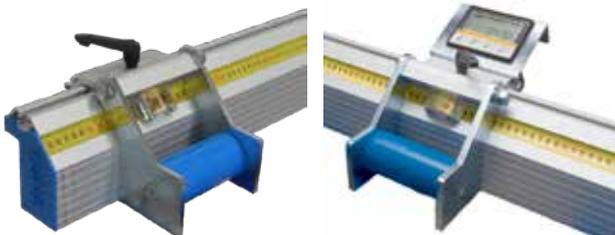
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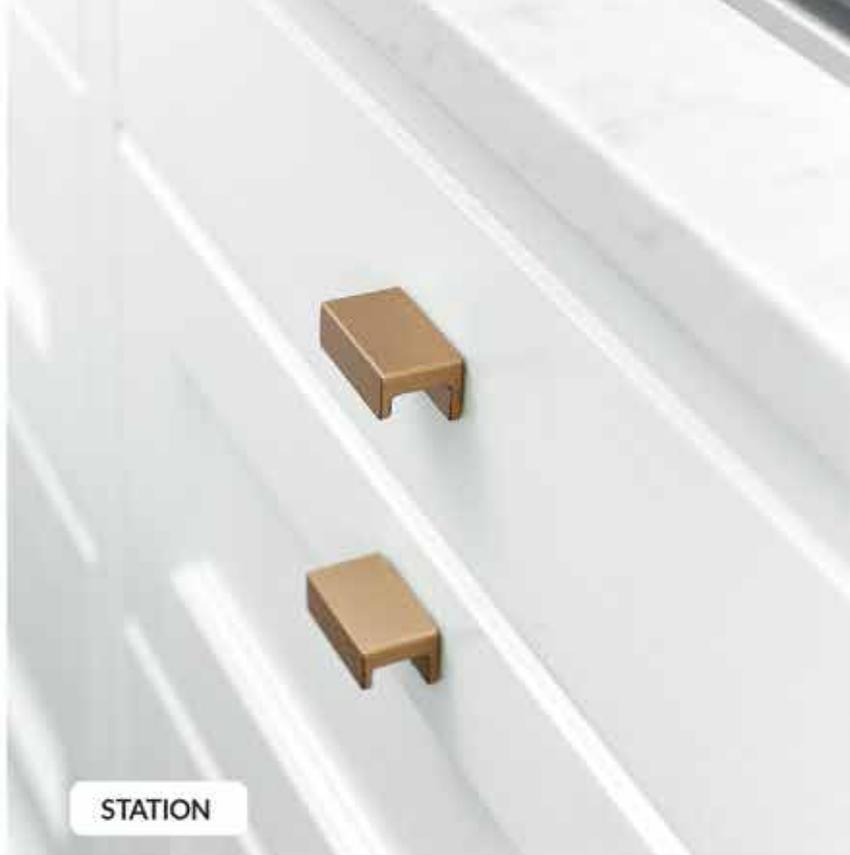


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# Their reputation depends on Biesse

Chris Carmeci did what many young and enthusiastic cabinet makers have done; start his own business. The story is all too familiar; do your apprenticeship, start making kitchens in the garage for friends and family, move into a bigger premises and you are off and running. Unfortunately, the story often stalls after only a few years as the young man finds it harder than he realised and with little business sense, eventually goes under. But Chris hasn't followed the script and after eleven years, thanks to some help and sound advice from family, hard work and key machines from Biesse Group, Precision Cabinetmaking is stronger than ever.

Chris and his wife Rebecca represent the essence of a small family business in Australia. The sector employs over five million people, or put another way, a figure approaching half of all workers in the private sector. Small business is a crucial component of Australia's success story, but success requires a commitment to customers; a quality product and the ability to make a decent living and provide growth for the company. To achieve these crucial goals Chris and Rebecca recently installed a Rover S CNC nesting machine with automated panel handling.

A few years after Chris had completed his apprenticeship and with some experience under his belt working for several diverse kitchen and joinery companies, he decided to go it alone. A small panel saw, a hot-air edge bander and a machine to drill and insert hardware was all he needed to start out. Over

a three-year period, Chris worked long hours to develop a client base, get some sound business advice and completed an advanced TAFE course. Chris learned from his mistakes to establish himself as a trusted manufacturer, and plan for the next step.

And so, at only 26 years of age Chris moved from the garage to a modest workshop in Dural in Sydney's North West. Within a year of the move he had employed another person, and it was time to look at some new technology. Over the next five years the panel saw, and edge bander were both replaced twice as the company grew. A move to nearby Rouse Hill was followed by his final move to Riverstone two years ago. It was now time for Chris to think about a CNC machining centre to speed up production and stabilise his quality. Chris was fortunate to come across a used Biesse Klever CNC nesting machine he knew was in really good condition, but he did not anticipate what was to follow.

What followed was totally unexpected. Chris admits that at first, he didn't know much about the 2.4 by 1.2 metre Biesse Klever other than it suited his production and "Everything stacked up right for us." He'd bought it privately and expected to be on his own, but Biesse was there to help. He said, "I didn't even know how to turn it on but the guy's at Biesse came out to get me going and followed that up with a lot of help over the phone. You don't see that too often, a company helping you when you didn't even buy the machine from them. They went above and



beyond even my wildest expectations. They would even stop by from time to time to see how I was getting along. The trust we have in Biesse started from day one!”

Rebecca was now looking after the books and helping out a few days a week in the workshop. Their work is now high-end residential kitchens and bathrooms, but they also produce wardrobes; entertainment units and other occasional furniture. Chris says, “We never wanted to grow too quickly, we prefer steady growth. We comfortably do one kitchen a week and we often find ourselves putting out jobs valued at several hundred thousand dollars. We concentrate on quality. Most of our kitchens are open plan and focused on design and quality. We think our ability to produce what our customers want while offering the personal service bigger kitchen manufacturers may not be able to, is a point of difference. 70% of our work is renovations and 30% are new builds.”

Chris recalls the Klever only needing a few minor parts over the last two years. He said, “Biesse know their machines inside-out; the service has been great, they’re more than obliging and have always got me back into production quickly.” Their relationship with the leading technology partner is excellent and so, only a few months ago Chris and Rebecca decided to invest in a new, larger Biesse Rover S CNC nesting machine with automated panel handling that would reduce their machine labour and speed up production. Chris would also have more tool change positions to reduce setup time for their routed door profiles, and be able to produce taller, three-metre cabinets.

Chris and Rebecca report the purchase experience was seamless. He said, “Our experience with Biesse has been amazing. Everyone has been up front and honest with us, they’re easy to talk to and not pushy at all. They gave me the time I needed to look at which machine would suit my production, to find out as much as I wanted about the machine. No question was too hard or too stupid for them to answer. And when it came time to instal the machine, that went without a hitch. Nothing was an issue for them, even the crane driver. The techs knew exactly what they were doing. They were able to identify a small part that was missing and had it delivered in time to have the machine commissioned on the day they said it would.”

“A CNC machine is a fair investment for a small business, but we had confidence in Biesse Group to know what they were doing and to help us whenever we need it. We didn’t hesitate

to go with Biesse product. I use the Rover S myself and find that I’ve a lot more time to do other things while the machine is handling the larger sheets, processing the parts. We use a third-party kitchen design program and I hardly ever have to get on the machine to program anything myself, except for other products the new machine has enabled us to do. It has opened up a new opportunities for us,” said Chris.

Chris and Rebecca’s business philosophy is to give their customers personalised service at a good price. Quality is a key consideration; Chris says, “Our product needs to last. If our customers don’t get twenty years from their cabinets, we haven’t done a good enough job for them. We use quality board and hardware and our Biesse Rover S always gives us a consistent, high-quality result.” Quality of life is important for any small business owners and their Biesse CNC machine has given them peace of mind, extra time, and the ability to expand if they want. Chris says, “Our reputation depends on our Biesse machine.”

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# Making moves through machinery:

## Ideal Stone's success story

When Ideal Stone opened its doors in 2007, it had a mission - to produce high quality stonework with efficiency. After more than a decade of continued operations, the company has surpassed its goals, reliably fabricating custom benchtops vanities, and more. The finished products feature in retail stores and homes all over Australia, with no two pieces ever quite the same.

"All of what we do is customised. We mainly work B2B, along with some retail - so if you're looking to get a new kitchen for your house, you'd consult with your kitchen guy, who would then come to us. Say you wanted white walls and a cream benchtop; he'd work with you on the design and requirements, then come to us with the request. We'd go to your location, measure the benchtop up, and about two weeks later, it's ready for installation. It takes about 10 working days to produce, with thickness, colour, and material all made to specifications", says Dougald Prentice, one half of the Ideal Stone partnership.

The CMS waterjet  
in action.

Along with his co-founder, Lee Coles, he had the foresight to see a manufacturing future aided by automation. Hosting both

a powerful CMS Brembana Idroline waterjet and, more recently, a CMS Brembana Speed 24 MB 3 / 4 axis, the workshop has the means to custom cut natural and synthetic stone, as well as ceramics and porcelain.

"We've been able to grow porcelain by 70-80% with the waterjet, and we have at least two porcelain jobs per week on average", says Lee.

With the demand for porcelain across the stone and architectural sector surging, that number is set to rise. The superior cutting and fine-tuned controls afforded by the waterjet have already established Ideal Stone's place in an increasingly competitive field, ahead of its peers. What's more, the Idroline's excellence is far from limited to porcelain - it makes its mark on any material placed upon its accommodating table.

"Marble book matching is roughly 40% better with cutting on the waterjet, too. If we cut a 60mm rail to the benchtop, it matches perfectly", adds the co-founder.

In a sector where handcrafted pieces are still prevalent, the investments have proven to be wise, granting the directors plenty of room to move, expand, and explore new niches. The highly automated and intuitive nature of their CMS machines has been an invaluable asset all throughout the pandemic, making it possible to operate with minimal contact, and maximum impact.

"The waterjet has actually put us in front in a lot of areas now, which has been sensational", says Lee.

After seeing the ROI from the Idroline over more than five years, Ideal Stone purchased a second CMS machine from Innovync, CMS's official Australian and New Zealand distributor. The Speed 3 / 4 axis is a diligent working centre that perfectly complements the waterjet's powerful, robust cutting with finer detail work.

Looking beyond the advanced digital interfaces and superior engineering, the directors knew it was something more intangible that would make all the difference to their operations.

"Two things we look at when sourcing equipment is the quality of the machine and the backup service from the manufacturer. We could buy any machine we want, but it really depends on the backup service that you get, hence why we always buy through an Australian agent", comments Lee.





Over the years, they've been able to comfortably lean on Innovync's unwavering after-sales service and support. Maintenance, spare parts, and all other machine-related matters have been a breeze with the Australian agent's dedication to care - a refreshing quality that stands out against a sea of competitors.

"When you buy a machine, you also buy the service that comes with it. Innovync has been really great with service, and I'd say that's what sets them apart from their competitors," Dougald remarks.

Along with a reputation for carrying innovative machine solutions that excel in their class, the supplier's penchant for propelling local manufacturing through any challenge is clear. Ideal Stone is just one success story of many that will be told with time.

The CMS digital interfaces give full control and customisation to operators.

The CMS Brembana Speed 24 MB 3 / 4 axis is responsible for Ideal Stone's finer fabrication details.

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# Blum hinge range expanded to cater for thicker applications



CLIP top BLUMOTION 125° hinge for 25mm – 39mm doors.

CLIP top BLUMOTION hinges by Blum combine innovative technology, award-winning design and top-quality motion within the smallest space. Products such as CLIP top BLUMOTION are more than just hinges; they encourage cabinet makers and joiners to look to Blum for solutions for their creative ideas and individualised designs of cabinets and their fronts.

As CLIP top BLUMOTION becomes the industry norm, Blum's range has expanded to include hinges to support the industry in specialised applications that specifically cater to varied front thicknesses and opening angles. The latest release from Blum is the CLIP top BLUMOTION 125° 0-protrusion hinge. The new hinge facilitates the mounting of thicker doors and can be used on a range of different materials starting at 25mm up to 39mm.

The new hinge is still packed with all the benefits and functionality that comes standard with any CLIP top BLUMOTION hinge. With no changes being made to the drilling depth of the hinge boss, installation remains the same as a standard CLIP top BLUMOTION hinge and can also be paired with the standard CLIP mounting plates. Combining the CLIP top BLUMOTION 125° hinge with the 92° opening angle stop will prevent the door from opening past 92° and reduce the possibility of opening onto another cabinet or wall and protects the door

from any damage. Even with the door restricted at 92°, the hinge still offers 0-protrusion for inner drawer and inner pull-out applications such as Blum's SPACE TOWER cabinet solution.

BLUMOTION soft-close has been seamlessly integrated into the hinge and designed to open and close with the highest quality of motion. Regardless of the weight of the front or closing speed, thanks to the integrated BLUMOTION, kitchen and furniture doors close silently and effortlessly.

The modern technology for this specialised CLIP top BLUMOTION 125° hinge allows for greater opportunity in kitchen design, whilst maintaining quality and perfect motion for the lifetime of the kitchen or furniture.

---

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# Boosting apprenticeship commencements

## wage subsidy 2020/2021 explained

Australian Cabinet and Furniture Association (ACFA) has welcomed the news announced by the Australian Government in the Budget 2020/21 supporting new apprenticeships.

This programme will fund 100,000 apprentices and trainees across all trade sectors, providing eligible employers with up to 50% subsidy to take on an apprentice from 5 October 2020 through to 30 September 2021. Applications will be taken on a first in, first served basis across all trade sectors.

ACFA's CEO, Dean Brakell confirms, "This is an opportune and timely initiative, ideal for our trade sector to ensure continuation of a skilled workforce into the future. I would encourage all businesses to give due consideration to this funding opportunity."

Businesses of any size, who take on a new or recommencing apprentices may be eligible to receive a wage subsidy for the apprentice. The subsidy is valued up to 50% of the eligible apprentice gross wage, capped at \$7000 per quarter per apprentice.

### Eligible Trade Sector Qualifications

MSF31113 Certificate III in Cabinet Making - Generic / Kitchens & Bathrooms / Furniture

MSF30213 Certificate III Furniture Making

MSF20313 Certificate II Furniture Making

To access the funding, businesses need to apply through an Australian Apprenticeship Support Network and select a preferred Registered Training Organisation (RTO). As the industry sector specialist RTO, ACFA Workplace Based

Apprenticeships/Qualifications fall within this funding program.

For more information on Workplace Based Apprenticeships go to [www.acfa.net.au/training](http://www.acfa.net.au/training). RTO Code: 90432.

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\*Compared to Genesis EVO 2019 model



# NINKA ONE2GO

## waste management system from Häfele

Häfele's H20 - Häfele to order program, takes the guess work out of selecting the right hardware and components needed saving time and cost for business. H20 now includes the well-known and much sought after ONE2FIVE bin system from Ninka as a preassembled complete set.

Available for a standard carcass width of 450mm, the bin is supplied complete, preassembled with Grass Nova Pro Scala over extension drawer sides in stone colour and a steel back panel. The drawer frame includes three-dimensional adjustable front support brackets, as well as a top cover plate and bin pails made from 100% recyclable food grade polypropylene in dark grey to match the drawer sides.

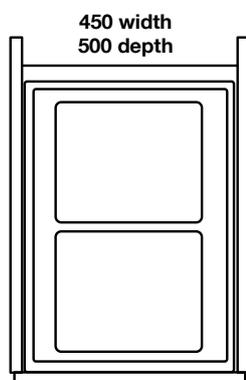
The sets are designed to cater for all family sizes and offer perfect recycling separation for almost every application in the kitchen and elsewhere in the home. The pre-made range includes:

- 2 x 17 litre bins – article no. 502.92.720
- 2 x 26 litre bins – article no. 502.92.721
- 2 x 32 litre bins – article no. 502.92.722

Kitchen manufacturers are invited to try a set today and see why H20 is saving manufacturers time and money.

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# Creativity with Italian designed and manufactured Cosma systems

Cosma is in the heart of the manufacturing district of Brianza, Italy, specialising in the production of hardware items, since 1955. Cosma creates a wide range of high-quality and innovative products, including rail systems, wardrobe rails and shelving systems.

With state-of-the-art manufacturing facilities, the Cosma processing and product quality control is guaranteed by internal quality tutor management procedures. All production phases are constantly monitored, ensuring the highest standards are maintained.

In addition to committing to 100% recycling, Cosma uses water-based paints without polluting solvent emissions, as well as using rainwater throughout its industrial buildings and 100% of energy used comes from renewable sources. Cosma

is a leading edge innovative in the manufacture of state of the art products.

Wilson & Bradley proudly distributes four high-quality Cosma ranges – the Cubo, Flag, Interna and System 16.

## Cubo

Cubo is a modular, versatile and flexible midway rail system ideal for providing easy access to cooking utensils, canisters, paper towel and other useful aids in the kitchen. L&S strip lighting can also be added that illuminates the entire work surface. Available in 3 metre lengths which can be easily cut to size for custom-made applications.

## Flag

Flag is a modular and customisable system made entirely of aluminum. Minimal and elegant, it can raise the quality and the image of kitchens, living rooms and bathrooms. What makes it unique is the ability to adapt itself to different needs by changing the position of the shelves and of the accessories. It can be further customised by using shelves that reflect the essence of the furniture in which it is integrated.

## System 16

System 16 is a system of structures designed to integrate, create and complete stylish environments within homes. It is composed of aluminum frames that accommodate shelves of different thicknesses and materials. Depending on the customer's needs, the product can be integrated into kitchen bases, or fixed to the wall. The upright can also include L&S LED strips to create exciting light and shadow effects on the wall.

## Interna

Interna is the cabinet system that Cosma offers to complete its range of aluminium products. The strength of the brand is to provide all the metal decorative parts that compose the furniture in order to obtain incomparable uniformity of design and finishes. Installation of the tube can be completed according to your aesthetic and functional needs. This includes side fixing with screws or pins and assembly from above with visible or hidden screws providing total versatility. The support for top assembly is dedicated to those who want to create elegant and refined wardrobes and walk-in closets.



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slide-out pant racks, pull-out pant racks, shoe racks, pull-out valet rods, pull-out belt racks and oval hanging rails.

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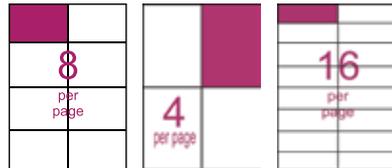
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- Extendo pull-out shelf – easy front access and complete overview of contents when fully extended.
- Kitchen tower pull-out - a versatile, modern base unit pull-out for kitchens and cleaning cupboards.
- Snello base unit pull-out - a space saving system for maximising space in compact kitchens.
- Magic corner comfort - optimal use of space in corner units.
- Pegasus shelf lift - a premium shelf lift for easy access to high shelves.
- Sesam standard and mini shelf system - for organised storage of cleaning and housekeeping items.
- A variety of wardrobe and drawer accessories.

The complete range is available in white and anthracite.

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by John Halkett

# Viking age wooden churches still standing

The survival in good working condition of Viking Age wooden churches in Norway is a remarkable testament to Nordic construction technology, the durability of the timber used, and maintenance over the centuries. Many wooden churches existed throughout north-western Europe at one time, but with a couple of exceptions, only Norway's distinctive wooden 'stave churches' remain. There are now a just a couple of dozen wooden 'stave' churches remaining, that with their clever construction, have stood for close to a thousand years.

These stave churches are stunning artifacts, built using Norway spruce and other local timber. Experts believe that their architecture reflects earlier Norse building styles and that, through them and their decorative art, provide some idea of how the earlier pagan temples to the Norse gods must have appeared.

Vikings were Nordic people primarily from southern Scandinavia - present-day Denmark, Norway and Sweden - who, from the late eighth to late eleventh centuries, raided and traded from their Northern European homelands across wide areas of Europe. Vikings also explored westwards to Iceland, Greenland and coastal North America.

The so-called 'Viking Age' lasted from about AD 790 until the Norman conquest of England in AD 1066. This period of Nordic military, mercantile and demographic expansion constitutes an important aspect in the early medieval history of Scandinavia, the United Kingdom, France and further afield. Among the factors that brought the Viking period to an end was the arrival of Christianity in Norway around AD 1000.

The new Christian religion spread rapidly across Scandinavia, and within a century, perhaps as many as 750 wooden churches had been built across Norway. The Vikings had developed impressive skills in timber construction, as illustrated by their astounding ocean-going longboats. Wood remains the preferred building material for Norwegian homes today.

Stave churches or 'stavkirker', take their name from the spruce or pine timber core 'staves' or columns (from Norwegian "stav") that formed the buildings' load-bearing frame. The staves do not rest directly on the ground, but on a foundation of stones, unlike earlier church where the supporting posts went directly into the ground. This feature and the fact that iron nails were not used and so avoided rot and rust is primarily responsible for their preservation and longevity.

Urnes Church with its wooden carvings of animal art on wall planks and door jambs.



With carved portals, and dragons carved on its gables, the Borgund Church is the best preserved and most authentic of the remaining stave churches.



Conjecture is that many of the stave churches once existing in Norway were abandoned, demolished or just neglected. The majority probably disappeared because of the dramatic decline in Norway's population during the time of the bubonic plague, or Black Death. This plague may have killed as many as two-thirds of all Norwegians. The population did not return to its pre-plague level until the 1600s.

The toll that centuries of damp and extreme Scandinavian weather, combined with a lack of maintenance took was telling. By 1650, fewer than 300 stave churches were still standing. By 1800, there were just 70 left and of these about 40 were demolished during the nineteenth century. Today, only 29 are left standing.

The remaining stave churches are located in rural areas, in fishermen's villages on islands, or along fjords, as in Sognefjord, where there are five. There is six in Valdres; and four in Numedal. About half of the surviving stave churches are still in use for worship. The others are essentially museums, although they are sometimes used for weddings, christenings, and other events.

Most of the stave churches were built in the twelfth and

thirteenth centuries. Heddal, the largest stave church in Norway, dates from the 1250s. Urnes is the oldest, having been built in the early 1100s, also contains timber that probably came from a previous church on the site. Its beautiful wood carving has given its name to the 'Urnes style' of animal art, which is just a generation or so removed from its pagan Norwegian forebears.

The most famous, best preserved and most authentic of the remaining stave churches is that at Borgund, not far from Urnes. It was built and dedicated to St Andrew the Apostle around AD 1150. With its carved portals, and especially with the dragons that are carved on its gables, it is difficult to escape the impression that, notwithstanding its Christian dedication, the building is very closely related to the pagan era of the Viking Age. ■

This article is in part adapted from the work of Daniel Peterson, Arabic studies and founder of the Brigham Young University's Middle Eastern Texts Initiative.



The Heddal Church is the largest stave church in Norway and dates back to the 1250s.



Stave church of Roldal, Norway.

# Titus Tekform: three products of interest

## Stefano Orlati cabinet doors

The Stefano Orlati Made to Measure door program from Titus Tekform delivers prefabricated doors cut-to-size with perfectly matched edgebanding and is now available to order online in a quick and simple app. Made to Measure doors are available with both OptiMatt, OptiGlaz and the new OptGrain board, for a quality high gloss, matt or woodgrain finish to any kitchen or room design.

Fabricated in-house at the company's Sydney factory, the doors are cut and edged to suit any requirements, including hinge drilling. For an efficient and cost-effective solution, use the easy web app to make selections and place online orders. To order, visit [titustekform.com.au/order-mtm](http://titustekform.com.au/order-mtm)

## Soft close waste bins from Kosara

Get more from space with the new Kosara soft close waste bins for 450mm cabinets. The large capacity twin bins are available in 66 litre and 74 litre configurations. The modern anthracite finish will complement all kitchen styles and the fitted metal lid features a non-slip mat cover to double as storage shelving.



## Concealed panel mounting system from Fastmount

Fastmount® is an award-winning concealed panel mounting system which side-steps the drawbacks of sequential panelling. With Fastmount's trademarked clip system, installers can mount perfectly aligned and secure ceiling and wall panels ideal for marine, recreational vehicle and architectural applications.

Fastmount offers a diverse range of clips to suit a variety of requirements, from high load-bearing heavy duty systems to the very low profile range designed for thin panels and facings.

Designed and made in New Zealand, all Fastmount clips are interchangeable with each other, to create a hidden fixing system that allows for flexing and expansion of the panel and support frame. For more information on how Fastmount can benefit builds, visit [titustekform.com.au/fastmount](http://titustekform.com.au/fastmount).

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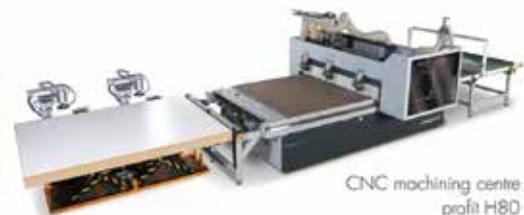
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**FELDER FORMAT 4**

# Slimline design with a powered latch



Slimline profile

This stylish KitLock standalone lock shares the same slimline design and powered latch as the KL1100 RFID but maintains the traditional code access keypad and features found in classic KitLock products. The product enhancements make this a front runner for those looking for traditional standalone digital locks with additional user codes and auto-unlocking capabilities.

With an inbuilt clock and timer, the user can have a lock auto unlock after a set period of time, say 3 hours at a gym, or at a set time at the end of the day, say an end of trip facility.

When in private mode with a powered latch the user will always know that the locker is locked as soon as the door is closed.

CodeLocks KitLock products are designed for easy installation, sharing the same fixing holes as the KitLock KL1000 Classic. With up to 100,000 operations, 20 user codes, auto-unlock at a set time or predefined period, this lock is an easy first choice for anybody looking for an upgrade to their lockers.

Suitable for a wide range of applications where the same code will be repeatedly used in environments where a single one-time user code can be entered and then erased ready for the next user, for example, hot desking in an office or a locker in a gym.

There is an 8-digit master code and sub-master code, 20 4-digit user codes and when in public mode 6-digit technician code.

There is a battery override, on door battery changing and an IP55 rating when fitted with a gasket.

Available in metallic silver or gloss black finish, the lock is easy to wipe clean with anti-bacterial wipes and sprays.

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# Efficient machine loading for all types of wooden boards

Schmalz is a market leader in vacuum automation and ergonomic handling systems. The handling systems unit offers innovative handling solutions with vacuum lifters and crane systems for industrial and handcraft applications. The wide range of products in the vacuum automation unit includes individual components such as suction cups and vacuum generators, as well as complete gripping systems and clamping solutions for holding workpieces, for example in CNC machining centres.

Vacuum handling systems from Schmalz are used in a wide variety of industries to ensure efficient material flows. Schmalz's many years of experience and its close relationships with customers mean the company understands processes, which allows Schmalz to produce products to meet the highest standards. They allow loads to be handled faster and more securely while protecting both the materials and employees.

Schmalz can provide a complete workplace solution consisting of a handling system and a crane designed to work perfectly with that system.

The woodworking industry has relied on Schmalz handling systems for decades. They are used in combination with CNC machining centres or panel saws to ensure efficient operation and can fulfil the most demanding requirements, such as turning or swivelling workpieces.

---

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Far left: Vacuum tube lifter JumboErgo for loading and unloading a CNC machining centre.

Left: Vacuum tube lifter JumboErgo with 90° swivel angle for loading a CNC machining centre.



Far left: Vacuum lifting device VacuMaster Comfort for turning coated wooden boards by 180°.

Left: Vacuum lifting device VacuMaster Multi with 90° swivel angle for handling heavy, porous wooden boards.

# 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 6-9 July 2022 at ICC Sydney, Darling Harbour. For more information visit [www.awisa.com/exhibition](http://www.awisa.com/exhibition) 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.

## AWISA The Board

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

### DISTRIBUTION

AWISA – The Magazine is distributed free to a list made up of companies that attended the last three AWISA exhibitions, plus the client databases of some major AWISA members. To be added to the distribution list send an email to [info@awisa.com](mailto:info@awisa.com). (AWISA Ltd may at some time in the future charge a subscription for personally addressed magazines)

2020

*Seasons Greetings*

Altendorf would like to thank you for your continued support throughout 2020. We hope you and your family have a safe & happy holiday and look forward to working with you throughout 2021.



 **Hebrock**  ALTENDORF GROUP

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