

AWISA THE MAGAZINE

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



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

DEAR READER,

In this edition we feature COS Interiors of Melbourne, the company that won four awards in the Australian Cabinet and Furniture Association (ACFA) awards in 2019. Why do we want to talk about awards from two years ago? Not only because we want to give credit to a company like COS Interiors who do great work, but because AWISA is supportive of the activities of ACFA and wants to see the awards bounce back from 2020 when they were not held because of COVID-19.

Occasionally I have been a judge on these awards, but not in 2019. I say this because I want to make it clear that these awards are run very professionally. The judges have absolutely no idea of the name or location of the companies that have entered the awards. All reference to each entrant's name is scrubbed from the submitted documents and photographs.

ACFA has been serving the furniture, cabinet making, kitchen and joinery industries for over 70 years. The association has been the place to get advice and support services since 1948. Its membership reflects dynamic small family businesses through to large manufacturers, retailers, suppliers and professional industry advisors.

It is run by industry for industry and understands first-hand what it takes to remain professional and up-to-date in such a competitive industry. Its expertise includes advice, support and coaching services across the complex areas of workplace relations, health and safety. It is also an industry recognised registered training organisation.

The Australian woodworking industry is not just about manufacturing furniture and cabinets. This edition also features wooden boat builders, with articles about successful builders in Melbourne and Sydney. And if you want to relax at the end of a hard day, consider getting a rocking chair from bespoke maker Ben Percy.

Geoff Holland
General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER: Cabinets and furniture are greatly enhanced by the use of quality lighting.
Photo courtesy of Wilson & Bradley Pty Ltd.

www.awisa.com



by Rick Lee

For the love of the classics

I'VE HEARD IT SAID that it's the imperfections in handcrafted work that provide its character and separates it from the cloned results of mass production. But, while there's no doubt that each handcrafted product is unique in detail, it would be wrong to dismiss it as imprecise or imperfect. In fact, the pursuit of excellence is usually of prime concern to the skilled craftsman, no matter what their field of art. Wooden boats are a case in point. There's an expectation of perfection seen in the sleek lines, the precise joints and fastenings revealed beneath the luxuriously high shine of a custom-built craft. Newly built and freshly glossed, there's nowhere to hide any slip-ups in workmanship. Like most traditional building skills, wooden boat construction requires high levels of expertise for the end result to be accepted. Striving for perfection comes with the job.

"It's a labour of love," says Simon Sadubin of Sydney Wooden Boats Pty Ltd. "There are no shortcuts to achieving high quality. We believe in doing the job once and doing it properly. It's a philosophy we've built our reputation on." I spoke to Simon about his work and asked him how he came to work in such a specialised field. "My father was a furniture maker and my passion for wood started there. I would join him in the workshop and make things under his guidance, it was a completely unofficial apprenticeship and I was very fortunate to have good training so early on." Simon's path into the trade was far from straightforward however. He dabbled in naval architecture, and furniture making before taking a degree and becoming an industrial designer. Simon was employed at the Australian National Maritime Museum as an exhibition designer. It was here that he came into contact with timber boat conservator, Michael Staples and the seeds of his passion were sown. "I knew then that I wanted to work with my hands. I enrolled at TAFE as a mature age student and with Michael's help I obtained an apprenticeship with Rick Wood at his timber boat yard in Birchgrove." After finishing his apprenticeship in 2000, Simon founded Sydney Harbour Wooden Boats, which operated out of the historic Chowder Bay Boatshed in Mosman until 2012. This business was the foundations for Sydney Wooden Boats Pty Ltd, which was established when Simon teamed up with Tom Coventry another passionate timber boat owner and skilled timber craftsman. Together they undertook a wide range of timber boat projects,

Judith Pihl restoration team: Roy Wilkins, Simon Sadubin, Stephane Vincent and Tom Coventry.



Judith Pihl in the paddock at Yass.

Image: Gerry Colley.

restoring some of Australia's most significant classic wooden yachts. Sadly, Tom injured his wrists and had to stop working on a daily basis. This ended their successful partnership in 2019, leaving Simon as the sole Director of the Sydney Wooden Boats team of shipwrights. Simon says Tom is still a regular visitor to the Mona Vale shed and continues to impart his knowledge and skills to support their ongoing boatbuilding work.

With the resurgence in the demand for new wooden boats, Simon says the future looks bright. "We're getting an increasing number of enquiries for new builds. The price of fibreglass boats has risen dramatically in recent years and they are usually heavily optioned so we've become competitive with one-off builds. The attraction of a custom-built classic boat lies in its endurance and longevity. Just like some of the old boats we restore, they will still be cherished and have value 80-100 years from now, long after a plastic hull has been consigned to the landfill."

While classic new builds are an important aspect of the company's work, restorations have become the cornerstone of its business. "The current project in our shed is a 31ft Wally Ward design called Caress. She is our 70th restoration project, which have ranged in type from dinghies to rowing sculls, putt putts to motor launches, speedboats and both cruising and racing yachts." Simon says that unlike new builds, they first have to un-build their restoration projects, painstakingly taking old boats back to the bones before work can begin. "Without a solid structure, the work we do would be wasted. So, we start by stripping back to basics. Often, all that is left is the skeleton. It's very rewarding to watch the boats rise again as the rebuild takes place. A prime example is the Judith Pihl, a six metre William Fife racing yacht, rescued after six years of neglect in a paddock in Yass." Simon describes the Judith Pihl as one of six identical racing yachts built in Australia in the 1930s. It's the third he has worked on. After an extensive and illustrious racing career, the boat was converted to a cruising yacht, then sadly consigned to the paddock in Yass. "She was in a pretty bad way when she came to us," says Simon. "There was extensive shrinkage to her framework. We took her apart and started reassembling from the keel up using as much of the original timbers as possible. All the traverse framing had to be replaced, but the lead keel, centreline and most of the Huon pine planking has been refurbished and reused. It's been an incredibly satisfying restoration." Judith Pihl has been restored accurately to the original William Fife plans as an open cockpit ▶





Dismantling and replanking.
Images: Gerry Colley.

► racing yacht. It's Simon's hope to rediscover and restore as many of the six original yachts as he can and get them racing again as a unique one design class.



I asked Simon if the timbers used in his work were easily sourced and if his restorations were true to the original materials. His answers revealed a passionate view of the Australian timber industry. "We always source the original species of timber wherever possible," says Simon. "We source our timber from small, family-owned mills that specialise in Australian wood. Much of it is reclaimed and recycled as the trees have become rare and need protecting. The Huon pine is a prime example. We use salvaged timber dredged up from the waters of Tasmania, sunken logs, a legacy of the old logging trade. I would hate to cut down these magnificent trees now when there are so few left growing in the wild. That's the problem in Australia, our forests have been mismanaged for so long because of a short-sighted forestry policy. Timber is a sustainable source of building material and we are blessed with such wonderful species of eucalyptus hardwoods and native pines. The trouble is, we should have been re-planting for the last hundred and fifty years. Instead, we've been cutting everything down without sufficient planning for the future. Current softwood



Freshly painted and at rest on her moorings.

plantations are not the answer. This monoculture planting of pine forests to replace our indigenous species is such a short-sighted approach. We could have had an industry sustained over hundreds of years with a product unique to Australia. It's a disaster actually."

There's something almost spiritual about boats made of wood that have endured through the ages. They seem to reflect the lives of their builders, those who've owned and used them. You can sense it in the patina of age. Stories told in the scratches and scrapes, the wear and tear created by hands on a wheel, feet on a deck. This is the character people often associate with hand-built craft; it starts with their makers and continues with those who have sailed them. There's an ageless quality, etched in the grains of timber that have themselves stood the test of time, hundreds of years old even before being cut from the forest floor.

Simon says that when restoring a boat to its former glory, the aim is to double its lifespan. "If a boat is eighty years old when it comes to us, we aim to give it a further eighty years after restoration. And, hopefully, the new classic builds that leave our workshop will still be here in another eighty years, perhaps they'll be ready for their own restorations. If we achieve that, then I feel we have done justice to those original magnificent trees." In addition to their work, Simon says that the company's legacy will be in the apprentices they have trained and who will carry the work forward and into the future. "We've just taken on our 6th apprentice," Simon says proudly. This represents 24 years of Simon's commitment to training. Like the boats he builds and restores, that to me is a sure sign of character. ■



by Rob Ditessa

Ben Percy - bespoke rocking chair maker

BEN PERCY has given a lot of thought to the future of the rocking chair. He sees a modern role and a new market for it as active seating.

Active seating has become extremely popular due to the increased time adults and children have spent studying and working at a desk from home because of the Covid-19 pandemic, he tells AWISA magazine.

“Now the rocking chair has the chance for a new lease in life and to change the traditional perception of the chair into something that allows for a whole variety of work and study styles. Ergonomics and the ability to move about in a chair go hand in hand.”

As an educator, he has seen firsthand the variety of ways classroom seating can impact on students’ focus and ability to learn. He adds, that there should be a bigger push towards active seating in the education environment, especially in managing students with attention disorders. For instance,

one educational library on Sydney’s northern beaches recently commissioned a rocking chair to sit in a dedicated space for reading and studying.

Ben has always been a chair maker at heart, innately gravitating to designing them, wanting to create his own versions that stepped away from the stereotypical rocking chair design, and put a modern take on it. He was taught by, and worked for, Leon Sadubin at his workshop in Gerringong on the NSW South Coast. Sadubin helped Ben realise his first rocking chair design, ‘The Rocker’, into the final product when he was studying furniture design and fine woodworking at the prestigious Sturt School for Wood in 2012.

“Since then, I have developed, prototyped, and produced my pieces in my own workshop. I have recently expanded my furniture business and I am in the process of setting up my own private furniture design school. I look forward to being able to share my knowledge of chair design and teach the art of making a well-balanced and comfortable rocking chair to a wider audience.”

This is not to say that the traditional rocking chair is passé. Ben agrees there still is quite a strong association of a rocking chair with something that you buy when you retire because, as he says, the nature of the chair gives a sense of relaxation and time for contemplation. Then there is the idea of an heirloom. The majority of his clients say they want the chair they are commissioning to be well regarded and cherished into the future as something to keep in the family. He reflects that “although most of the clients are generally retired, they’re not sitting on a porch and rocking like in the popular image. In a lot of cases the rocking chair has been commissioned by a spouse for a special occasion and the chair becomes the individual’s special chair where they relax, read, or watch TV.”

Ben’s rocking chairs are custom designed and made for individual clients. At the moment he is not offering rocking chairs as a pre-made buy-now. Everything is bespoke. When clients look to commissioning a rocking chair, some use the design of the chairs they see on the website or workshop because they appreciate Ben’s choice of timber and upholstery, as well as his evident attention to detail. “Sometimes I will take inspiration from the style of their homes to help guide the design, so that it sits beautifully in the space and complements the surroundings. The ways in which a person intends to use the chair will also dictate some of the design parameters that I then

Ben Percy in his workshop.
Photography by St John Imagery.





work with. I do spend quite a lot of time sketching and refining what I like to call the hero shot of a chair. This is basically the view which best captures the style and overall look that the chair will take. I will work a design up to a stage which can then be prototyped at full scale. I invite the client in to test the mock up and offer suggestions for any tweaks or modifications. The armrest height and lumbar supports can be critiqued to a level of absolute comfort and precision."

To take into account the sitter's height and weight, Ben says, all his chair designs have a direct relationship to anthropometric data. "This information provides me with an enormous amount of valuable data that guides a design towards being suitable to a wide range of body shapes and sizes. Usually it's the visual observation of the client for starters that make me able to understand technically in my mind what I need to do in a design. Whilst the shape of chairs can make them look quite fine and delicate, the use of solid timber joinery in my construction methods means that they're not a flat-pack item. They're going to be staying around for a long, long time."

He adds that with more people spending more time at home recently, they are looking to furniture that makes their homes more comfortable and enjoyable. "There has been a big push towards buying local and supporting Australian businesses over this last year. I think it is fantastic to see that every furniture maker I know is extremely busy producing high end, original Australian designs. Making furniture and products which are built to last is the main goal in my opinion."

There are three main parts that make up a rocking chair, Ben explains. There is the seat, the backrest, and the rocker. The rest

is additional interpretation. Although he has now worked out a well-tested recipe for developing a new rocking chair design, he says these measurements and angles can only get him so close. The most difficult part is making all of the things that make a rocking chair comfortable and balanced, work within the aesthetics of the design. "A good design will allow all the geometry and technical details to go relatively unnoticed. The most overlooked would be in the timber selection. For each component of a chair, I spend a considerable amount of time analysing the timber I am going to use for it, to create a uniform look and mirror the grain on each side of the chair. I attempt to use the lines and features of the grain to draw the viewer's eye around my furniture. Once they sit down, then the tactile nature of the chair should take over. The shaping of the chair and finish should make the user want to explore it with their hands and appreciate details they may not have noticed at first."

Making the chair so that it does not swing too far back or forwards comes down to the radius of the rockers, Ben elaborates, so long as these remain as a consistent curve along the length of the chair. An American wood craftsman and designer, Sam Maloof, in the 1950s built the famous Maloof rocking chair that has ski-shaped rockers, which extend a considerable way behind the chair. This allows for a more reclined backrest and is necessary to manage the centre of gravity which is behind the back of the seat. He adds, "If the rockers are too tight then it will feel like you're on a roller coaster, too flat and you'll be in for an abs workout to get it going."

To achieve a good point of balance, so that there is a good range of dynamic motion, Ben starts with a 1000mm radius as a

Ben Percy calls this rocking chair 'The Rocker'. It is made in Queensland Silver Ash and Macrossuede. It is his modern take on the traditional rocking chair.
Photography by Muller-Maher Photography.



Above and right: Treecycle Rocker by Ben Percy

In 2016, Ben Percy was one of forty-five woodcraft artisans who celebrated the bicentenary of the Royal Botanic Garden Sydney by artistically re-animating timber from dead or damaged trees, and displaying their works in 'Treecycle 2016', an exhibition at the Garden.

Photography by Carol Gibbons.

▶ good ballpark figure for the rockers. A full scale mock up is the only way to get the overall geometry right as there are too many variables in the

design of these chairs, he says. He will then adjust the angle of the rockers to be closer at the back of the chair to adjust the motion of the rock. The greater the angle, the greater the rock, he explains. This also changes the aesthetics which can be ideal if he is designing a very sleek looking chair.

Testing, testing, and testing is the only way to get the curves of the rockers right. Ben says he makes templates for each successful component which can then be used to help develop the next design, and that it would be almost impossible to make a rocking chair just right without all the prototyping.

The test of a good rocking chair is that you should be able to sit in it and have it remain still if you want it to. A gentle lean forward or back should allow a well-balanced chair to start rocking. The other test for the balance is that if you extend your legs out straight when sitting, the chair shouldn't rock all the way forward but rather come back to its central balancing spot, says Ben.

Ben sources the majority of his timber from Tasmania and New South Wales, and it is mostly Tasmanian Blackwood and New South Wales Spotted Gum. American White Oak, notable for its strength, is popular with his clients. He favours Tasmanian Blackwood because it comes from sustainable and well managed forestry, and features a large variety of tones including darker motley ones. The variety lets him be creative. "The Australian species are great for chair making but require a sound level of respect when shaping, as the grain can get pretty cranky. With the right amount of care, however, the timbers look absolutely stunning. Similarly, American White Oak is an excellent chair building timber and is much more forgiving and predictable to use on machinery. Most of my chairs are shaped down to quite delicate profiles and this requires a good strong hardwood which can maintain solid joinery."

There are not many straight lines in his chair designs, Ben points out. Depending on the type of curve and radius, he will either cut the shape from solid, saw his own laminations, or use segmentation. "I usually let the design take shape first before

worrying about which method I'm going to use and select the most appropriate when it comes down to the real deal."

Can a rocking chair, then, be a great looking piece of furniture, a piece of woodcraft, and a functional chair? Ben answers, "Why not? There are plenty of examples of high-backed American style rocking chairs on the market. The majority of these function well I would assume, but rocking chairs are not the easiest chairs to perfect."

Although the balance of the chair is fundamental, he says, comfort is critical. The height of the backrest, the thickness of the seat, the angle of recline, and length and radius of the rockers, all play a part in finding the right balance of the chair.

"Ideally the chair should be most balanced when someone is in it. Centre of gravity too far back and you'll feel like you are going to flip backwards. Too far forward and the chair won't rock, or you'll be sitting upright with your feet on the ground. Getting all of that right in a beautiful package is an art in its own right." ■



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by Pam Kershaw

Strong partnerships key to ACFA Cabinetmaker of the Year award for COS Interiors

STRONG INTERNAL and external partnerships are key to the four ACFA awards, including Cabinetmaker of the Year 2019, won by high-end COS Interiors of Melbourne. The company took three awards for new and renovation kitchen projects from \$35,000 to \$80,000+, and capped off its tally with the AWISA sponsored Cabinetmaker of the Year Award for best renovation kitchen project over \$80,000.

COS Interiors Director Adam Cordy sees the company's partnerships with the design and building industry, the Australian Cabinet and Furniture Association (ACFA) and the company's own staff as crucial to its success.

"We're in the high-end niche for residential building and development, and we've developed really strong relationships with our regular builders and architects," Cordy says.

"And AFCA provides an amazing support network to our company. It assists us with advice and a framework for running the business day-to-day, we can advertise for staff through ACFA and seek assistance on payroll matters. It's also a great opportunity to connect with like-minded businesses in the industry, and to develop professional relationships."

COS Interiors' internal relationships were put under pressure during the COVID-19 pandemic in 2020, especially during Melbourne's long lockdown.

"It was stressful and daunting financially and emotionally, and it's been a real strain on the business. But in another way it probably made us stronger as a company, and I think it's helped strengthen our team because we really bonded over it," Cordy says.

COS Interiors couldn't install on any sites and could only have 50% of its team working. Some staff had to be stood down, while an all-staff meeting resulted in agreement to rotate remaining staff to share available work around.

Now the backlog of jobs has created the opposite problem, with Cordy and his fellow Director Luke O'Shea needing five to eight new staff, from first year apprentices to qualified cabinetmakers, to complement the 20 people currently employed. Supply issues have also been causing a headache, with some of COS Interiors' preferred brands being caught up in distribution problems resulting from COVID-19.

Latest machine technologies

A production advantage for the company is the latest machine technologies, including Biesse CNC machinery.

"Technology has come a long way, so we're saving a lot of time by not having to cut and drill everything by hand anymore. It also eliminates additional paperwork and labor, and we're able to optimize all our sheet sizes for cutting so there's as little wastage as possible on the sheet."

"Once we've drawn it, we just send it straight to the machine and it optimizes and cuts," Cordy says.

While COS Interiors has an inhouse design service, the majority of projects involve working in partnership with interior designers and architects (the project which took Cabinetmaker of the Year was designed by Flack Studio.)

"It's really important to have a strong relationship with them because we need to bring their level of detail and their vision





Recent works by COS Interiors
Top: Doncaster House,
Builder Red Door Projects.
Photo: Tom Blachford.

Left: Brighton Townhouse,
Grab Property Group,
DO Architects & Berton Design.



Above: Ormond House
Architect Cera Stribley.
Photo: Emily Bartlett.



ACFA award winners 2019

Top: Best Kitchen Project (New Build) \$35,001 to \$60,000.

Above: Best Kitchen Project (New Build) over \$80,001.

to life," Cordy says. "Sometimes they create a design that looks fantastic, but on the practical side of things we can't get it to work. So we've both got to work together really closely to get the right result. And, in the end, make the client happy."

The company's services include high end kitchens, luxury bathrooms, home offices and custom-made workstations, outdoor kitchens, entertainment units and a wide range of storage units.

Awards marketing

COS Interiors has an impressive portfolio of installations on its website, but the ACFA awards are important in helping it market to new clients.

"The awards help us showcase our workmanship," Cordy says. "They give us affirmation that we're on the right track, and that we take pride in our quality cabinetry and service to our clients."

While the company knew it had had a great year with some excellent projects in 2019, it certainly didn't expect its overwhelming success at the ACFA awards.

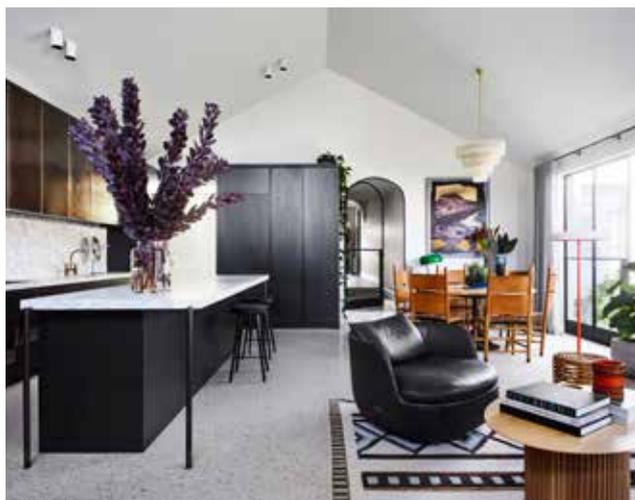
"Luke and I were really amazed, but we couldn't have done it without our team. You really are only as strong as your team," Cordy says.

About the ACFA 2021 Awards

Cabinetmaker of the Year

Designed by David Flack of Flack Studio, this new kitchen in a Fitzroy home plays homage to the creative community and colourful dining this Melbourne suburb enjoys. The open plan kitchen is the heart of the home and features a custom-made green marble bar and leather banquette seating. A combination of materials and textures includes features of steel, hand-selected marble, timber veneer, leather and brass.

Judges were unanimous in acknowledging the bold design and use of materials to achieve a sensational statement. "Craftsmanship of the cabinetmaker is outstanding, making the kitchen more like a piece of furniture and enhancing the living space", they said. ■



COS Interiors' Cabinetmaker of the Year Award winning kitchen in Fitzroy, Melbourne, designed by Flack Studio.

After a COVID-19 enforced pause in 2020, the ACFA 2021 Awards are open for entries in more than 20 categories - see www.acfa.net.au/2021-acfa-industry-awards. Projects must have been completed between 1 July 2019 and 30 June 2021, and entries must include a project brief, details that show how they meet the category criteria, plus photographs.

Entry is open to the entire industry sector, and companies do not have to be a member of ACFA.

The benefits of entering are many, including the opportunity to review your own projects and to benchmark your business and entries against your peers.

Finalists and winners receive a marketing boost through media releases, exposure in AWISA magazine, on the ACFA website and through social media channels.

Winners enjoy a heightened business profile and reputation, and can generate additional marketing opportunities through their own websites, social media, business pitches and email newsletters.



COS Interiors Directors Adam Cordy and Luke O'Shea accepting the Cabinetmaker of the Year Award in 2019.



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Sales - believe it or not

I COULD NEVER understand why so many salespeople found cold-calling such a terrifying ordeal. Perhaps they were simply pursuing the wrong career. During my time as a representative and later as a sales manager, I discovered an astonishing number of colleagues and employees who were truly scared of doing this part of their job, to the extent that they did everything possible to avoid facing customers in their places of business. As a manager, I've discovered sales reps hidden away in hotel lobbies for large portions of the day, McDonalds restaurants, or parked in their cars at the beach, just to avoid the dreaded cold-call. Some even went to the extremes of fabricating reports on non-existent discussions with clients they had never seen. I'm not joking when I say that many must have spent more time writing reports than they did with customers. Many of those that didn't go to such great lengths found compromise by visiting 'comfort clients', clients they knew and trusted and whom had previously shown a willingness to 'chat' for a while, even if they were not currently prospects (no pressure on either). I often wondered what prompted this unreasonable fear in so many, and over the years I concluded that belief or, to be more precise, lack of it was at the core of the problem.

Belief is an essential element in any sales career and top sales people have it in spades. Without belief it's impossible to achieve any measure of success. It then becomes understandable that someone lacking in belief would have trouble knocking on doors uninvited, or even picking up the phone in an attempt to find new business. To achieve even an average level of success, sales representatives need belief, not only in themselves, but in their companies, their products and their ability to provide goods and services that will be beneficial to their clients. As a representative, you can test your own series of beliefs by imagining that your best friend is the potential customer. Ask yourself if both you and your company can provide value to their business. Do you believe in what you are selling? Now ask yourself: would you, could you make the sale and feel good about it?

Customers are good at spotting insincerity, the fakers, those who put on a show and go through the pitch without self-belief. They want to do business with confident sales people



who can demonstrate products and services with absolute authority. They will be convinced by knowledgeable enthusiasm, by reps who know their stuff and get excited by sharing their knowledge. If there's any doubt in the representative's mind about themselves or the products they represent, it will be exposed. And if it's exposed time after time, fear will replace doubt, rejection will be anticipated and fear of the cold-call will slowly and surely become an obsession that cannot be overcome.

Is it possible to instill self-belief in a rep who is reluctant to knock on doors? Not always. But there are those who can overcome their fears with the right help and training. The process starts with comprehensive product training. I find it amazing that so many reps are sent out on the road without adequate knowledge. As a representative of the company, employees should be experts in their field. If they can't honestly call themselves experts, they have little hope of convincing clients that they know what they're talking about.

Not everyone can represent the very best products or services. There's top of the line and then there's everything beneath. Someone has to sell the lower quality, the lesser brands, the more affordable options, but a sales person must believe in the value of their products and services, and they must believe that their company can

provide such value and deliver it after the sale has been made. If a rep is scared of going back to a client after delivery or installation, there's something very wrong with either product, service or the promises made. There are always compromises between quality and price, service and expense, but value is always the key factor for both customer and representative alike and representatives should be confident that they can provide it. Once the representative has acquired the necessary knowledge and is convinced of the value of their products, their approach to clients must be addressed. Practice and role playing can help build confident presentations. Belief in themselves as sales professionals will automatically follow if they can tick off their expertise and their confidence in the value of their offerings. Belief brings excitement, passion and energy. Cold-calls become easy and are eagerly anticipated because they want to benefit their prospect's business, and that's what brings sales.

There might be some who need to re-evaluate their path of employment, but a little training and an injection of self-belief could go a long way to conquering their fear of the dreaded cold-call and might just set them on the road to a distinguished sales career. ■

The UK's Alexander Cleghorn moves towards a single supply chain with HOMAG

With a reputation for providing a high level of service and a personal touch, Alexander Cleghorn continually looks for opportunities to improve its manufacturing capabilities.

The furniture manufacturer, Alexander Cleghorn, began life just after World War II in the Stoke Newington back garden of Alex and Winnie Cleghorn. Continued growth led to the incorporation of the company in 1958, followed in 1970 by its move to the current site in Tiptree, Essex.

Still very much a family run business, it now turns over £12.5 million focusing on the supply of wood-based sheet materials to many industries. The company's 85-strong team services sectors including office, kitchen, bedroom and bathroom furniture manufacturers, shopfitting, schools/colleges, hotels and restaurants. With a reputation for providing a high level of service and a personal touch, Alexander Cleghorn continually looks for opportunities to improve its manufacturing capabilities.

"Currently, we occupy a 16-acre site with 10,000 sq.m of covered buildings," explains director, Gary Cleghorn. He continues, "We refer to ourselves as a bulk bespoke furniture manufacturer that can produce anything from a single piece to thousands of the same item."



Gary Cleghorn, Director, Alexander Cleghorn

"Over the last ten years, we've been moving towards a single supply chain. This strategy has developed for several reasons, not least being the ever-growing importance of software to control the increasing complexity of the machinery. By gravitating towards one machinery and software supplier, we believe it will give us a long-term competitive advantage."

Developing a partnership with HOMAG UK

"Almost by natural selection, HOMAG has emerged as our machinery and software supply chain partner. The quality of its products, coupled with the excellent level of service and support, have created a solid foundation for the partnership. This has flourished with the open and candid relationship between our people and HOMAG's teams in both the UK and Germany."

"There is now a level of trust and respect between our two companies that opens the door to innovation and solutions that otherwise might be missed. The HOMAG personnel are in-tune, not only with our business, but also our values. Their engineers work closely with our in-house experts to specify the machinery that is absolutely right for our requirements."

"Whether it is replacing an old piece of equipment, finding a solution to a bottleneck in our production or suggesting a new machine that will take our manufacturing to the next level, we can rely on HOMAG for the right advice and support."

The need for a new saw, a vertical drilling CNC and laser edging technology

"Even though we lean towards a single supplier, we always research what the market has to offer when we are exploring new machinery and software. Looking at our three most recent investments, each was required for different reasons."

"The HOMAG SAWTEQ B-300 was purchased to replace an ageing saw. The new saw had to complement our two existing saws. The focus for the new saw was the ability to handle smaller batch runs, smaller panels and more delicate materials. We also needed it to be quick to prep and capable of processing work rapidly and accurately."

"With the DRILLTEQ V-200 it was simply a matter of wanting to increase our capacity in this area. We already had two larger BHX 500 machines and an earlier version of the V-200, so we knew exactly what was required. The new DRILLTEQ gives us not only increased throughput, but also the flexibility to

handle the smaller more difficult panels. In addition, its minimal footprint maximised space utilisation in our factory."

"As far as the laser edging capability is concerned, this new technology was something we'd been considering for some time. We already had a HOMAG high-speed KFL 612 edge bander with an automated feed and stacking system, but with the increasing demand for high-end furniture, particularly premium boardroom furniture, we needed a different solution to provide the very highest level of finish."

"A key aspect to achieving the standards required for these products was a move to shaped laser edging; a technology which consistently delivers an almost invisible join. Working closely with HOMAG, we were able to specify a machine that would handle a diverse range of production challenges."

"At an investment in the region of £1 million, however, the decision to opt for the HOMAG CENTATEQ E-700 was not something we arrived at lightly. In fact, the whole process unfolded over a two-year period. I went on visits around Europe to see the machine in operation. These visits allowed me to talk to other manufacturers to get their opinions as to the performance and scope of the machine's capabilities."

"Throughout our ruminations, HOMAG's willingness to investigate and stretch the boundaries of what was achievable

was impressive. They worked with us to ensure that the final specification of the CENTATEQ E-700 would deliver exactly what was needed."

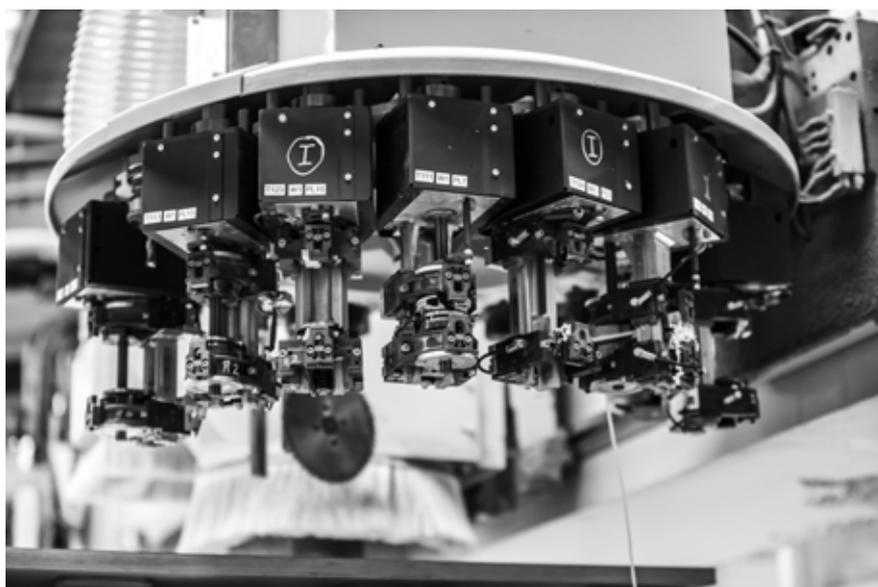
The benefits of partnering with HOMAG

"Although price is important to us, it's never our starting point. Our most important considerations are faith in the people we're buying from and confidence in their products: Are they well-made to high standards with first-class components and do they represent excellent value for money?"

"With HOMAG we have that faith and confidence. Their people listen and are willing to work with us. They diligently work through the challenges we present and always come up with a solution, even when it's something that doesn't yet exist!"

"Working with them enables us to prepare for the future. It opens up opportunities to bring new products to market by staying ahead of the curve. The cutting edge HOMAG machinery and software is without question the bedrock of our business," concludes Gary Cleghorn.

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by Leigh Swalling
Planit Cutting Edge Solutions

Systems that drive smarter manufacturing

AS WE TRANSITION to smarter manufacturing, what lessons can we learn from a fast-food restaurant?

In business terms, perhaps we need to reflect on the evolution of the burger business and see if we can apply this to our manufacturing businesses.

As an observation, today's burger creation process goes through many stages - just as we do in manufacturing. Many different hands complete a break-down of tasks. As demand increases, each team member seems to be able to manage each stage, and throughput continues. Team members seem to be able to double down in critical stages as demand increases by focussing on their individual task only. And, from the consumers point of view, the result of the end product is almost identical to that produced when not under extreme load.

So, how do they do it? How do they bring team members on board and instantly have them performing a role as a part of a team? It seems almost too simple.

Perhaps, the secret is in the details: digital systems that connect various stages, on demand instructions, quality control at each individual stage, and maintaining a balanced overall production line with steady flow. Simple, task orientated and measurable systems appear to be the key ingredient. So, what can a manufacturing business learn from a fast-food restaurant?

Training new staff to perform a particular stage of the process needs to be uncomplicated. Furthermore, maintaining the flow by focussing on nominal, set tasks is crucial. Picture that delicious burger and think of it as a newly installed cabinet. Think of the various stages and team members that are

involved in the production process. How does this apply to your business?

Technology has revolutionised many things, making production easier in many ways. Automation, however, has helped businesses scale in size and throughput. To scale, a business will invest in technology, generally to address a problem or a perceived need to improve manufacturing flow. Sometimes, this is a singular focus, with benefits in specific areas of the production line. But when you think about this further, what connects the production line together? What data or information is provided to a business owner to monitor flow? Currently, you would be relying upon word of mouth, at best, nothing data driven.

It would be a fair assumption to say that when you imagine yourself in a fast-food restaurant, looking at all the stages of the burger making process, you will see the use of technology to aid communication. For example, team members wearing headsets and computer screens all through the back of the restaurant. Information is even shared with us, the customer, as we can see the big screen that tells us our order number and

where it sits in the queue. As we stand there and observe, we can see that no one is running around telling each member what they need, and when they need it. No one's running around looking for a lost bun, or a misplaced burger patty or even a missing order. There does not appear to be a docket or manilla folders being passed around, like many of us have in our manufacturing businesses.

So, the next time you are in that restaurant and upgrade your burger to a meal, I encourage you to pause and think how this system could apply to your own business. ■



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WATCH VIDEO

AVENTOS an inspiring range of lift systems

Lift systems are quickly becoming increasingly important in the kitchen and in other living areas of the home. More and more manufacturers are opting for lift systems in wall cabinets due to the number of benefits it provides for their customers as well as the uninterrupted lines it creates for kitchen and furniture designs thanks to the possibility of large, wide fronts and thin gaps. This allows cabinet makers to carry through the design from wall cabinets to base units.

AVENTOS lift systems by Blum are an ergonomic and functional solution and are able to suit almost every overhead storage application. With its award-winning design, AVENTOS brings ease to assembly and installation as well as enhanced user convenience to modern kitchens and furniture. By swapping cabinet doors for an overhead lift system it's possible to achieve easy access and better workflows in the kitchen. The fronts move up and out of the way, allowing clear access to the entire contents of the cabinet, and prevents any ducking and weaving around open cabinet doors.

The AVENTOS lift system has a number of functional benefits which includes ease of motion and user convenience thanks to low opening force and integrated BLUMOTION where fronts close softly and effortlessly even for large and heavy fronts. Assembly and adjustments of cabinet fronts is made easy thanks to Blum's CLIP technology making the process almost entirely tool free. The variable stop means the front of the cabinet will hold in any position and stay exactly where it is left and the ability to combine it with Blum's motion technologies not only makes opening and closing the lift system easier but enhances the user experience as well.

The two-part or bi-fold front design of AVENTOS HF means

that only a small amount of space is required above the cabinet, no matter how high up it is. An ideal element when designing a handle-less kitchen with fronts of different heights, AVENTOS HF also is a great solution for high wall cabinets with handles as the handle remains easily accessible in any position. Furthermore, the centre hinge with finger safety feature provides extra reassurance for customers.

AVENTOS HS is ideal for large, one-part fronts. Only a small amount of space is needed above due to the swivel motion when opening. There is still enough space over the cabinet for a host of design options, such as beautiful details in the form of cornice or crown mouldings. As expected, this product is just as easy to assemble as the others and the process is almost entirely tool-free.

AVENTOS HL is the perfect solution for applications in tall cabinets or wall cabinets with fronts suspended above, as well as in recessed cabinets for concealing electrical appliances, such as a microwave. Suited to smaller, one-part fronts, it allows free access to storage items due to minimal front obstruction.

AVENTOS HK top is an ideal solution for smaller sized wall cabinets. It not only provides practical functionality but harmonises beautifully with the cabinet interior thanks to its clean-cut design. Depending on the manufacturing process, assembly can be completed with pre-mounted system screws and can be installed on the loose cabinet end before installation. Or, by using the lift mechanism chipboard screw with positioning template, the top panel and front edge of the cabinet sets the correct position and the AVENTOS HK top mechanism can be installed with no pre-drilling.





For handle-less design options, AVENTOS HF, HS, HL and HK top can all be combined with SERVO-DRIVE, Blum's electrical opening support system which opens at a slight touch of the front and closes silently and effortlessly at a press of a button. AVENTOS HK top can also be combined with Blum's TIP-ON mechanical system.

AVENTOS HK-S is the perfect choice for small lift systems in tall cabinets such as above refrigerators. Following the modern and sleek look of AVENTOS HK top, and its neat and tidy dimensions, the fitting can be perfectly integrated into smaller cabinets, making it the best possible use of the storage space.

Similar to AVENTOS HK-S, is AVENTOS HK-XS which is also suited for small spaces in tall cabinets. Thanks to its narrow style, cabinets with low internal depths can also be conveniently equipped. Symmetrical lift mechanism can be achieved as it can be used on one or both sides in conjunction with two CLIP top BLUMOTION hinges. Although a small programme, it can be used in a large variety of applications. Both AVENTOS HK-S

and HK-XS can be combined with Blum's TIP-ON mechanical opening system.

Blum products are backed up by rigorous research and testing, ensuring peace of mind for manufacturers and their customers. Blum has been observing consumers and their behaviours in kitchens around the world for well over 60 years which has allowed them to develop products such as AVENTOS that truly have a positive impact on the consumer and how they use their kitchen and living spaces throughout the home for the lifetime of their kitchen.

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Wilson & Bradley's contemporary lighting solutions

Enhance room design with lights that impress

Founded in Italy, in 1977, L&S is one of the international leaders within the interior lighting sector. With a special focus on the furniture industry, L&S is present in over 70 countries worldwide. Their advanced technical knowledge, stringent quality control and mission to bring new and innovative products to the market ensures that there is always a superior L&S lighting solution for every room.

Exclusive to Wilson & Bradley, L&S has a wide range of LED surface mounted downlights lights and strip lighting that is ideal for use in both residential and commercial lighting applications. The L&S Emotion technology also allows users to gradually vary the colour temperature from warm light to cool light. The L&S LED Emotion lighting range is the next level in LED technology and is suitable for under-cabinet and under-shelf applications, as well as mounting inside cabinets.

An exciting addition to the Wilson & Bradley range of L&S products is the Mini Octopus LED reel. This is a recessed or

surface mounted flexible LED strip light that can be catered to suit a variety of uses. Its slim 4mm width not only allows users to create unique, flexible designs, but also allows for a sleek and sharp look that adds the finishing touch to wherever it is applied.

Wilson & Bradley has an array of contemporary lighting solutions to suit any application, adding an extra touch of sophisticated elegance to any space.

Visit the Wilson & Bradley website to view the latest L&S lighting brochure, which displays all available products and steps out the selection process to ensure the best outcome possible to any project.

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by Gabrielle Chariton

A well-known Aussie blond

WITH ITS honeyed golden hues, stability and versatility, it's no wonder Tasmanian Oak is Australia's home-grown go-to hardwood.

As one of Australia's most admired native timbers, Tasmanian Oak has been used to build and decorate homes right across the country for more than 150 years. Traditionally, its fine-grained boards were most commonly used for floors or wall linings, but it was also prized for crafting stand-alone pieces, such as cabinets, benches and furniture. In fact, by the 1970s early builders and architects' interest was growing expeditiously because of Tasmanian Oak's enduring beauty, strength and workability.

the only true Australian timber that has that colour palette

Following rigorous forest regeneration programs, this iconic Aussie timber is now also one of the most sustainable building products around. According to Tasmanian Timber, 100 per cent of what is harvested from public native forests is regenerated, and there are strict caps on how much can be taken.

"These days there's only about 120,000–150,000 cubic metres of this native resource cut per annum, so it's totally sustainable," explains Michael Lee, a timber expert and Operations Manager at CLTP Tasmania.

Harvesting practices are environmentally responsible, certified and accountable: the internationally recognised Australian Forest Certification Scheme (AFCS) requires compliance with AS4708 (for forestry growers) and AS4707 for Chain of Custody

(forest to consumers), ensuring a constant supply of this beautiful timber for future generations.

Under these strict forestry management practices, Tasmanian Oak is continuously harvested for year-round availability and can be specified with confidence.

Tasmanian Oak is a high to medium density timber which is sourced from three almost identical species of eucalypts: *E. delegatensis*, *E. regnans* and *E. obliqua*. It was named by early European timber workers who believed these eucalypts showed the same strength as the mighty English Oak. It also shares the oak's pale, straw-toned colouring – something that makes it unique among Australian hardwoods, which generally play into the darker end of the spectrum.

"It's blonde, it's got some beautiful variegated colour tones but in the lighter end," Michael says. 'It's the only true Australian timber that has that colour palette.'

Ranging from pinky-russet through to pale gold, on looks alone Tasmanian Oak has become a favourite with residential builders, architects and homeowners. Its warmth, refined grain patterning, and biophilic appeal offer endless design opportunities; this is a timber that can effortlessly elevate all styles of architecture with its timeless aesthetic.

Tasmanian Oak can be used in all forms of construction. However, its inherent strength and good looks are complemented by high workability, and it is most commonly specified for use in appearance applications: flooring, wall and ceiling linings, stairs, window and door framing, mouldings, decorative screening, cabinetry and furniture. It is also used as decorative veneers for these applications as well as large scale commercial projects.

"It's light, easy to use and easy to work," Michael says, making it the perfect choice for intricate or detailed joinery projects. 'The machinability levels on it are extremely high. There's nothing else like it.'

Images left to right:

Dave Kuleska
Alice Bennett
Photography
Tom Blachford

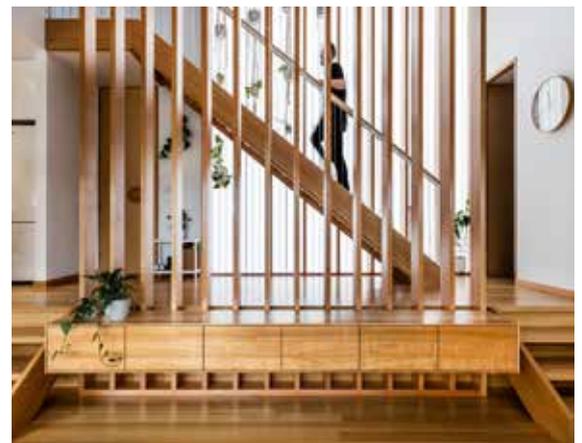


Image: Andrew Gibson

Builders are increasingly turning to Tasmanian Oak for its ability to deliver an exceptionally high quality of finish. Its surfaces are true and clean with an even end-grain, it holds edges well and is readily worked to a smooth, lustrous surface. Most finishes adhere very well, and, if needed, it takes a stain beautifully.

Another defining feature of Tasmanian Oak is its stability. "It will do what timber does, so if you subject it to extremes, like any timber, it will react – but by and large it's very stable."

Michael adds that thanks to the stringent quality assurance procedures on Tasmanian timbers, all product coming from the state's major suppliers enters the national marketplace at the right moisture content, with the right quality and grade. For the end user, this translates to a reliable, predictable material that eliminates the guesswork that can sometimes occur when working with timber.

"It does exactly what you think it's going to do," he says. "It just sits nicely, it's a very consistent product."

Historically, Tasmanian Oak has been the preferred choice for flooring in Australian homes, and chances are we've all crossed over its golden boards at one time or another.

Many of the accredited Tasmanian suppliers now offer a range of innovative flooring products that allow builders and architects to capture the varied beauty and durability of Tasmanian Oak, while meeting every client's price point and aesthetic preferences. These include standard strip boards, overlay, pre-finished engineered boards and parquetry.

Locally grown, sustainably sourced, a pleasure to work with and offering lasting beauty across numerous applications, Tasmanian Oak is one of Australia's greatest natural resources, and one that is set to remain a perennial favourite with homeowners, architects and builders alike for years to come. ■

This article first appeared in HIA's Housing magazine and was compiled with contributions from Tasmanian Timber, www.tasmaniantimber.com.au

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Creating 45° bevelled edges in seconds, not minutes

Bevelled edging is nothing new in the world of cabinetmaking, with finger pull and shark nose profiles receiving fanfare for many years. Traditionally there have been a few different methods for making a 45° bevelled edge, such as using a panel saw and contact glue with manual trimmers, blades and files to tidy the panel. Although still a popular process today, this can take up to 20 minutes of labour for a single panel.

To speed up this process cabinet makers have added jigs, although this has led to edge tape wastage. For a moderate investment of up to \$10,000, portable, handheld edgebanders (often fixed to a table) have also been very popular. These small systems are still quite 'hands on' and time consuming for only producing one panel at a time. It is no surprise smaller cabinet makers have looked to outsource this process with many companies offering this value-added service for around \$5 per panel.

With the minimalist trend ever evolving, there is an increased demand for sleeker cabinets and minimal hardware or 'no ware'. It is only fair that any business does a cost-benefit analysis on either the time and labour involved, or the outsourcing fees, or even the quality of the current product and the potential value that comes with a superior finish.

Enter 45° bevel edgebanders

Forget 20 minutes; with sophisticated new machinery the perfect bevelled edge can be created in less than 30 seconds. More and more cabinetmakers are investing in dedicated bevel edgebanders to automate, increase their output and optimise efficiencies across their business.

Consider this: 40 bevel edge panels could be created in the time that one is created with a panel saw or other manual tools.

All this extra time can free up skilled staff members to be reassigned to other tasks in the business. Some companies are even reporting a full return on investment within weeks of introducing the new machinery.

Aspect Joinery recently introduced a Wood Tech NB5XE edgebander at their Victorian site. Previously all 45° bevelled edge profiles were completed by hand, consuming valuable time and effort.

Managing Director, Barry Scarborough explains, "Over the past 5 years we've experienced an increased demand for finger pull cabinets. As our workload increased, so too did our lead times. The NB5XE has significantly changed our business by allowing us to completely automate this process, reduce our lead times and allow our team to work on other parts of the business."

Wood Tech has quickly positioned itself as a leader in bevel edgebanders with three different models available in Australia from compact size to extra features and even a combination square-bevel machine.

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A technician from Wood Tech installing a NB5XE edgebander.



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Additions to the GRASS Nova Pro slide range

The Nova Pro slide system has a reputation for the finest quality movement characteristics as well as a market leading pull out force of only 20 Newton's.

GRASS is happy to announce that the product offering has received a further boost with the introduction of two new slide ranges; the Nova Pro fully synchronised over-extension slide as well as Nova Pro base mount slide. The addition of these variants adds greater value to the product portfolio as a whole.

While over-extension slides have been used for many years for bin applications, the addition of the synchronization is a real game changer. Smoother, more uniform opening and closing is guaranteed and adds significant value to the brand position of the manufacturers that use this slide. Some of the largest European manufacturers have switched to using the synchronised over-extension slide, including Franke, Hailo, Vauth Sagel and is currently being implemented into Häfele's new One2Go bin and laundry solutions.

The over-extension slides come in two variants; the stand alone slide system that allows for manufacturers to adapt their own customized offerings - and a version that connects directly to Nova Pro Scala decors. Both options have a standard weight capacity of 50kg and, depending on the application, an extension range from 490mm for NL450 and 552mm for NL500.

The second line extension is the Nova Pro base mount system. The base mount system allows for the slides to be installed to the base of the cabinet or a shelf and allows up to 1/3rd drawer front overlay. With the ever increasing trend to include water filtration system like Zip Hydrotap into kitchen installations, Nova Pro base mount is the perfect solution. These slides have a standard weight capacity of 70kg, are fully synchronised with soft-close and can be fitted for push to open. When using in conjunction with a Nova Pro Scala H186, Crystal Plus or H250 décor, drawer front height of up to 720mm can be used for an elegant and seamless installation.

GRASS AUSTRALIA
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www.grass.at





Hettich opens new showroom located in the heart of South Brisbane

Hettich, a world leading supplier of cabinetry and hardware fittings, has opened a new showroom within The Build and Design Centre in Brisbane.

The showroom, showcases nearly Hettich's entire product range in real life setting and is part of the 135-year-old company's long-term strategy to provide one-on-one specialist support to members of the design and trade community.

"We are delighted to offer our customers and business partners the opportunity to truly see Hettich's extensive range of cabinet hardware – drawer systems, soft close hinges, sliding and folding systems, lighting, pull out pantries, handles and waste disposal systems that can be incorporated into any home renovation or new build", says Corene De Ninis, National Marketing Manager, Hettich Australia.

"Hettich is not just about kitchens, Hettich's products can be found throughout the home and commercial projects, aiming to make busy lives or workplaces run more smoothly, efficiently and silently," says De Ninis.

To coincide with the launch of the new showroom, Hettich also introduced its latest drawer system – AvanTech YOU certainly impressed with its sleek linear design, slender drawer side profile at an impressive 13 mm thickness, the style is uncompromisingly sleek. The purist design keeps all working components hidden into the slender drawer side. There are no cover caps or holes to spoil the look of flawless beauty. The fitting deliberately recedes into the background and blends in with furniture as a design element.

Hettich invite customers to immerse themselves in the inner workings of functional design. They can touch and feel a wide variety of materials and see firsthand the quality of finishes as a result of partnering with some of the best suppliers in the industry.

Hettich's passionate, qualified interior designer and Business Development Manager Sandra Clarke will help realise customers visions and work with them to bring their next residential or commercial project to life.

Located at The Build and Design Centre, 66 Merivale Street, South Brisbane.

Opening Hours Mon to Fri 9am - 5pm, Sat 10am - 4pm and Sun/Public holidays 11am - 4pm.



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Protect veneers from sunlight



106 Flinders Street,
Architects Bates
Smart.
Photo Peter Clarke.

TODAY'S ARCHITECTS and building designers often seek to maximise natural light in their designs. This has several benefits. It reduces the need for artificial lighting during daylight hours and creates a more appealing indoor environment.

However, bringing sunlight into a building can create problems for veneers and other wood surfaces. Removing a picture from a wood panelled wall, or a rug from floorboards, is likely to show a different coloured area behind the picture or rug.

The covered area does not change colour, while the exposed area will fade or darken over time. The actual response depends on the type of timber. This change in appearance can occur even in a well-lit room that doesn't necessarily receive direct sun. It's notable that fluorescent lighting also emits UV radiation, but at a much lower intensity than sunlight.

To counteract colour change as much as possible, the Timber Veneer Association stresses the importance of using ultra violet absorbing finishes, or additives, when coating veneers.

The TVAA Manual for Decorative Wood Veneering Technology (2nd Edition), written by Dr Barbara Ozarska of the University of Melbourne, puts it this way:

"Clear UV protective coatings or veneer impregnating dispersions or solutions for use with wood veneers exposed to UV radiation should always contain UV absorbing additives or a combination of a synergistic UV absorber and free radical scavenger additives such as HALS, and/or other additives to prolong the service life of the coating itself and that of the veneer. Coatings that do not contain the above additives may not offer optimal protection against UV discolouration."

HALS (Hindered Amine Light Stabilizers) are used to protect plastics and are also beneficial when added to coatings, protecting veneers against degradation from long term exposure to UV radiation.

Specifiers, and key people in the veneer and timber industries, need to be aware of the need for effective UV protection wherever a natural wood finish is desired, and ensure that downstream processors are using appropriate finishes.

More detailed information on this topic and other matters related to the successful use of timber veneers can be found in the TVAA Manual for Decorative Wood Veneering Technology, available for download here: <https://timberveneer.asn.au/publications>. ■

New touch opening for Slimline double wall drawers

The SDWD-T drawer system is the latest engineering innovation in the Titus Tekform family of drawers.

The SDWD-T offers a push-to-open solution for the Tekform Slimline drawer, designed to improve efficiency as well as drawer performance. The SDWD-T system is characterised by a universal mechanism and non-handed design to suit various drawer sizes and provide intuitive mounting and installation. The SDWD-T uses a pre-mounted applicator, so no pre-drilling is required. As with the existing Slimline drawer, the SDWD-T has a weight capacity of 40kg per drawer with narrow,

14mm sides to maximise drawer space and useability. The narrow operating gap ensures perfect drawer alignment and operation down to a minimum of 1.5mm. Just a light touch will have drawers opening with ease. Titus' proprietary damping technology ensures the reliable and consistent consumer-preferred soft close motion.

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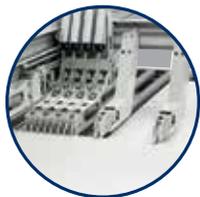
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by Jim Bowden

Strumming to tune of plywood

as world's largest guitar stars at festival

Rare experience of being inside a musical instrument

Wood scientists at the DAF Salisbury Research Facility in Brisbane and a leading manufacturer of premium grade plywoods have partnered with architects and academics to produce the world's largest acoustic guitar – centrepiece for the city's recent Curiosity Festival, a celebration of science, art and tech.

The 'Immersive Guitar' – launched by the Queensland Conservatorium Research Centre and constructed mostly within Griffith University – gives audiences the rare experience of being inside a musical instrument. This has been achieved by upscaling a standard acoustic classical guitar 11.5 times from its original size, with some necessary modifications. The completely portable and weatherproof building is inspired by an acoustic guitar's percussive as well as harmonic and melodic capabilities.

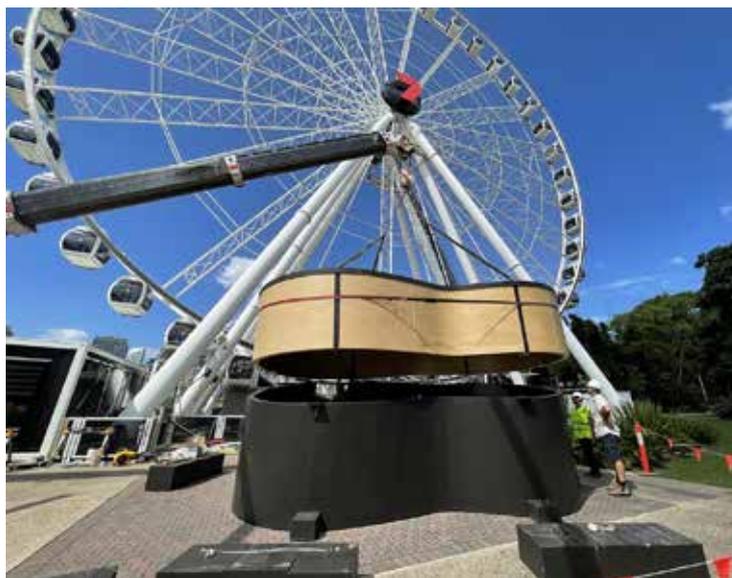
The plywood walls and sound boxes and guitar strings operate as an acoustic instrument so participants will feel the vibrations as they pluck the strings and tap the walls. The instrument, 4 metres high and designed as a canopy, lies on its back with seating around the internal outline of the guitar's 'belly'. Steps lead to a platform in the middle, enabling audiences to pluck the six strings while light shines in through the guitar's sound opening 2 m overhead.

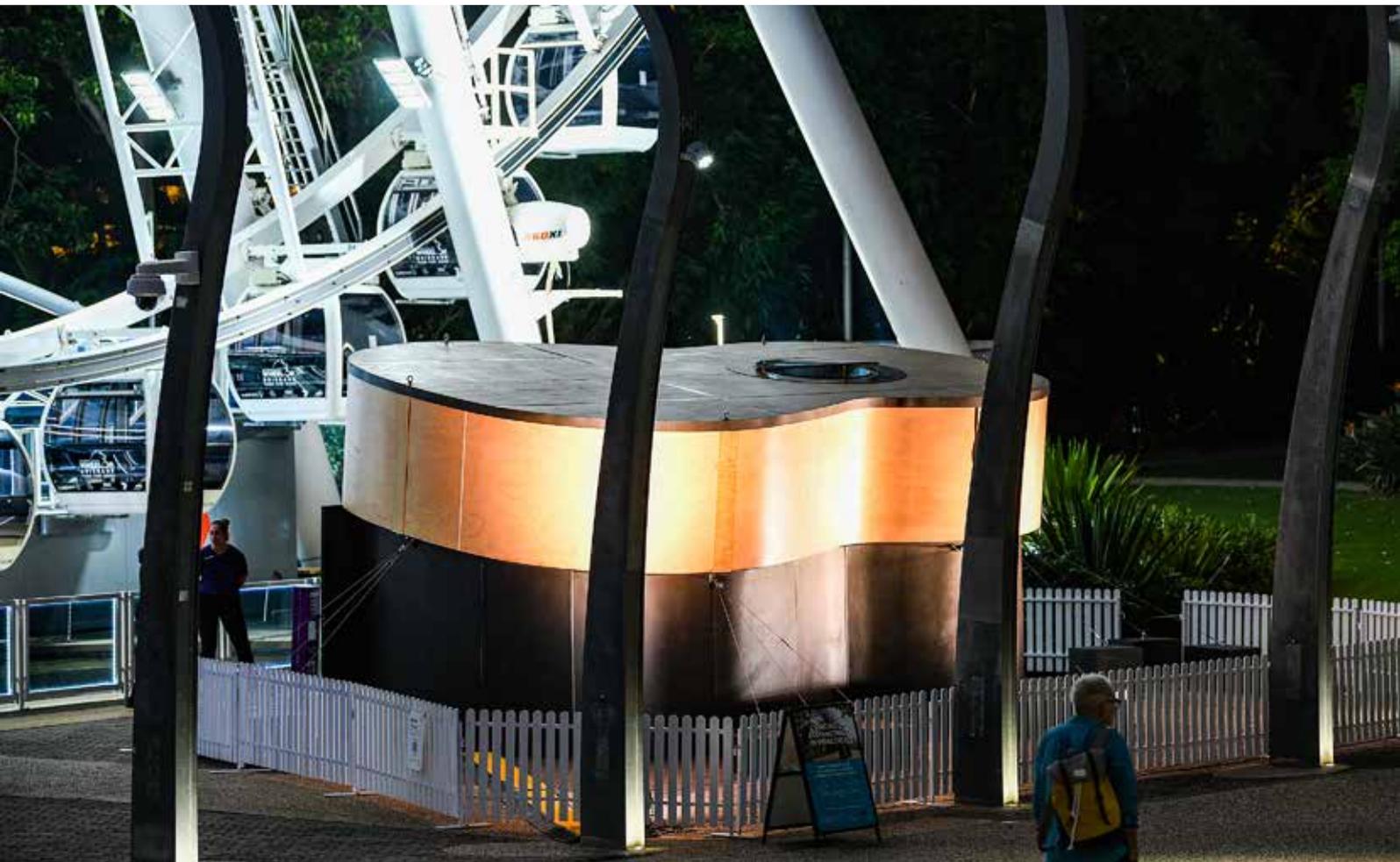
The giant guitar has been constructed in a collaboration with the Salisbury research centre and Austral Plywoods, using Responsible Wood-certified hoop pine (*Araucaria cunninghamii*) from HQPlantations. The Brisbane-based plywood manufacturer supplied some 100 sheets to the guitar project, consisting of 2400mm x 1200mm x 4 mm exterior 100% hoop pine BB and 2400mm x 1200mm x 16 mm structural 100% hoop pine BB.

The guitar is the result of 12 months' work from artistic conception to visual design, engineering, testing of string-weights and detailed collaborative construction planning.

"This is a truly trans-disciplinary arts project led by the Queensland Conservatorium Research Centre in collaboration with the Griffith University's department of engineering," project co-leader Professor Vanessa Tomlinson said. Along with other project co-leaders Karin Schaupp and Dr Hassan Karampour, the project team includes architect Bruce Wolfe, research associate Dr Jocelyn Wolfe, luthier Jim Redgate and building certifier Cath Patterson. Partners include Conrad Gargett, the Queensland Department of Agriculture and Fisheries, Austral Plywoods and Philip Chun Building Certifiers. ■

Creative team players at Griffith University: Professor Vanessa Tomlinson, head of percussion, Karin Schaupp, head of guitar, and Dr Hassan Karampour, senior lecturer in structural engineering.





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Available exclusively at Lincoln Sentry, DecoSplash is a 2mm powder coated aluminium panel ideal for splashbacks and wall linings in kitchens, bathrooms, laundries and alfresco applications. Now with the choice of three finishes, Gloss, Satin and Chrome, designers and homeowners alike have even more choice when selecting a splashback for their space.



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Flexijet STONE

Digital templating for the benchtop and stone industries

In previous articles, Flexijet has given many examples of how the Flexijet 3D laser measuring system can make a huge impact on site measuring for the joinery industry. Few realise however, that though it may have many advanced features for joinery manufacturing, it is equally adept at scribing and measuring projects in the stone masonry and benchtop industries. With an accuracy of under one millimetre, some often think that such a system can only be justified for complex 3D measurements. This is far from the truth as many practitioners in the stone industry will attest.

Flexijet GmbH has recognised the enormous advantages that Flexijet 3D can provide and as such, it now supplies two versions of its software with the system at no additional cost. FlexiCAD is the default software with fully featured 3D capabilities, whereas Flexijet STONE is specifically configured for the stone industry. Though digital scribing and templating is generally undertaken by measuring surfaces in 2D mode, Flexijet STONE software still retains many 3D capabilities. With the click of a button, 2D measurements can also be viewed in 3D and Flexijet

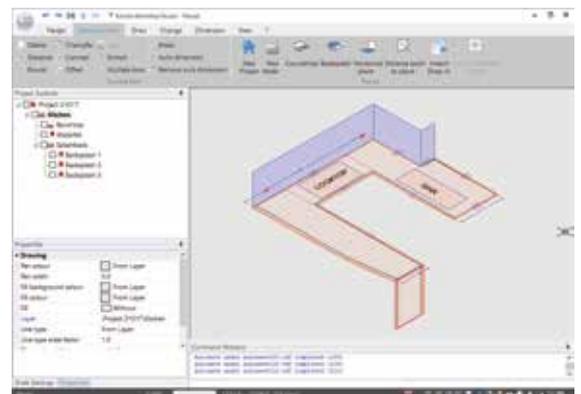
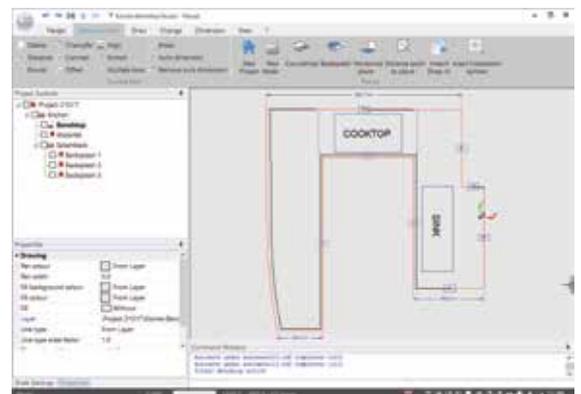
often say “measure in 2D and see the results in 3D”. The final measurements can then of course be exported as 2D DXF files aligned on the xy plane ready for the CNC.

The Flexijet STONE software contains a complete set of CAD tools required for preparing measurements ready for CNC production. This includes custom configuration of installation symbols such as cut outs for GPOs sinks and cooktops. In fact, users can create any symbol they desire that will make their workflow hassle free and more efficient. Additional functionality includes the ability to accurately check the level of cabinets, walls, and other surfaces right from the Flexijet laser. Identify the high and low points of cabinets ahead of time, and therefore plan accordingly so that the installations are as easy as the measurements.

In the example shown, a Flexijet user has measured a kitchen benchtop with a waterfall end and a splashback. The drawing also contains all the necessary offsets, GPO and appliance cut-outs ensuring every piece is cut with precision resulting in a perfect installation.



The Flexijet 3D Laser Measuring System.



Kitchen benchtop measurement in 2D.

Single click 3D view of the completed model including backsplash and waterfall end.



In summary, Flexijet 3D provides a perfect solution for accurately templating and preparing digital measurements ready for CNC production. With users in over 30 countries globally, it is a tried and trusted technology that eliminates errors when compared to manual measurement methods and delivers a quick return on investment. Contact Flexijet Australia to arrange a demonstration and discuss how Flexijet's laser technology can improve site measuring for a more efficient workflow.

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Components for kitchens: discover the complete solution from SCM

A genuine "turnkey" factory to create kitchen components, with the production of 12,000 pieces per shift and for every kind of production need: from managing raw materials right up to packaging the finished product.

The project developed by SCM for one of Vietnam's leading kitchen manufacturers, satisfied two extremely different requests from the customer: to set up a "mass production" department to manage medium/large batches and, simultaneously, a "flex production" department for smaller batches.

Both include an extensive and varied range of state-of-the-art technologies and services. All the cells and lines are fitted with supervisor software integrated into the corporate IT system to create a centralised handling and control of the entire production process, as well as monitor the state of the individual machines in real time and the whole line, and optimise production performances to support the customer with programming and optimising production flow.

The SCM project consists of a sizing plant, an integrated line for squaring-edgebanding and drilling, an integrated nesting cell with automatic storage, and automatic line for cardboard packaging.

Sizing area for large batches

The area includes a gabbiani a3 high performance angular panel saw capable of combining flexibility, productivity and





configurability to meet every process need, and a gabbiani s flexible beam saw, with 30% higher productivity than standard levels.

Nesting area for flexible production

Another technological solution refers to the production of medium batches (1300-1400 pieces per shift) with an automatic storage cell and flexstore el unfinished panel management, integrated with a morbidelli n200 CNC nesting machining centre to cut shaped panels.

Squaring-edgebanding and drilling line for large batches

This is a fully automatic line that can achieve an average production of 9000 pieces per shift. The line consists of two stefani squaring-edgebanding machines, an author 924 (nowadays known as morbidelli a924) high production drilling cell and mahros automatic moving systems (panel return, flipper and feeder).

Drilling area for small batches and accessory machining

The area has two morbidelli ux100 flexible drilling and routing centres, that integrate the efficiency of a drilling line with the flexibility of a machining centre, two morbidelli cx100 compact drilling machines for all the drilling operations,

blade cutting and vertical routings, and a morbidelli m100 "All-In-One Technology" CNC machining centre for drilling and routing.

Pressing and sanding area

The integration of the sergiani gs - a highly versatile and electronic control press and the dmc system flexible abrasive modular centre, the ideal choice for the highest levels of finishing on hi-gloss panels, allows the panels to be prepared to perfection for the subsequent mechanical polishing and shining processes carried out by the two-roller sprayer incorporated into the area itself.

Packaging area

An automatic line for made-to-measure cutting of cardboard boxes and packaging for furniture kits for assembly is also part of the project designed by SCM Engineering. The packaging line produces 2000 boxes per shift. The plant can also handle different sized punched sheets, with a fast set-up between different batches.

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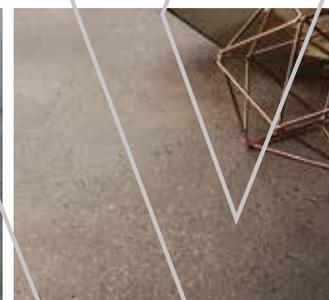
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Perfect holding with modern vacuum technology

Ernst Hombach GmbH & Co. KG has now found the perfect solution for holding plastic parts during bonding. For over a year, the company has been using a mobile MINK MV claw vacuum pump from Busch Vacuum Solutions to precisely fix various plastic parts in clamping and holding devices so that they can be joined together by bonding. The highlight of this solution is that the vacuum pump is mounted on a vacuum vessel and is frequency-controlled. It therefore delivers the required output depending on demand, regardless of whether one or three parts need to be fixed on the holding devices. This makes bonding parts extremely flexible, effective and efficient.

With 130 employees, Ernst Hombach manufactures plastic products in Uehlfeld, Franconia, ranging from high-quality individual parts to prefabricated mass-produced components for medical technology, railway vehicles and many other industries. The company was founded in 1947 by Ernst Hombach. During the early years, they only manufactured lampshades, but in the 1960s Ernst Hombach became involved with vacuum thermoforming and revolutionised this process with the development of closed-chamber twin-sheet forming. This process makes it possible to thermoform two thermoplastic plates simultaneously into an upper and lower mold, allowing hollow bodies to be produced in a single operation. Today, twin-sheet technology is used, among other things, to produce cladding for machines or equipment in medical technology, such as housings for magnetic resonance

imaging equipment. Hombach can offer virtually all steps of production to its customers, from the concept to series production – from design, construction and prototyping to thermoforming, further processing, pre-assembly and finishing. Timo Tobolla, Managing Director, thus rightly sees himself as a system supplier for his customers.

Individual thermoformed parts are bonded in a separate production hall. In this process, the individual plastic parts are fixed in a holding device under vacuum and joined to other components by bonding. Due to the required high level of precision of these bondings, it is indispensable that the parts are securely and precisely fixed. In the past, an oil-lubricated vacuum pump was used for this purpose, which was placed on a pallet at the respective work stations and to which a maximum of two holding devices could be connected at any one time. The disadvantage of this solution was that this system was not very flexible. What's more, the vacuum pump always ran at full speed and thus always had an unnecessarily high power consumption. In addition, the vacuum pump was relatively loud, which was annoying when operating directly at the work stations.

After consulting with a vacuum expert from Busch Vacuum Solutions, the expert offered a solution that was precisely tailored to these needs, namely a MINK MV claw vacuum pump. This vacuum pump does not require oil as an operating fluid. It therefore works completely dry and contact-free. This makes it nearly maintenance-free: no oil change, no filter change, no wearing parts.

The MINK MV is standard-equipped with frequency control. This means that the vacuum pump can be programmed to set a specific vacuum level necessary to hold the parts. The vacuum pump adapts its performance to the respective requirements. For example, if the necessary vacuum is applied to a holding device, the pump reduces the rotational speed until it comes to a standstill. If a second holding device is connected, vacuum is also immediately applied there by the buffer in the vacuum vessel. If the pressure in the vacuum vessel rises above the programmed level, the vacuum pump automatically starts to lower and maintain it again via the rotational speed.

The MINK MV claw vacuum pump as a mobile unit with a vacuum vessel in use on three holding devices for bonding plastic parts.

Photo: Busch Vacuum Solutions



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The MINK MV claw vacuum pump is installed together with the vacuum vessel to form a compact and mobile unit, which can be easily moved to the respective work stations.

Timo Tobolla sees the main advantage of this solution in the fact that he uses considerably less energy with the MINK MV and that, instead of two holding devices in the past, three can now be simultaneously operated under vacuum. Furthermore, the regular maintenance work previously required and the associated costs are no longer necessary. "In addition," Timo Tobolla continues, "handling the new vacuum supply is much easier and, what's more, the new vacuum pump is quieter than the vacuum pump used previously."

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Parts for the housing on magnetic resonance imaging (MRI) devices are thermoformed at Hombach using the twin-sheet process and then completed into finished components.

Photo: Ernst Hombach GmbH & Co. KG

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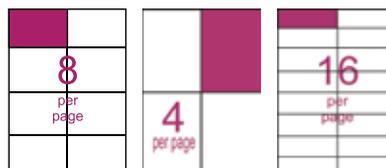
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Multicam's in house industry expo

a huge success



Multicam Systems, suppliers of the fully Australian made range of Multicam CNC routing machines, recently held a series of in-house trade expos. The expos were held at their offices in Newcastle, Melbourne and Brisbane during March and April.

The expos attracted visitors and companies from a wide range of industries, including kitchen manufacturers, cabinetmakers, shopfitters, point-of-sale display companies, engineering and fabrication companies, sign and display companies and composite cladding companies.

The purpose of the expos was to present to the visitors the wide range of CNC routing machines and accessories available from Multicam Systems. New and existing owners of Multicam CNC machinery were shown the latest products and developments in CNC machinery and productivity attachments. These included special automated clamping systems, CNC rotary axis attachments, automated location and positioning systems, vacuum pods and cutter cooling and lubrication systems.

Multicam invited other great Australian companies, Carbi-Tool, Sutton Tools, NC Tools (suppliers of SolidWorks CAM and CAMWorks) to be part of the events and show how their products can enable CNC machine owners to get the best from their machines. Multicam also demonstrated its unique KitchenCAD Pro, Door Manufacturer, Ezi-Panel Pro and Ezi-

Duct Pro software products, which are designed to offer cost effective and versatile software solutions for various industries.

There were a variety of machines on live display and in action, including a complete nesting cell with a 3600mm x 1800mm nesting machine, automatic material loading and unloading for cabinetmakers and kitchen manufacturers. A 2400 x 1200 CNC machine demonstrated cutting of ACM and other products, while a high-speed triple head cutting machine showed how CNC machinery can be utilised in the sign and display industries. Each of the machines had various accessories fitted, such as air assisted constant depth attachments, camera recognition systems, mist cutting systems and loading and positioning systems. This highlighted the flexibility of Multicam CNC routing machines and their appeal to a diverse range of manufacturing industries. Many visitors were pleased to learn that these accessories and attachments can be retro fitted to existing machines, allowing owners to expand their capabilities with minimal outlay.

Being an Australian supplier and manufacturer allows Multicam to develop and provide solutions specific to Australian conditions and needs. The company's ability to design, manufacture and implement bespoke solutions based on an individual company's needs, is just one of the benefits of buying from, and supporting Australian manufacturers.



Stephen Heusz, organiser of the events, said that Multicam was very excited by the response and attendances that they had at the expos.

“Despite the complication of having to comply with COVID 19 directives, we found that visitors were eager and willing to attend and interact with us at these expos. The lack of trade shows over the last year may have had something to do with this, however we also feel that many companies are looking to build on their capabilities and enhance their appeal and the services that they can offer.” said Stephen. “Being able to see a variety of machines in action, and talk with our representatives and technicians, also presented a unique opportunity, for the time.” he added.

Stephen said: “The support we received from Carb-i-Tool and Sutton Tools, who offered very generous discounts and incentives on their

range of tooling, and NC Tools, who offered lucky door prizes of iPads, aided in making the events extremely successful. We also provided discounts on our range of machinery and then sweetened the deal by presenting visiting companies with a carton of their favourite beer.”

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Built to last the distance

A growing number of consumer organisations are challenging manufacturers and consumers alike to use products that are built to last. Too many products end up in landfill earlier than they should because they have built-in obsolescence rather than being built to last. Using the lowest cost product often ends up being a false economy in the long term and is not a sustainable use of resources.

Kitchen bins are one of the most used appliances in the kitchen, and subject to a lot of wear and tear over their lifetime. For kitchen designers and manufacturers it's important they can trust that the bin system they use will stand the test of time for their customers.

Hideaway Bins products are 100% designed and made in New Zealand and with that comes the responsibility to provide the company's customers with products that have been manufactured to last the distance. Product durability is embedded into the roots of Hideaway's culture and its Research and Development team. The Concelo® range for example is built on German made matrix runners and uses a zinc treated powder coated steel and aluminium frame for ultimate durability. This is backed up by a 10-year warranty for the homeowner.

Laser welding of Concelo components.

Concelo hand assembly.

The availability of spare parts is the other part of the equation to avoid products being disposed of earlier than expected. Hideaway is committed to providing comprehensive after-sales support for all its products, even if they are out of warranty. This enables customers to refurbish their bins back to their former glory and minimises the need for customers to just "buy another one".

Hideaway Bins is proud to design and manufacture products that are going to last the distance. Hideaway bins are distributed nationwide throughout Australia through Hideaway's distribution partners Nover, Hafele and Galvin Hardware.

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*Standard 12 month membership runs 1 July 2021 to 30 June 2022

Häfele Matrix Box Slim drawer system

Elegant and streamlined

Matrix Box Slim is a Häfele engineered drawer system offering a high-end designer look with slim, straight edged sides and high performance at an economical price.

Elegantly designed slim side panels are available in three drawer side heights (89/128/175mm) in two colours, white and anthracite and optional push to open functionality for handle free furniture designs.

Greater design flexibility is also achieved with matching internal drawer fronts to match the drawer sides.

The drawers offer more usable internal space and easy fitting of inserts thanks to the 90° inner wall of the drawer. This is ideal for the many inserts available from Häfele preventing gaps between the side wall and drawer insert.

Convenient and comfortable 4D adjustment even in confined spaces is achieved with the height, depth, and side adjustment underneath the drawer and tilt adjustment inside the drawer.

The Matrix Box Slim drawer has a gentle closing action thanks to the integrated soft closing mechanism built into the full extension 30kg runners.



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H128mm drawer side.



H89mm drawer side.



Intelligent solutions from CAD+T

International software developer, CAD+T specialises in creating highly customisable software solutions for three, four and five axis CNC machines and nesting. Working closely with leading machinery manufacturers and component specialists, CAD+T's bespoke software solutions offer customers a highly adaptable and flexible approach to automated manufacturing.

"CAD+T has always done things differently," begins Martina Schwarz, International Sales & Marketing Manager at CAD+T. "We've never worked on the assumption that one software package could work effectively across the board. It's simply not the case and that's why we've never offered software that centres around a pre-programmed database systems. Instead, we've remained focused on delivering fully customisable software solutions that depend entirely on the business, its production rates, the machinery and tools in place and the materials being used. For us, it is equally as important to understand the company's plans for the future and short, mid and long term goals. It is only by considering these factors that

anyone can truly design an effective software solution in today's market."

Offering the next generation in CNC software, CAD+T's intelligent CAM interface separates components and automatically generates CNC data from the customer's construction drawings. A database of milling strategies, machining parameters and tools generate the machine files needed to complete the job, which in turn, creates a solution that doesn't require the programming or reorganising of CNC data. Martina says, "This means timely manual programming and generic system inputting is a thing of the past and the need for an experienced software programmer has been removed from the equation. This not only simplifies the manufacturing processes and streamlines production processes but also improves efficiencies."

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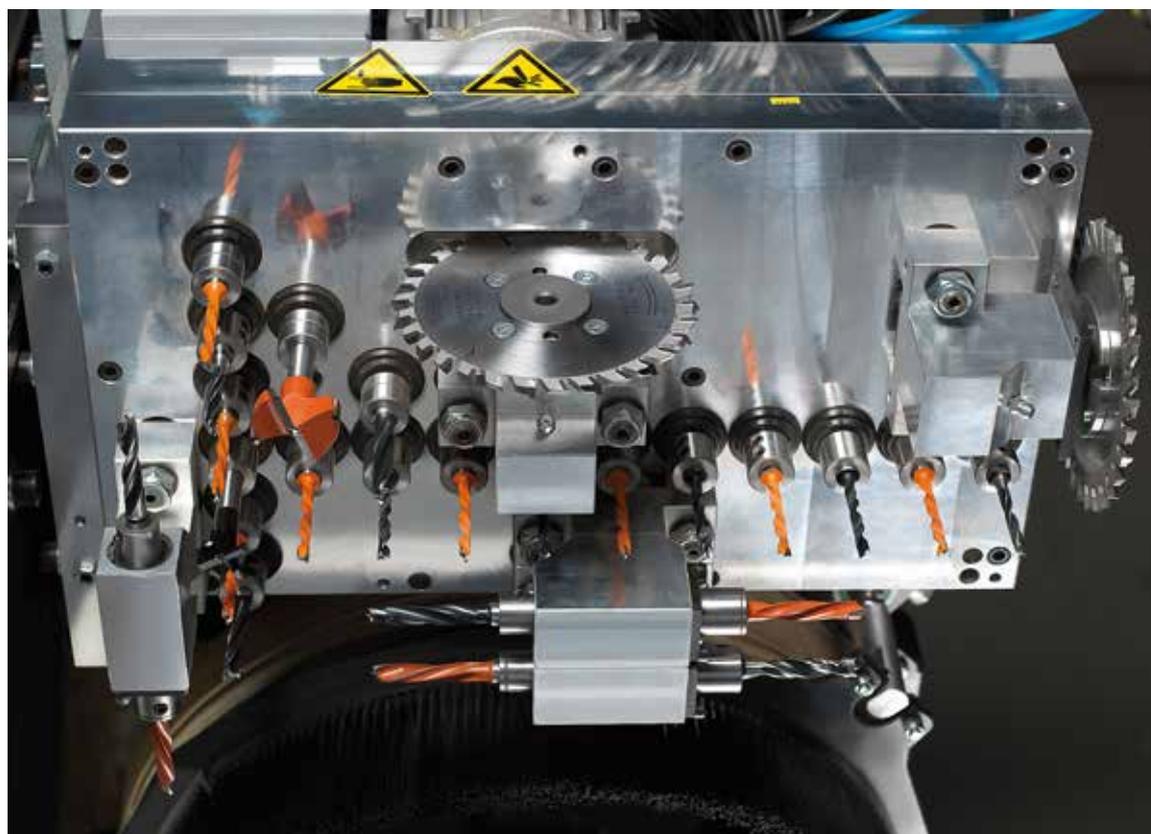
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around 60% per order, as well as error prevention of up to 80%. One package can also be run on several CNC machines, saving time and money throughout the production cycle.

Martina adds, "Our fully adaptable approach to software design allows us to analyse production process and create flexible and efficient software concepts that work around the most challenging requirements. When it comes to our CAM interface, it can guarantee perfect work-on results, a reduction in material waste and increased surface-quality. So, whether you're a joiner, shopfitter, interior designer, cabinet maker or kitchen designer, we can create adaptable software solutions that reflect your business and workflow."

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CNC tools.
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Protecting your investment

Capital investments in the form of machinery and equipment are necessary for manufacturing furniture and furnishing products. The productivity of those machines and equipment is essential to the success of those companies. Events that slow or interrupt the manufacturing process, or degrade the product, weaken the competitiveness of any manufacturer. One progressive company protecting their most productive Biesse investments is Luxmy Furniture, located in Punchbowl, Sydney.

Luxmy co-operates with interior designers to produce original designs. Company director Pooja Rao explains, "We collaborate with our clients as early as possible to help them realize their designs to a practical solution." Luxmy customers are commercial clients who may not have manufacturing facilities of their own or may be unable to produce certain designs. Managing Director Rao Sudhindra, an electronics engineer says, "We are not direct to the market; we're an independent furniture manufacturer and we produce to architectural specifications."

One of the most effective ways Biesse Group work with Luxmy Furniture is with service. Last year, Luxmy partnered with Biesse in a Preventative Maintenance Agreement of planned and scheduled servicing and maintenance. It's a long-term strategy that will keep Luxmy's machines not only running, but in a condition to ensure the consistency and quality for which Luxmy is renowned. Pooja said, "For us, maintenance ensures we can maintain our capacity and supply. The best investment you can make is in yourself and to be honest, I think it's something we should have done much earlier."

Pooja and Rao consider regular and planned maintenance as essential to the ongoing success of Luxmy Furniture. Rao said, "We took up the maintenance agreement to guarantee reliability of the machines and of our product. But it's not just the contract, it's the people at Biesse we are investing in. Since Michael Bullock has come to Biesse as Australian CEO, the whole team focus to service has strengthened." Pooja adds, "What we are concerned about is our ability to fulfill our manufacturing commitments on time and our Biesse machines are pivotal to that goal."

With two or more machines of every type, they have a form of redundancy and protection against breakdowns, but Rao says, "They aren't a backup, all our machines are fully worked but it is a second line of defense. Any machine from all suppliers is subject to wear and need to be maintained. Parts like bearings and sensors, and from time-to-time critical machine parts like aggregates may malfunction." Pooja adds, "You need to think about maintenance long-term."

Machinery and equipment maintenance involves breakdown maintenance and repair, preventive maintenance, and predictive maintenance. Breakdown maintenance and repair is the after-the-fact restoration of failed equipment. In this case your machinery stops and so does your production. Preventive maintenance is the systematic servicing of equipment to reduce the possibility of failure. Predictive maintenance involves the use of computer software to detect conditions that might eventually lead to equipment failure. Biesse machines connected to Sophia software IoT platform has an increasing



Pooja Rao, Director, Luxmy Furniture with Rao Sudhindra, Managing Director.



Biesse representative Gino Scamardella and Rao Sudhindra.



capacity to detect wear and tear and reduce the incidence of future breakdowns.

But it's in the area of preventive maintenance that there is the most benefit for the manufacturer. The Biesse machines at Luxmy Furniture are now all covered by a maintenance agreement of planned and scheduled servicing where Pooja says, "Biesse Group takes full accountability for the ongoing performance of our machines. The service agreement is an extension of our partnership with Biesse."

"The biggest benefit for us at Luxmy Furniture is that it increases the reliability of our machinery and solidifies our relationship with Biesse Group, our machine supplier. Regular servicing allows us to produce a high-quality product with less lead times. We think of servicing production machinery like we think of servicing a car. There is a predictable cost in doing this but also a predictable outcome where the car lasts longer, has a higher resale value and performs exactly when you need it to." The agreement with Biesse Group is about scheduled visits plus other visits by Biesse tech's, usually at a time that suits Luxmy.

In any manufacturing environment, some output is inevitably lost because of breakdowns, reactive maintenance, and operational inefficiencies. Scheduled servicing reduces all of these incidents and provides the manufacturer with the best possible outcome in terms of their commitments to their customers. Scheduled maintenance has a positive effect on the three key elements of competitiveness: quality, cost, and product lead time. Well-maintained machines hold tolerances better, reduce scrap and rework, and raise part consistency and quality. By increasing uptime and yields of good parts, scheduled and planned maintenance can reduce capital requirements and cut total production costs.

Pooja said, "Our Biesse machines are extremely agile; our client's demands are changing so we must change as well. For us, we need to produce a better, higher-quality product

with lower lead times. We're building a culture of quality and happiness at Luxmy. We re-invest our money in people and technology to make our workplace better and more productive. Regular, scheduled maintenance and servicing is one more element in our culture that allows our Biesse machines to be more capable of meeting all the challenges our customers throw at us."

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“If only we all had a magic ball”

Lek Supply didn't have a magic ball ... but good forward planning and the decision to scale up and invest in its business and supplier relationships paid off for customers.

A fortunate strategic decision in 2018 to increase its product range and stock levels delivered two valuable benefits to Lek customers during 2020, a consistent supply of quality products and stable pricing. In 2021, this approach continues to provide Lek customers with both solid stock levels and maintain competitive pricing.



During 2018, Lek secured rights to several leading brands from around the globe. This expansion of cabinetry hardware products also delivered positive outcomes for its customers and its clients. “Our approach was very timely. We carefully screen and test all products before we sign supplier agreements. We are relentless in the pursuit of both quality and easy to instal hardware. Right now, this has provided direct benefits to our customers, saving them both time and money,” said Tina Dao, Head of Procurement.

During this period Lek also developed strong relationships with both local and overseas manufacturers and distributors. The introduction of Hettich to the offering in New South Wales, Victoria and South Australia filled the missing gap of German quality engineered products. It also improved distribution times for Hettich products, due to Lek's warehousing capability to hold greater stock quantities. This in combination with Lek's 'Next Day Delivery' policy greatly reduced customer delivery times.

Both COVID-19 and the Suez Canal disruption to shipping had minimal impact on the company's supply chain due to its stock management. Lek also secured exclusive rights to the DTC Magic Pro Slimline drawer range and with strong supplier agreements, its stock levels met the demands of 2020/21. “The biggest disruption has been keeping up with the demand of supply for the Magic Pro drawer systems with containers sold before they land,” said Tina Dao

With an established reputation of over 15 years, Lek's decision to expand, source quality products, align with strong suppliers and good management of the supply chain has underpinned its stability during the past 12 months and enabled the company to continue growing market share across the 3 states. With this success, Lek has plans to expand towards a national footprint in future.

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ENTRIES CLOSE: 31 July 2021
FINALISTS ANNOUNCED: August 2021
AWARDS NIGHT: 10 September 2021
AWARDS VENUE: Dockside Cockle Bay
2 Wheat Road, Sydney
QUALIFICATION PERIOD: 1 July 2019 - 30 June 2021

AWARD CATEGORIES

- MAJOR AWARDS**
 - Cabinet Maker of the Year
 - Design of the Year
 - Outstanding Achievement of the Year
- OUTSTANDING ACHIEVEMENTS**
 - Workplace Champion
 - Apprentice of the Year
- CABINET MAKER OF THE YEAR**
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 - Best Kitchen Project-Renovation
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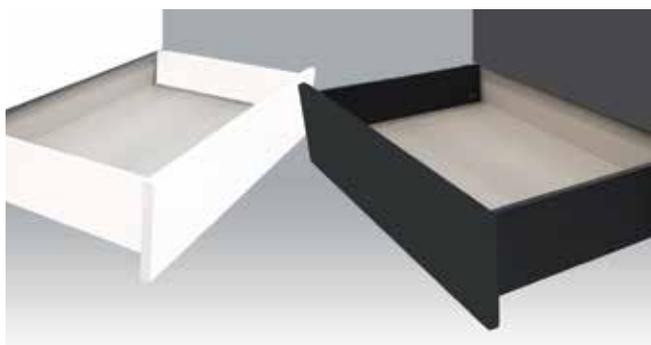
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Lincoln Sentry's stylish shower hardware shines

Lincoln Sentry's recently released shower hardware range will effortlessly deliver luxury and style into bathroom projects. Featuring shower hinges, shower brackets and knobs in timeless chrome finish or statement making matt black, this new range is sure to wow. Lincoln Sentry's shower hardware complements frameless shower screens, features straight sharp edges, straight cut out shower hinges, a brass body and are backed by a three-year warranty.

Frameless shower screens are the key ingredient in creating a fresh and modern

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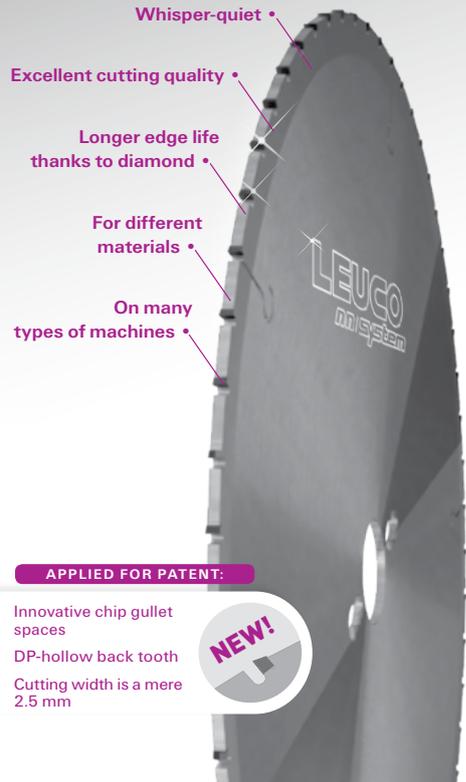
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Leitz Tooling has been making tooling for the woodworking industry for over 140 years since the first drills were produced by Albert Leitz back in 1876 in Germany. The Leitz family has owned the business to this day. Reliability and longevity are the keys to the success of Leitz Tooling. No more so than with the servicing of diamond tip tooling for the advanced materials industries, furniture manufacturing Industries and timber Industries. The servicing of diamond tip cutters, saws and routers is done using the latest diamond sharpening machines and technologies, and now available in the Leitz Perth service centre located in Malaga in Perth's north east. Leitz has installed a Vollmer QM250 into the service centre because of diamond tooling growth and demand for this service in Western Australia. Leitz Tooling Systems Pty Ltd is the only tool service company in Western Australia to physically have a diamond eroding machine located in Perth. This adds to Leitz existing five diamond eroding machines already on the east coast of Australia, with an additional Vollmer QXD250 eroding machine scheduled to be commissioned at the company's Brisbane facility this year in October.

Look to have Diamond tipped tooling service at Leitz Service centres. There is minimum machine downtime when their overnight service is booked. Leitz also offer a reliable tool pickup and delivery across most capital cities free of charge.

"Even the best quality tool can only provide optimum performance if it is regularly maintained by experts." comments Leitz Tooling's Western Australia Manager John Kerr "We use in our Perth Service Centre the same machinery and programmes as in our tool production at Leitz in Germany. This gives our

tools consistent top quality be they brand new or re-sharpened from our service centre. What's more, we can use the same technology to sharpen tooling from all manufacturers." Leitz Tooling has some 140 service centres worldwide where great importance is placed on quality. This is underwritten with its quality management system certified to DIN ISO 9000 standards providing a uniform quality worldwide.

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All about anthracite

Titus Tekform has launched a contemporary range of European storage solutions inspired by minimalist design principles. Designed to get the most out of cabinet space and tight corners, the new Quadra products are finished in a stylish anthracite for a cohesive and striking selection that will complement modern design trends.

The Quadra range has pull-out modules to suit various cabinet sizes and configurations for base, corner and pantry units. Highlights of the range include solid base baskets and smooth, consistent soft close damping. The solid bases minimise mess and ensure maximum useability. The height-adjustable pantry units are available in both pull-out and slide-out alternatives, enabling full access to the basket contents and a touch of modern luxury.

The Quadra range also includes a pull-out bin unit with four individual bin baskets for easy waste management. Housed in a compact and sleek design, this multi-faceted unit boasts independent pull-out shelves for ease of use.

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Current Speaker's chair in new Parliament House

In the 'Seats of power' article in Autumn 2021 edition of this magazine, the following caption, requested by the Department of Parliamentary Services was omitted.

Credit: David Upfill-Brown (b.1948) in collaboration with Mitchell Giurgola and Thorp (MGT). Marquetry design by Tony Bishop (b.1940) fabricator Michael Retter (b.1935), Speaker's chair, 1982. Reproduced courtesy of the Artists. Parliament House Art Collection, Department of Parliamentary Services, Canberra, A.C.T. and MGT. Credit: photographer Penny Bradfield - Auspic/DPS.



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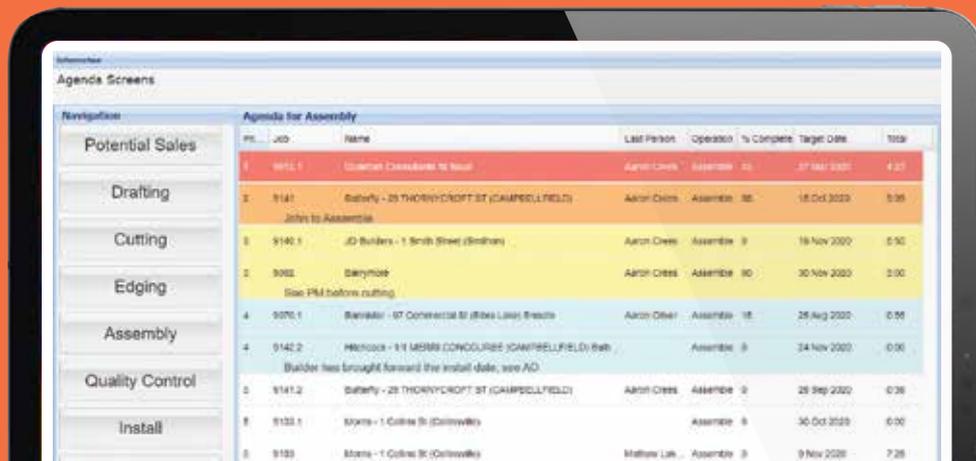
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by Jim Bowden

Town restores 80-year old timber bridge

BRUNSWICK HEADS on the northern NSW coastline is a small idyllic town separated from the ocean shore by the tidal Simpsons Creek. The old timber bridge spanning the river is an iconic structure in the town, symbolising its progress from a logging shipping port to a popular tourist destination, renowned for its surfing and picnic spots.

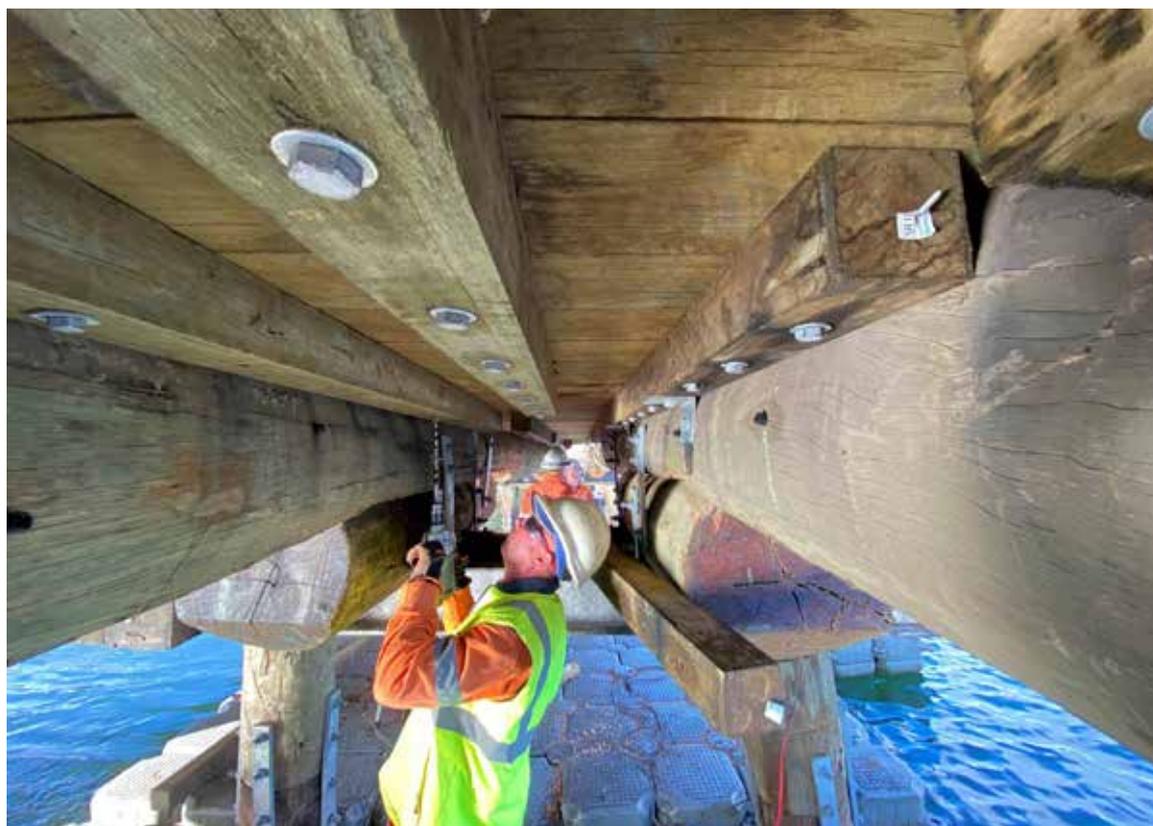
The bridge was built to transport rock wall boulders for the south wall breakwater construction and the local community loved the character of the bridge. The South Arm Bridge has seven spans, is 6.15 metres wide and 63 metres long and is supported on timber piles that have been encased with concrete sleeves and sand to protect them from damage by marine borers.

With a community heavily invested in environmental issues, recycling and natural well-being, it made perfect sense for Byron Shire Council to restore and upgrade the bridge back to its former glory.

US-based Wood Research and Development, a company working in the maintenance and restoration of advanced timber structures, with an Australian office in Caboolture, performed a Level 3 bridge inspection, assessing and providing structural recommendations on upgrading the bridge from 10 tonne to 44 tonne.

With a stockpile of logs and timbers from past demolished bridges, the shire council commissioned WRD to perform non-destructive testing on the timbers to create a list of reusable timbers for the bridge rehabilitation. In 2019, allied company Timber Restoration Services won the contract to rehabilitate and upgrade the bridge. However, swallows were nesting under the bridge so work was postponed six months until the finish of the nesting season. Part of the North Arm Bridge rehabilitation process was to recycle the existing timbers where possible and reuse the log timbers at the council stockyard. To ensure the recycled timber was given the best protection, TRS made cuts or drilled holes and applied copper naphthenate oil emulsion and a paraffin-based sealant Anchorseal was used to seal the cuts. The final touch was to diffuse all the timbers with Decaystop borate salt rods to inhibit fungi growth, allowing easy access to maintain the bridge elements.

Being such a busy bridge in a tourist town, TRS rehabilitated the bridge half a bridge width at a time, allowing traffic to use the bridge 24/7. The full bridge refurbishment and upgrade included removing the concrete sleeves from the piles, pile-posting and wrapping the new piles; replacing headstocks that were damaged or decayed and reinforcing each headstock / pile connection with a 5-bolt domino configuration for 44-tonne capacity; installing wales and cross-braces with recycled timber to



Drilling holes for deck lag screws on the South Arm Bridge at Brunswick Heads.

upgrade the bridge's capacity to 44 tonne; refurbishing both the existing and recycled stockpile corbels and re-installing them; refurbishing both the existing and recycled stockpile log girders and re-installing them; removing the double-layer deck and replacing with a new treated hardwood single layered transverse deck, and replacing posts and rails with a combination of new and recycled timbers, painted with a 29% solids stain ... most importantly, to increase the longevity of this iconic bridge.

Timber Restoration Services built the bridge without a vertical bolt being installed, preventing moisture from tracking down from the top into the girders and headstocks. Even the treated hardwood transverse deck has been locked down with M16 coach screws installed from underneath, producing a hex head-free deck that is free to drain with nowhere for water to penetrate the timber elements.

The treated hardwood deck planks were supplied by Coffs Harbour Hardwoods, a fifth-generation sawmill with its roots planted in the 1850s.

The transformation of this bridge is unbelievable - it is a classic beauty that, together, with the good construction practices used to build it and the council's commitment to regular maintenance, this iconic structure will last another 80 years. ■

Ready for another 80 years... renovated timber bridge at Brunswick Heads.



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Deal Island 50 fills a niche

A NEW breed of timber boats is the speciality of the craftspeople at the Wooden Boat Shop, renowned for classic coastal cruisers that combine timber, traditional techniques and high-tech composites.

Based in Sorrento on the Mornington Peninsula, the Wooden Boat Shop, under the direction of boat builder, Tim Phillips and a team of 22, is a hive of activity, crafting a range of timber boats for savvy clients seeking totally bespoke vessels.

Designed by Andy Dovell, the range spans 28 to 50 feet and each has a unique name: Kooyong 28, Cheviot 32, Shearwater 38, Efficient 44 and the Deal Island 50.

The Deal Island 50 has struck a chord with families and couples seeking an elegant pleasure boat with a wider beam that accommodates two cabins and plenty of living space.

Tim Phillips, a master timber boat builder for close to 40 years, said the design brief was "a Down-East-type boat with a little bit more beam and more robust than previous models".

"The idea is to allow more room onboard for families and couples to enjoy coastal cruising," Tim said. "The Deal Island 50 will cruise Victoria to Tassie with no problems."

Two of the Deal Island 50s have just been delivered in time for summer and the team at the Wooden Boat Shop are poised to begin another.

Entirely hand-built, the Deal Island 50 takes up to two years to make, due to her fitted timber composite frames that are glassed in, strip plank hull in hardwood below the waterline with cedar topsides, while the deck and cabin are made from sustainably-sourced African teak.

To ensure a glossy, durable finish, Tim sourced a range of products from ATL Composites. As Mac Dalton, ATL Technical Sales Manager explained: "The Kinetix R246TX Thixotropic laminating resin and H160 medium hardener was used to provide excellent cured mechanical properties for the main hull lamination. Then there's the added benefit of extended working time for larger projects like this one."

West System epoxy products were also used for some laminating applications and high strength timber bonding applications. West System resin combined with the blended and unique powder modifiers were used internally for structural gluing and coving of bulkheads to hull sides and other parts of the vessel.

ATL's Technifill XP R1160 fairing compound was used to fair the Deal Island 50. This pre-mixed, lightweight formulation is easy to apply and sand to ensure a perfect finish. Tim has been working with ATL for three decades. "We like ATL and we work well with them," he said. "We are all champions of the timber boat."

According to Tim, timber brings a unique lustre to every boat. "Timber boats are hand-made as opposed to a mass-produced fibreglass boat. They are not higher maintenance than production boats, but they take a lot more man hours and I would say, creativity. Our customers seek us out when they're looking for something special; a boat that embodies their memories of childhood and travel." ■





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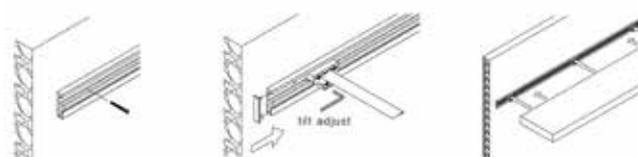
Combining strength and style, the Australian designed and patented floating shelf system by SOLU is a neat and simple approach to contemporary floating shelf installation. A clever solution to providing shelf support while concealing the hardware, this unique system combines a sturdy aluminium mounting track with adjustable steel arms of 12.5 kg load capacity. The track is not pre-drilled, enabling it to be attached at any point along the wall. The track edge is exposed with the intention of creating a shadowline effect and masking any irregularities in the wall surface. Alternatively, the track can be recessed into the shelf to create a flush edge if preferred.

The aluminium mounting track is supplied as a clear anodised 3.6 metre length and is available with matching end caps. The stainless steel arms can be ordered individually to suit the shelf length and weight. The arms are adjustable within +/- 4 degrees, with a recommended maximum, (evenly distributed,) load capacity of 45 kg when installing 6 arms over the maximum length.

It is important to note that the system is designed for light decorative items, and is not suitable to be filled, for example, as a bookshelf. The SOLU floating shelf system will suit a shelf thickness of 50mm and depth 250mm, in either hollow core or solid board.

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Modern manufacturing and construction lead to success



Above: Peter Ward of Drouin West Timber and Truss.

Right: Drouin West Timber and Truss processing line.

Drouin West Timber and Truss has invested in modern manufacturing equipment to produce timber frame elements and relies on a high level of prefabrication.

“Modernise or Die”, according to a landmark report by UK prefabrication visionary, Mark Farmer, but how? Peter Ward of Drouin West Timber and Truss (DWTT) was all too aware of Darwin’s immortal ‘adapt and survive’ precept but navigating the transition from being one of Victoria’s 70 truss and frame manufacturers to a successful offsite housing manufacturer required a prudent business philosophy and investing in WEINMANN advanced timber processing machinery.

Peter Ward and his son Nick’s FutureFit Panelisation journey began in late 2013 after Peter realised that, “to grow we had to either enter the price-sensitive end of the market against our larger competitors or distinguish ourselves by adding value to our existing products. We wanted to make a point of difference between us and our competitors.”

“We’d been in trusses and frames for 40 years, so we’ve had a long history of timber prefab, of wall frames, prefab wall frames, and roof trusses and floor trusses. So, we saw panelisation as a natural extension to take the wall frames and externally clad them, put the windows in, and add value so we can get the project to lockup very quickly.” By October 2014 DWTT

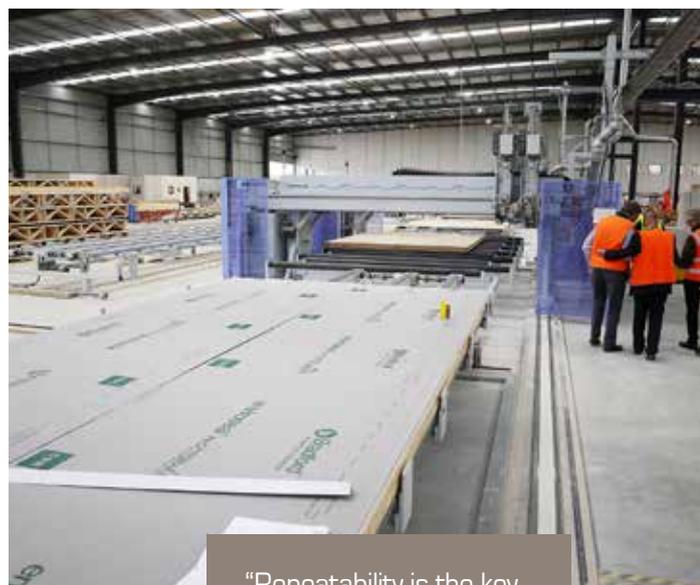
had settled on their first WEINMANN processing line which comprised a framing station, two element tables and the WALLTEQ M-380 multifunction bridge station WMS 150 (CNC-controlled processing of wall and sheeting elements). Within four months their FutureFit Panelised Building System had been realised and delivered their first build; a holiday home in Corinella, Victoria.

DWTT now employs about 40 staff, making it one of the largest employers in Drouin, 90 kilometres east of Melbourne.

In managing the transition from a conventional frame and truss manufacturer to an advanced offsite manufacturer of panelised housing, Peter and Nick’s strategy for the first few years was to stay under the radar. As Peter remarked: “We had a big learning experience, and getting acceptance was another big challenge in itself. We started small with houses and then progressed to duplex townhouse units then several 12 townhouse developments. We purposefully decided not to take on large projects as we were learning.”

“There was a lot of development work, there was a lot of devil in the detail,” Peter added.

Typically, their FutureFit system provides open wall panels, that is panels with an outer cladding of the client’s choice, but in which the inner face is left open to allow for the installation of



services. In a recently completed a development of 72 townhouses in outer Melbourne, the efficiency dividends of FutureFit Panelisation were on full display: from the panels arriving onsite to lockup for each townhouse was approximately 2.5 days. "The client remarked we conservatively saved them 5 months build-time, and bank interest savings alone were also very significant," Peter added.

"Also, the safety factor is huge. When building multiple storeys, floor cassettes once craned into place quickly create a working platform. When working on medium-density projects we can crane in up to four units of floor cassettes within a few hours not days," Nick further remarked.

The key to efficiently using panelised systems, according to Peter, is preparation. "It's far more efficient to design a panelised system from the outset, to have all the dimensions suitable for the panels sorted rather than take an existing design and rework it for panels, so ideally we like to get into a project at the ground floor and work with the architects, engineers, builders, developers, the whole team."

Since their first project, DWTT has expanded their production line to a total of 13 WEINMANN processing machines as speed, quality and accuracy are crucial to their business.

"Repeatability is the key and our manufacturing processes are ideally suited for multi-residential developments and aged-care facilities and schools", according to Peter. "I think the challenge for prefab and panelisation is getting acceptance from traditional builders. It's a slow process, but as our list of successful FutureFit projects grows, so does the acceptance that panelisation is the way of the future."

HOMAG
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This article first appeared in Built Offsite.

"Repeatability is the key and our manufacturing processes are ideally suited for multi-residential developments and aged-care facilities and schools"

Blum's Cabinet Configurator

- giving support from planning to production

Blum offers numerous and useful services and applications such as Cabinet Configurator, that support manufacturers with a wide range of processes. The aim of Cabinet Configurator is to offer an intuitive and useful tool which helps with cabinet design, product selection, ordering and manufacturing.

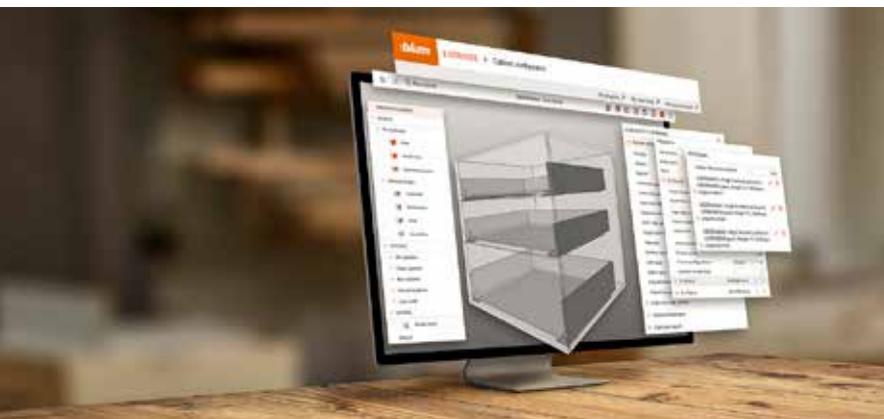
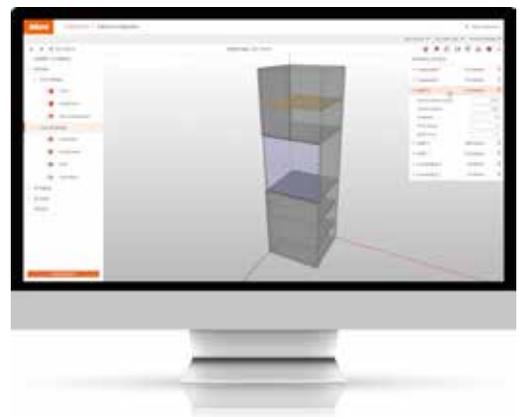
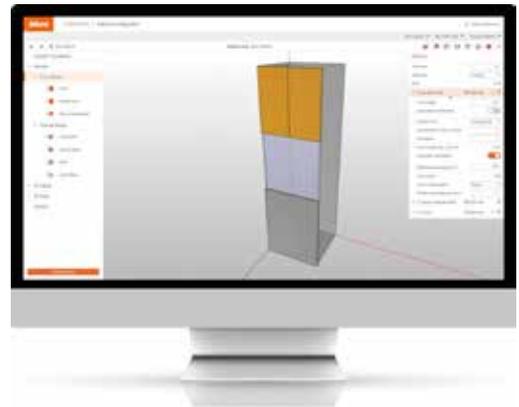
Cabinet Configurator, the successor product of Blum's DYNAPLAN planning software, is a free online software allowing users to stay up to date 24/7 with market specific fitting information without the need of installation or manual updates. With the ability to plan and store cabinets digitally including collision checked fittings, users are able to save valuable time. Creating article and cutting lists, production drawings, CAD/CAM data and BXF (digital or analogue to printing) is made easy with just a few clicks or transfer projects to CAD software for continued planning. Cabinet Configurator also offers the ability to use the BXF file format to transfer the planning results to MINIPRESS with EASYSTICK.

Regular updates and optimisations of the Cabinet Configurator application provide Blum's customers with new features and benefits to assist users with quick cabinet design in 3D, product selection, ordering and manufacturing using the latest technology. Some of the recent updates include the ability to add all products to a central panel, to move inner pull-outs, hinge systems and central panel with a simple drag and drop, and the introduction of arrows on the cabinet design fittings panel to show distance from up/down or left/right from the side of the cabinet. It is also now possible to include TIP-ON height position which also includes arrows resembling distance from the cabinet side. Optimised planning results are segmented into cabinet areas providing clear cutting lists and export file

formats for plans with a combination of configurations within one cabinet, and a new 'Assembly Overview' PDF export option is now available.

To gain access to Cabinet Configurator, customers must register for Blum's E-SERVICES. This will allow users to not only access Cabinet Configurator, but also, Product Configurator, My Library, My Projects and My Order Lists, as well as CAD/CAM Data Service. To gain full access, visit blum.com. For any customers with general and/or usability enquiries about Cabinet Configurator can contact Blum's customer service team or their local Blum representative for further assistance.

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YOUR SOLUTION

HOMAG Group's largest investment programme in the company's history

The HOMAG Group has launched the largest investment programme in its corporate history. Over the next three years, €60 to €80 million are to be invested in the modernization of the main location in Schopfloch. HOMAG is investing a further €15 million in a new plant in Poland.

A customer centre, modern office buildings, a modern dining hall and a logistics centre are to be built in Schopfloch. Ralf W. Dieter, CEO of HOMAG Group AG: "The two older office buildings as well as the dining hall in Schopfloch are no longer up to date and would have to be extensively renovated. We have now decided on a sustainable solution and are building entirely new structures. This is a clear commitment to our location and an important investment in the future of HOMAG. On the one hand, we are creating a modern and pleasant working environment for our employees. On the other hand, we will be able to present our products to customers appropriately in the new customer centre."



There are also plans to build a new logistics centre connected to the site. The goals are a high availability of spare parts as well as lean and efficient logistics processes for supplying the plant and customers. The new logistics centre will also replace the remaining external warehouses.

Back in December 2020, the HOMAG Group had announced investments of over €12 million for the modernisation of

the plant at the Schopfloch location. The largest part of this investment sum is accounted for by a hall extension.

"We are pleased to have the Schopfloch location significantly strengthened and upgraded," emphasises Carmen Hettich-Günther, Group Chairwoman of the Works Council at HOMAG GmbH. "We very much welcome the holistic solution now planned. This is very good news for all employees here in Schopfloch."

New buildings are also to be constructed in Poland, where the HOMAG Group already employs over 700 people. Ralf W. Dieter: "The Polish market has been growing for years, and in the meantime, we have reached the limits of capacity at our present location. In addition, the Polish plant plays an important role in our global production network. That is why we are building a new plant in Środa starting in the second quarter of 2021."

Company Background

The HOMAG Group is the world's leading provider of integrated solutions for production in the woodworking industry and woodworking shops. Its 14 specialised production sites, about 20 Group-owned sales and service companies and approximately 60 exclusive sales partners worldwide make the company a unique system provider. Backed by a workforce of some 7,000 employees the HOMAG Group offers its customers solutions for digitised production, based on digital data continuity from point of sale through the entire production process, combined with a comprehensive software suite. In addition, the open ecosystem "tapio" (open Internet-of-Things platform) maps the data flow along the entire value chain of the timber industry. The HOMAG Group has been majority-owned by the Dürr Group since October 2014.

HOMAG
Phone 1800 355 635
www.homag.com

Hettich Australia launches award-winning TopLine XL sliding door system

Hettich Australia is proud to launch in June the TopLine XL for large-format, ceiling-high sliding-door cabinets. Topline XL ensures visual clarity in the room. With the new generation of the TopLine XL sliding door fitting from Hettich, cupboards can be produced in a design-oriented manner and used comfortably. For this, the product was awarded the iF design award.

Uncompromisingly design-oriented design

The award-winning TopLine XL creates a harmonious overall picture due to the low visibility of the technology: the extremely flat running part fades into the background. Matched to the cabinet design, decorative tapes in the colours white and black refine the visible surface of the running profile - for perfect design. Ceiling-high constructions are easy to implement thanks to the convenient clip-on installation.

Experience comfort in a new dimension

The outstanding convenience feature of the sliding door fitting is its flexibility in use: in three-door cabinets, the middle door can be opened to the right and left - the ease of use is always first-class. Whether users open it slightly or close it gently, the noises are minimal.

Guaranteed safe and easy installation

The TopLine XL sliding door system has an innovative anti-tilt mechanism. The doors can be parked without hesitation, as the guide parts automatically slide upwards so that damage is prevented. The damper assembly is also simple: the position is determined without a complicated formula, the damper is inserted and screwed tight. When installing the door, the hanging assistant ensures that the door is correctly positioned. The simple support and height adjustment ensure the perfect appearance. When the doors are closed, the overlay is adjusted without tools and the change is directly visible. The height is adjusted from the front with the doors closed or from the side with minimal clearance from the ceiling.

Hettich is a family-owned German company with a heritage spanning over 130 years, with a strong commitment to intelligent design and quality manufacturing.

HETTICH AUSTRALIA
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by Aaron Crees
Jobman Pty Ltd

4 Ways an ERP system gives you a competitive advantage

Every operational change should propel your business forward. Whether that's shorter production timelines, less waste, more productivity, smoother operation – or all of the above.

When manufacturers consider implementing Jobman, an Enterprise Resource Planning (ERP) system for the cabinetmaking industry, they always ask how it will give them an edge over the competition. It's a smart question.

Let's look at the 4 ways an ERP system provides a competitive edge in a rapidly maturing market.

1. Make better decisions with accurate data

Real-time data is arguably management's most valuable tool. If your business is still making strategic decisions based on gut feeling, it's time to consider how an ERP can better inform decision-makers.

ERPs help you understand your customers better. A clever Customer Relationship Management (CRM) module allows you to identify pain points, upsell and cross-sell, anticipate service needs and develop mutually beneficial relationships.

From supplier quotes to inventory management, job tracking and timesheet tools, an ERP provides up-to-date data for every part of your operation.

With Jobman, you can access all this data from a web browser anywhere and make strategic decisions more confidently.



2. Streamline your operation

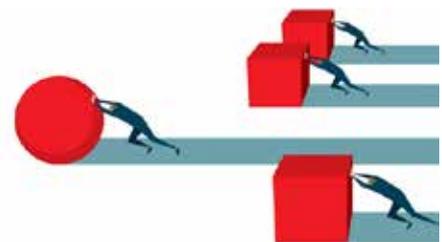
The market is more competitive than ever. Last year's National Joinery Industry Report noted the spiking popularity of flat pack cabinets, driven by the ease of online ordering.

But in the same report, 73.7% of consumers said quality is the most important factor, over cost (16.7%) and production speed (9.6%).

How do you optimise your business to meet this new wave of digital demand?

ERP systems enable you to follow a Lean approach. Data from every layer of your business comes together in a digestible digital format, so you can spot opportunities to eliminate waste and add value.

Cutting waste and investing in value-add opportunities is the way to stay competitive while other companies bury their heads in the sand.



3. Prepare for anything

It's hard to predict where the manufacturing industry will go next. Industry 4.0 is already here in many ways, with automation used across the entire value chain.

So how do you ensure your business remains agile in the face of constant change?

What it means for manufacturers to be agile:

- Responding fast to changing demand
- Anticipating customer needs
- Adapting to new production processes
- Innovating and offering new end products before the competition

An ERP system enables this agility to help you prepare for what's coming. By freeing up resources across the business, you can test new processes, invest in growth opportunities, and reduce labour costs.



4. Breaking down siloes at work

They say, "many hands make light work". Anyone who has worked in cabinetmaking, from the shop floor to payroll to driving the delivery vehicle, knows it's true.

Removing siloes is only possible when everyone is on the same page. An ERP system brings the company together by centralising data and linking disparate systems together:

- Central customer database integrated with Xero and payroll tools

- Inventory data that automatically responds to jobs in the system
- Easy time and attendance tracking
- Job specs and forms stored for re-use
- Sales and production reporting.

How Jobman gives you a competitive advantage.

Jobman is an ERP solution designed for the cabinetmaking and manufacturing industry. The flexible system integrates with your entire operation to help you manage the entire manufacturing lifecycle.

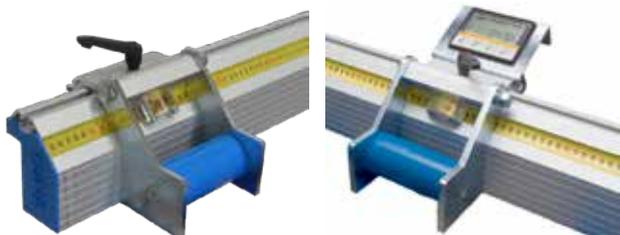
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Australian Woodworking Industry Suppliers Association Limited

AWISA The Association



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

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

AWISA The Exhibition



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

The next AWISA exhibition is planned to take place in Sydney in July 2024 at ICC Sydney, Darling Harbour. For more information visit 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.

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