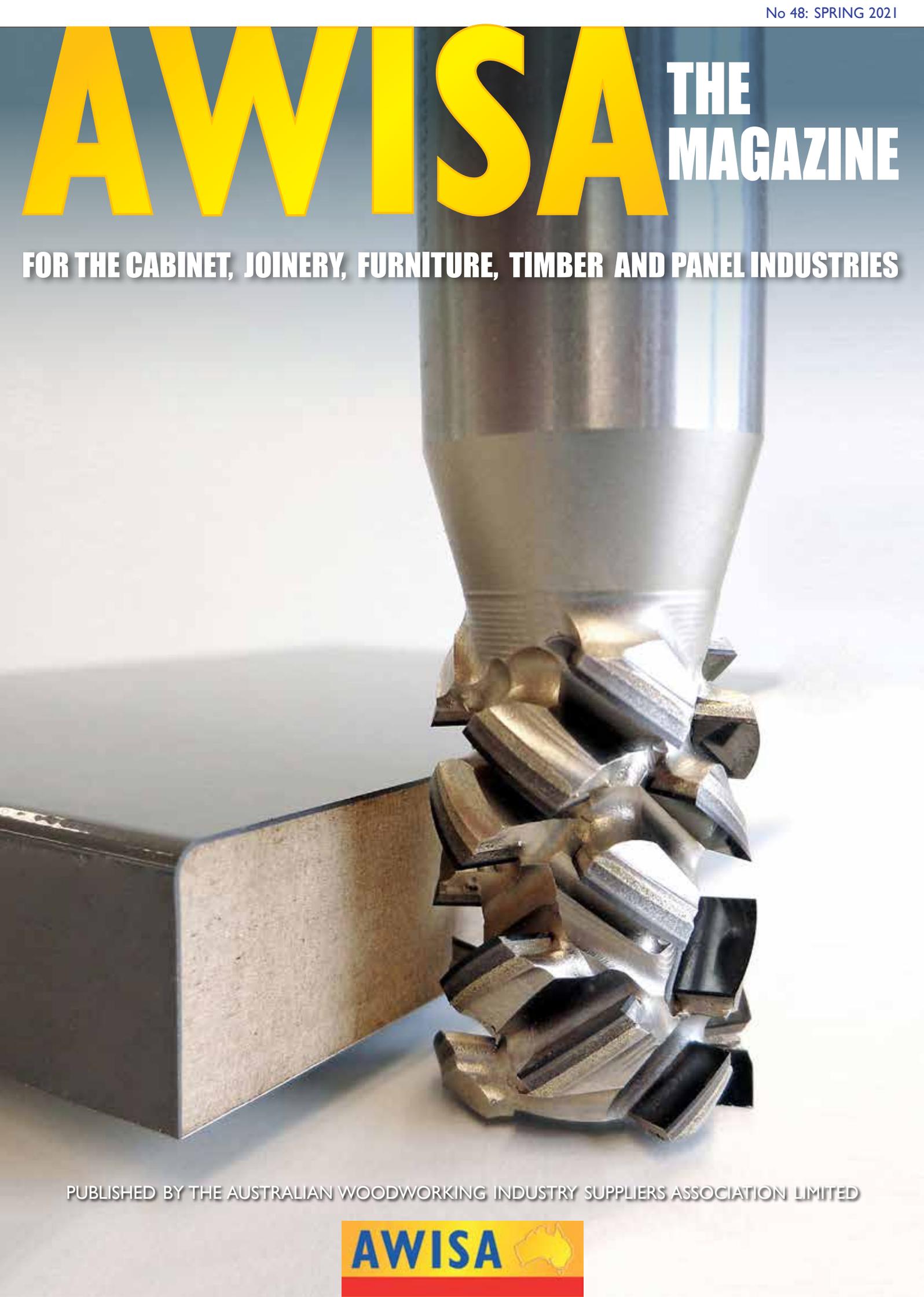


AWISA **THE MAGAZINE**

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



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and panel processing industries. Members
include suppliers of machinery, materials,
fittings, software and services. Membership
and advertising enquiries are welcome.

DEAR READER,

Three months ago AWISA's board made the decision to delay the next exhibition until 2024. In case you missed the news, I'll revisit the decision in this editorial.

Exhibitors at AWISA exhibitions plan early and make commitments early. Many machinery companies place orders for special machines for the event, and many of the hardware companies source their displays from Europe and plan the construction of stands very early.

AWISA would have normally launched space sales in February this year for a July 2022 event. In other words, we had delayed the launch as long as possible for a July 2022 exhibition. Regrettably, all the reasons for the decision remain with us, and in many cases are worse.

Almost all Australian states continue to use border closures to manage COVID-19 outbreaks. While there is some progress in setting vaccination targets that might lead to a relaxation of border closures, the reality is that 70% of senior management visiting the show come from outside NSW. AWISA cannot take the risk of border closures still being an issue in 2022.

Then there are the International borders. We had to assume that international borders will remain shut until mid-2022. Simply too close to AWISA 2022's dates. AWISA exhibitions are dependent on large numbers of overseas technicians, product specialists and senior management coming to help build or man stands.

The pandemic is not under control in Europe. This has a major effect on manufacturers. The Australian market has a high representation European companies that are affected by COVID-19 factory shutdowns in their own or suppliers' factories or are affected by the well-reported COVID-19 driven boom in house renovation and new construction throughout the western world. AWISA is now focusing on AWISA 2024, which will take place at ICC Sydney, Darling Harbour from 3 – 6 July 2024.

Geoff Holland
General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER: Difficult to machine
materials and delicate decors or finishes
need the latest in specialty cutters.
Photo courtesy of Leitz Tooling Systems.

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Plus other industry and product news.

www.awisa.com



by Rob Ditessa

Gerstl and the forgotten Sydney Moderns

YOU WON'T READ ABOUT THEM.

In the middle decades of the 1900s, a number of émigré furniture makers, designers, and architects from Vienna, Prague, and the nations of central Europe, brought their style of Modernism to Australia. Here Modernism had been interpreted only through the perspective of British and North American practitioners.

International Style Modernism, or we can generically use the term 'Bauhaus movement', with its clean geometric lines, lack of adornment, and use of the latest materials, developed as a reaction to the traditional cluttered and complex design styles seen in any television show set in the Victorian era in England. In a nut-shell, it was about 'form over function'.

Amongst the émigrés were Harry Seidler, the architect noted for the Australia Square building, and developer 'Dick' Dusseldorp who founded Civil & Civic, later Lend Lease that introduced the Bauhaus-inspired Beachcomber style domestic house to the Australian suburb. Many names have been lost in the mist of the past, or lost in the footnotes of history. A few names survive in the margins, such as George Molnar, an academic and cartoonist, and George Korody, who co-founded the Artes Studios furniture business. In Melbourne, Schulim Krimper has drawn interest from collectors and experts for his fine work in the Modernist style. Amongst the émigrés there were highly skilled practitioners in many fields, including furniture making.

In her magisterial research work, and the book that resulted from it, 'The Other Moderns: Sydney's forgotten European design legacy' (NewSouth Publishing), the cultural historian Rebecca Hawcroft writes that although the work of cabinetmaker Paul Kafka is well known, "virtually no other cabinetmaking company from this period has been studied." (Although already out of print at the publisher's, the book is available through libraries, and as an e-book.)

These émigré craftsmen translated the Modernist notion into the artefacts of Australian Modernism as tables, chairs and beds that furnished Aussie homes. One maker that Hawcroft identified is Michael Gerstl, whose work was carried forward by his son, Heinz.

AWISA spoke with Heinz Gerstl, an energetic and thoughtful man in his early eighties with a clear memory, about his father, and the entire Gerstl furniture business. It is natural to ask how he would describe his father's role and influence in the modernist movement and the furniture industry. Heinz replies with unadorned modesty that they just did the work, getting a quality job done on time, and at a fair price. He will add that with their positive marketing approach, the Gerstl company played a great part in introducing good, modern and innovative design to what was then a conservative Australian market.

Catriona Quinn is a design historian, curator, and UNSW academic, who has documented this history in a chapter in 'The Other Moderns' titled 'Custom made for European tastes: the Gerstl furniture company story.'

She tells AWISA, "Australian architects and interior designers had been aware of the Modernist movement for some decades, through overseas travel, study and work. Magazines, both local and imported, played an important role in spreading the ideas of the Bauhaus and British, American and Scandinavian Modernism. But the influx into Australia, from the late 1930s to the mid 1950s, of thousands of European designers and cabinetmakers, and many clients who wanted to buy custom made furniture, rapidly expanded the quantity of modern designs being made in Australia. The Gerstl family brought with them, not only a Viennese heritage of cabinetry skills, but the capacity to make a vast range of modern designs in response to the needs of the client, whether for suburban homes or the

Far right: The hand trolley Heinz Gerstl made for his parents.

Photos supplied by Heinz Gerstl



Vienna originals, 1937.



Bespoke furniture for exhibition, 1973.



Lounge setting.



Lounge room.



Setting.



Gerstl workshop.

► most sophisticated architects. It was the versatility of their work, ranging from more conventional figured veneer fitted cabinetry to sleek minimal furniture for Harry Seidler and many other top architects that proved to be Gerstl's strength. The history of the Gerstl company has significantly expanded our understanding of the diversity of styles understood as 'modern' in post-war Australia."

Michael Gerstl was born in 1908 in Vienna into a family with a long-standing interest in furniture. His father, Josef, owned three successful furniture stores, and his father before him, Karl, was a skilled cabinetmaker. Michael trained in Prague, which Catriona says was considered by the family to be the hub of the furniture industry. Heinz was born in Vienna in 1937. To escape the Nazi horror, Michael, wife Charlotte, and son Heinz, fled to Shanghai where they survived horrendous conditions, arriving in Sydney on Australia Day in 1947. Michael started at a job the next day, and after a short time working for other cabinetmakers, set up his own workshop in Commercial Road, Rozelle, in Sydney, 'M Gerstl Cabinet Works'.

The workshop was situated in a timber mill, and Michael was able to increase the size of the workshop site as business developed. Heinz remembers as a young boy helping out in the factory on weekends and school holidays, slowly learning to use the equipment in the workshop. It included the rip, cross-cut, mitre, radial arm saws, planers, spindle, router, dovetailing machine, and disc and belt sanders. Each worker had his own tool box with a variety of hand tools from spoke-shaves to a mallet.

One of the specialities the workshop developed was secret dovetailing, notes Heinz. And the work was all manual. There was no electronic or computerised machinery to help. Upholstering was done with a mouth full of blue tacks and a magnetic hammer to strike them in. Only later did they use a stapler, and later still a pneumatic staple gun.

In the workshop, he continues, apart from Michael there were two personnel, a wood machinist, and a cabinetmaker, and Charlotte managed the book-keeping.

Sourcing timber and materials was one of the main concerns. Orders were hard to generate without a developed clientele.

Initially the business survived making individual bespoke items. A large order from a big city department store bolstered the order book. Unfortunately, the business with the store fell over when bad economic conditions hit the Australian economy, and the store cancelled their verbal order for as much as he could produce of six sets of both dining and bedroom suites at a time. As a result Michael vowed never again to work for retail.

Michael developed the design and bespoke trade, making a name for himself with people who favoured dealing personally with an artisan to get furnishings handmade to suit their tastes and homes, and to fit the space. Clients and maker shared a preference for the Modernist style. The list of Gerstl's clients reads like a who's who of Sydney's high society, ranging from entertainer Don Lane, jockey George Moore, to Marcel Dekyvere, whose wife Nola was the doyen of the socialite elite and an indefatigable charity worker.

His father worked very hard, says Heinz, beginning with the standard forty-four hour working week. After a full day in the workshop, he went out, travelling by public transport as he did not have a car, "carrying a briefcase with drawings, and another small case containing timber and material samples to visit prospective clients. He then came home looking quite haggard, and then he did it all again the next day."

One category of client that brought work to the company was the émigré European architects, who designed the whole space including the furnishings. Heinz recounts how he helped with the installation of a long lounge room unit with black sliding doors. This was a job commissioned by Harry Seidler for what is now the renowned Rose Seidler House, an iconic domestic house in Australian architectural history.

This association with architects brought about another phase of the company's development when Gerstl was offered the opportunity to make wardrobes for units in some of the large high-end apartment blocks being developed around Sydney. Success led to work making kitchen cabinets, and vanities. The sleek, space saving designs and quality build of Gerstl's cabinetry were a perfect fit for the sophisticated, smaller and functional living spaces in prestigious apartments.

Heinz was keen on developing this aspect of the business. Much of what he learned here about project management, including avoiding overlapping of trades, he put into effect when he established his own successful construction business.

Similarly, through making a quality single bespoke piece for a customer, who happened to be a senior executive at the Rex Hotels Group, Gerstl was offered the chance to work for this high-end chain. Gerstl designed and created pieces for all types of refurbishments and fit-outs including the famed Carlton Rex 'Oriental Room'. Commercial clients knocking on their doors following the Rex success included LJ Hooker, Olivetti, and even the Reserve Bank.

For all their successes, Gerstl floundered twice, showing their business acumen, though, in knowing when to shut down a business venture. In 1961, Gerstl opened a showroom in Rushcutters Bay to showcase their bespoke pieces. The store closed down when it became obvious that Michael and Heinz spent as much time with a client as did the sales team in the first interview, and that the work of the sales team was redundant.

Catriona, in her chapter, explains that the Gerstl 1960s venture into retail furniture did not meet expectations. 'Fractional Furniture' was a modular system that "provided a combination of components and finishes that could be formulated as the client required." She concludes that Gerstl's traditional market sought high quality, individual furniture, not modular ranges.

As the Gerstl enterprise developed and shifted focus, Michael and Heinz relocated the factory and adopted new workflows. From Rozelle, the plant was moved to Soudan Lane in Paddington, and then to Byrnes Street in Botany, a five minute drive from the site of the Berryman Furniture factory at 80 Beauchamp Road, Matraville, where Michael, after a few weeks in brother-in-law Kafka's factory, took up his first job.

In the early days, in the workshop workflow, one man did his own wood machining, his own assembly, producing an article, until it went to the polishing shop. "We had a hob-nob of everybody working over one another, and slowly we divided it up into sections as we grew. Later on we had an upholstery department as well," Heinz recalls.

At the peak, Heinz says they had a staff of over 60. "It sounds impressive but the wages bill at the end of the week was not fun. It got out of control. But you never say 'no' to an order, because if you say 'no' once, they may never come back."

Perhaps another measure of Gerstl's success came in the late 1970s. Says Heinz, "We were doing large jobs, wardrobes, and cupboards, and from what we were told by our suppliers, we became the largest user of particle board in the southern hemisphere. Unbelievably, the biggest user previously was the funeral business, making coffins. In those days we bought our particle board from Perth. The suppliers here in Sydney couldn't contest the price of Perth. They had huge double wheeler trucks. How they got into our lane I'll never know, and we actually had no hoist. In those days, everything was done by hand. But with over 60 people, we unloaded those trucks in a couple of hours."

Over the years, it seemed that the business's good fortune would increasingly come from the making and installation of cabinetry in home units. "My late father tried to convince me that maybe we should convert, get away from private work, move to commercial entirely. In the factory, it was all one conglomerated production process, so that often the private customer's work would badly interfere with the flow of the mass produced, say kitchens, and it became a pain, a real problem," says Heinz.

At the beginning, the percentage of private to commercial work was 10 to 90 per cent. In the last years the numbers were reversed. But until the close of the business in 1985, the Gerstl enterprise, now known as 'M Gerstl Furniture Pty Ltd', kept faith with its genesis and made customised furniture for its clients.

Michael suffered his first heart attack in 1965 and endured ongoing ill-health. Heinz, aged 37, took full charge of the Gerstl heritage when Michael Gerstl, aged 66, died in 1975. ■

See page 34 for the story about the work that Gerstl undertook at the Maroubra Synagogue in Sydney.

Mariners tavern,
Golden Grove.



by Jim Bowden

Impressive results from sawmill recycled timber recovery trials

IN 2011 Kennedy's Timbers helped develop a series of grading standards for recycled structural and architectural timbers in collaboration with industry partners. Inspired by this

*Over 400,000 m³ of
'waste' hardwood fibre
could be saved*

project, the NSW Timber Development Association and the NSW Office of Environment and Heritage worked together to develop protocols for recycling redundant utility poles and bridge timbers in New South Wales.

More recently Kennedy's, based at Narangba, north of Brisbane, has been undertaking an 'industry-first' sawmill recovery trial across a range of species and timber sources with some impressive results. Recycled timber standards were used in the sawmill trial which occurred over an eight-week period under the guidance and supervision of Michael Powell, a consultant timber scientist and an adjunct industry fellow at the Centre for Timber Durability and Design Life at the University of the Sunshine Coast. Mr Powell is a former Queensland government scientist and a past Gottstein Trust fellowship recipient.

It is estimated there could be more than 400,000 cubic metres of hardwood fibre available to recycle each year across eastern states. Currently a significant portion of this available wood fibre ends in low-value products such as firewood or mulch – or as landfill.

The sawmilling and research trials have provided valuable information on the fibre quality of sawn products recovered from recycled large end-section timbers and have demonstrated good strength and durability properties. The range of finished products include large end section beams, such as 300 mm x 300 mm, and 250 mm x 250 mm for use as feature posts and load-bearing beams. Other sawn timber can be recovered from a wide range of sizes including 250 mm x 50 mm, 150 mm x 50 mm, 150 mm x 150 mm, 125 mm x 125mm, 100 mm x 100 mm, 1500 mm x 38 mm, 150 mm x 25 mm and 100 mm x 25 mm.

Further development includes work on finger jointing and lamination of some of these products. Additional durability trials are under way on recycled timbers sawn from large end section pieces and also into more beneficial applications for the residual sawdust and offcuts such as waste-to-energy.

Founder and managing director Michael Kennedy is also working with leading industry operators in the asphalt industry investigating the option of replacing wood fibre-based manufactured products imported from Germany with locally-sourced recycled hardwood fibre. "Recycling plays an important role in enhancing the rich environmental benefits that timber has over many other building products," Mr Kennedy said. ■

Conferring on a range of finished recycled timber products at Kennedy's Timbers from large end section beams to joinery products are Michael Powell, consulting timber scientist, Zane Robertson, joinery manager, and Michael Kennedy, managing director.



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Three generations and still, all Australian

Flamingo Furniture is one of the most well-known and respected family businesses operating. Located in the furniture manufacturing hub of Bayswater in Melbourne's outer east, Flamingo enjoys a long-standing partnership with Biesse Group, a supplier as committed to Flamingo Furniture, as Flamingo is to its legions of customers.

Flamingo Furniture was founded by Trevor and Anne Winter in 1981. Trevor had been working at a local sawmill in the outer eastern Melbourne township of Healesville, well-known for the animal sanctuary, farming, and timber cutting. Trevor had ambitions of his own company and so, he started out on his own, committed to filling a need in the market for quality furniture. Moving from his back yard to a building owned by a friend, Trevor and Anne spent their first years in business living in a caravan at the back of the warehouse, building roll-top desks.

Their first desk was sold to an acquaintance who suggested Trevor start making them because there was nothing like them on the market. An order for two desks turned into five and Trevor and Anne were on their way, selling to furniture retail stores. Any money they made was put back into raw materials. Within two years Trevor had put on his first apprentice and he still works at Flamingo Furniture today, such is the high regard Flamingo is held amongst its employees. Outside of independent furniture retail outlets, one of its first major customers was Norman Ross, now trading as Harvey Norman.

Flamingo Furniture's next move was into occasional furniture, and then, pine bedroom furniture. The range of elegant products is manufactured to consistently high standards, a quality benchmark Flamingo Furniture has maintained to this day. Initially in the middle of the pine bedroom furniture market, Trevor and Anne moved into Australian hardwoods and fought hard to lift their product to the top end. The product was sold through Harvey Norman stores from the retail chain's inception

in the early 1980's, after Alan Bond bought Norman Ross from Grace Brothers.

Flamingo still sell five or six ranges of bedroom furniture through Harvey Norman and Forty Winks, products that have been in exceptionally high demand through COVID-19 as customers seek high quality furnishings. A traditional design Flamingo bedroom product is currently 40 Winks top selling item. More recently, Flamingo Furniture has successfully ventured into the aged care and commercial hotel and restaurant fitouts sectors with a range of products that include bedside tables, hall tables, buffets, and dining tables.

Flamingo and Biesse

Flamingo Furniture's partnership with Biesse Group started way back in the early 1990's with a Biesse Rover 346, an A-frame CNC machine, and a smaller Rover 321R cantilever CNC machine. Flamingo still use both 'pod and rail' (table) machines today. 20+ years is an amazing return on their investment and testament to the quality of the Biesse brand. Considering the fact that at one time a hundred packs of timber a month went through the factory, these machines have repaid Flamingo many times over. Brooke Winter, Trevor and Anne's daughter and current CEO said, "Our Biesse machines and the Biesse company have never let us down."

In addition to the two Biesse CNC machines, Flamingo Furniture also have a 12-year-old Biesse Akron 425 edge banding machine that will be replaced soon, mostly because of new technology. Rounding out the suite of Biesse equipment is a Selco wn240 beam saw that was installed only a month or so ago, replacing an earlier Selco that provided solid service over twelve years. Production manager Ian Stones and factory manager Paul Hammond, both long-time Flamingo employees have worked with Biesse Group over many years. They are in agreement that, "Biesse make our lives easier."

Production manager Ian Stones, CEO Brooke Winter, and factory manager Paul Hammond.

Biesse Rover 321R and Selco saw at Flamingo Furniture.





Flamingo Furniture is one of the most well-known and respected family businesses operating and enjoys a long-standing partnership with Biesse Group.

Brooke admits that over the many years their Biesse machines have provided reliable service to Flamingo, the machines have saved an enormous amount of labour and increased product throughput. In fact, Brooke estimates that production time without their Biesse equipment would be four times longer than it is now; an untenable situation that could put the future of Flamingo Furniture at risk. Ian said of their Biesse equipment, "It would be impossible to live without them." Pinpoint accuracy and the elimination of human error add to the underlying value of their investment with Biesse Group.

Brooke concedes that in time, Flamingo Furniture will need to upgrade their Biesse CNC machinery. She will consider all options but knowing Biesse as a reliable product and Biesse Group as a supportive partner is a compelling reason to continue their long standing and profitable association. Brooke says, "Because our furniture designs are so traditional, we've been able to keep our Biesse machines in service longer than most manufacturers. We haven't had a need to upgrade for technology and while over 25 years of service is a fantastic return on our investment, we will eventually need to modernise."

Over almost 30 years, Flamingo Furniture has had plenty of time to assess Biesse Group's service and support. Brooke says, "I can't fault Biesse's customer service. Their follow-up, their time frames, their communication is amazing. When we book in a service, they come when they say they're going to come and if there's a delay, they notify us straight away. We're never left in the dark. We have a lot of confidence in Biesse delivering the service they say they will provide." Ian adds, "It's fantastic, if we

order a stocked part before 2pm today, it's delivered the following day, they're very fast."

Three generations strong

Flamingo Furniture is a proudly Australian owned family company that will celebrate 40 years in September this year. Three generations of the Winter family, still working in management, furniture design, marketing, and production have built a business that is truly an Australian Icon. And for over half their history, Flamingo have relied on Biesse Group's leading-edge technology to provide a competitive edge while its competitors have largely fallen away. Brooke said, "With our range of bedroom furniture we largely stick with what we're good at, but our aged care and commercial furniture allow us to explore new designs. We often work with interior decorators and distributors to build new products that may be sold under their brand names. Our long-standing success can be credited to our modern Biesse machinery, good management and loyal employees manufacturing a superior product that has stood the test of time."

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Live.HOMAG online event reaches global audience



From 10 May to 10 June 2021, HOMAG presented over 200 live online events covering its wide range of industry-leading technology solutions.

With international travel opportunities still limited and health and safety a priority, the Live.HOMAG online streaming event helped bring the world closer to HOMAG's machinery and software solutions by presenting Live.Webinar, Live.Connect, Live.Explore and Live.Forum sessions that allowed participants to learn about the latest HOMAG technology, ask questions of product experts, and even explore a virtual 3D showroom.

Participants joined Live.HOMAG from over 90 countries around the world, and had the opportunity to watch over 50 different Live.Webinar topics, request one-to-one demonstrations on 16 unique Live.Connect topics, view expert discussions on the industry's most important new topics in four Live.Forum presentations, and hear from HOMAG product experts on innovations in six unique Live.Explore videos.

The future of woodworking was explored and discussed, focusing on three areas that are shaping the industry: apps and digital building blocks for workshops, production in batch size 1 and solutions for solid wood. HOMAG shared a focus on solid wood, together with WEINMANN, System TM A/S and Kallesoe Machinery, and presented their holistic solutions – from processing dry boards, through wood optimisation to constructing the finished house. Building with wood is gaining in importance worldwide, and during Live.HOMAG, the comprehensive solutions and expertise from HOMAG were shared in detail.

Combined with the success of this online event, and the continued progress toward re-opening, HOMAG is making plans

for an event this northern autumn that combines virtual and in-person elements at their locations in Germany. Details on this exciting new hybrid event will be shared in the coming weeks.

LIGNA.Innovation Network

HOMAG is also taking part in the digital event LIGNA. Innovation Network. The virtual event is being organised by Deutsche Messe together with the VDMA Woodworking Machinery Association from 27 to 29 September 2021 and is based on the focus topics of LIGNA. This includes, among other things, the transformation in woodworking by means of digitalisation and networking as well as the prefabrication process in timber construction.

"For HOMAG, LIGNA is the leading trade fair in our industry and we see the digital event as an important building block for staying in touch with customers and bridging the time until LIGNA '23. The insights gained from this event are also an important basis for the format design of LIGNA '23 in order to develop it further for the future," says Dr. Markus Vöge, CSO of the HOMAG Group.

As usual, HOMAG will be presenting machines, software and technical innovations at LIGNA.Innovation Network as part of the new trade show concept - consisting of a Virtual Expo, Conference and Networking. The holistic solution concepts will show both small craft businesses and large industrial companies how they can meet the demands of today and innovate for the trends of the future.

Left: Live.HOMAG delivered concentrated knowledge for the workshop and the production hall live from Horb and Holzbronn.

Centre: Live.Webinar - The HOMAG experts presented machines, technologies and production methods in the various application areas.

Right: Live.Connect - In personal and individual online demonstrations of the latest HOMAG solutions, the experts answered all questions.

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LT-2D3D laser templator revolutionises stone installers' business

When Adrian and Stephan Tiso bought a LT-2D3D laser templator to improve efficiencies in their Absolutely Marble-Us stone manufacturing and installation business, Stephan trained on the new equipment while Adrian continued traditional manual measuring.

They quickly realised that Stephan's installations were far more efficient and accurate. "He was getting it right first go every time," says Adrian. "We've bought two more LT-2D3D lasers

The LT-2D3D from Laser Products Industries USA is distributed in Australia and New Zealand by CDK Stone and is the next evolution from the LT-55 XL system.

It has a range of more than 5 metres, and excels when stonemasons and cabinet makers need to template vertical surfaces including splashbacks, walls, ceilings and shower enclosures. With the pull of a pin, the LT-2D3D converts from 2D to 3D, allowing the laser to swivel along its vertical axis and measure complete rooms including walls, floors and ceilings. Features such as sinks and splashbacks can be added in with the click of a button.

Setup takes only a few minutes as there's no need to clear existing jobs.

The software will export a 3D wire frame for CAD software modification, as well as standard 2D DXF/DWG files. It creates job files, estimates and shop sheets in DXF/DWG, PDF and CSV, will take and send photographs and enables customer sign-off on its tablet.

Jonathan Height, Joint Managing Director of CDK Stone, says the two principal benefits for clients are time saving and accuracy. "The laser is turning a drawing into a CAD drawing which is applicable to CNC machines from all machine suppliers. So instead of bringing a template back to your factory, checking that template in a kitchen scenario, making sure it's accurate and signing off on it, you're doing it all on the laser."

"Manual templating can take many hours, whereas templating with the laser can take less than half an hour and is accurate to one millimetre, ensuring all components of the benchtop fit perfectly."

CDK Stone has been promoting the LT-2D3D as an essential part of a stone mason's tool kit to ensure a safe environment for their staff and clients. There is no need to get hand tools out to trim benchtops on site or return to the factory for re-working to make inaccurate jobs install correctly.

The Laser Products LT-2D3D is easy to use with CAM and CNC machinery. It has extensive range and visibility - virtual 360° visibility for horizontal and vertical measuring from 5cm up to 61m, and gives precise measuring - 1mm accuracy for precise installs eliminating the costs associated with reworks. It has a built-in camera - reduces liability of job changes and existing damages with photos to include with job files. Includes tablet

"I'd never in a million years want to be without it."

and we don't measure a job without them. The accuracy is millimetre perfect and I'd never in a million years want to be without it."

"Our guys on site do not need to trim anything. They don't take restles, they don't have any grinding tools with them because they don't need them. Everything fits perfectly."



and stand, and optional CDK Stone training to use the product and software.

Massive time savings

Adrian Tiso says Absolutely Marble-Us is making “massive” time savings on the 50 kitchens its 30 employees complete each week. Jobs can be templated in minutes, and even complex jobs with curves or unusual shapes can be quickly and easily templated.

Three employees have been trained to use the Laser LT-2D3D. Basic training on the machine takes about two days but mastering the “curly little hurdles you come across on site” takes approximately two weeks.

CDK Stone supplied initial training, which is continued in-house with educational videos and resources from their website.

“Any stonemason or cabinet maker can be trained to use this laser,” Jonathan says. “The benefit of not needing CAD experience is that there’s no training required to learn the software based on another program. The general consensus amongst our customers has been that this tool greatly improves efficiency and allows them to complete more projects in the same amount of time. Recall for maintenance is insignificant compared to a previous product from another manufacturer.”

Seven of the last eight companies awarded Stone World Fabricator of the Year and many of the largest fabricators in the world have used this digital templating system. Some 6,000 systems have been sold worldwide.

Simple but robust design

The Laser LT-2D3D is made of impact-resistant, aircraft grade aluminium and comes with a hardshell case. Design is clean and simple, with no retractable cords or other accessories that can be easily worn or damaged. The battery lasts for at least 50 hours and can be charged once a week, meaning battery packs are not required on jobsites. Free software updates are provided for the life of the laser.

A SurfacePro tablet with laser templator software has a built-in camera for on-the-job photos and a lightweight, sturdy tripod has rubber footings to ensure stability and prevent floor damage.

The Federal Government’s instant asset write-off applies to the Laser LT-2D3D, however an accountant or tax advisor should be consulted. CDK Stone showrooms are located in Melbourne, Sydney, Perth, Adelaide and the Gold Coast; and in Auckland and Christchurch in New Zealand. Demonstrations can be arranged for prospective customers.

CDK STONE PTY LTD
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Adrian Tiso, co-owner of Absolutely Marble-Us, working with the LT-2D3D laser templator.



by Michael Smith

NZIA awards recognise structural and decorative merits of wood



Tahuaroa Function Centre: a light-filled timber build that sits among the native trees of the Waitangi Treaty Grounds is characterised by an extensive and sympathetic use of wood.
Photo: Simon Devitt

THE NEW ZEALAND Institute of Architects is a membership-based professional organisation that represents the country's 'architectural community'. It seeks to promote and celebrate outstanding architecture by holding a series of regional awards based on the institute's eight constituent branches – and across a number of project categories. Regional winners may then be considered for further honours at the national awards held later in the calendar year.

Last year's mainly online presentations and award announcements were a reflection of unusual times, and a new and challenging opportunity to tell the profession's story. Nevertheless, the return this year of celebratory live events was greeted by architects, designers, specifiers and builders alike with a great sense of relief.

Of particular note at the regional level are a number of projects that highlight the aesthetic qualities and structural advantages of wood ... as architects increasingly embrace creative ways to maximise its versatility.

Prominent amongst the winners in the Auckland/Northland region's public architecture category is the Tahuaroa Function Centre, by HB Architecture of Whangarei. Tahuaroa, or large open space, is a light-filled timber build that sits among the native trees of the Waitangi Treaty Grounds in the Bay of Islands. As a purpose-built event centre it has the flexibility to create three separate meeting areas, each with its own integrated technology controls.

The centre is fitted with a building management system (BMS) to monitor and alter temperature, humidity, and fresh air volumes based on occupancy levels. Positioned on the roof is a comprehensive network of solar panels, which store energy in lithium battery packs for 24-hour use – with any surplus discharged to the grid.

Tahuaroa is characterised by an extensive and sympathetic use of wood – from macrocarpa

battens and western red cedar cladding/louvre screens, to glulam timber columns/beams and radiata pine framing/plywood soffit linings.

Its distinctive timber elements create a deliberate contrast with Te Rau Aroha, its steel-framed, precast concrete-walled neighbour – a museum dedicated to telling "the story of the Māori commitment to the armed forces".

A standout in the region's housing category is Te Arai, by Fearon Hay Architects, a beach house on Northland's east coast that blends effortlessly with a nearby pine forest and sand dunes. Its two gabled 'sheds' recall the simple working structures dotted throughout the rural landscape. The judges noted the main dwelling and the guest accommodation were set apart to invite a connection with nature while journeying between the two. They went on to praise the informally arranged living spaces – "with shades and shutters used to layer light, views and privacy".

The dwelling's interior timbers were oiled to impart warmth ... a counterbalance to the unrefined nature of the cladding and roof, which given time will take on a weathered, silvery look.

Also worthy of mention in the same region is the Auckland War Memorial Museum refurbishment by Jasmx, FJMT, designTRIBE and Salmon Reed Architects - a winner in the public architecture and heritage categories. The judges enthused over the 18-month refurbishment of the museum's South Atrium (Te Ao Mārama) ... noting that it brings balance to the original neo-classical European architecture; and "embeds mana whenua [the indigenous people who have historic and territorial rights over the land] and Pacific narratives into the museum's civic spaces. Te Ao Mārama sets a new precedent and lays down a challenge to all who visit it to see their museum, and their heritage, afresh."



Upon arrival one's eyes are immediately drawn to Te Tatau Kaitiaki, a carving by renowned Māori artist Graham Tipene. Made from CNC-routed, river-salvaged tōtara, it depicts two female faces which represent "the first voice of welcome". Making the most of the atrium's expansive D-shaped foyer is the exceptional Noel Lane-designed tanoa bowl - clad in richly expressed Fijian kauri and now fully realised following its initial installation in 2006.

To either side of the bowl are corridors of warm tawa panelling, fins and columns. In due course they give way to the museum's original Tasmanian blackwood panels and doors ... and the extensive learning and exhibition spaces.

Meantime, leaving a lasting impression from the deep south is Long Low Barn by Sharon Jansen - Architect, a winner in the Southern region's housing category. The judges praised its two long gable forms, which "slip effortlessly past each other ... creating a visual journey rich in light, shade, openness and enclosure". Long Low Barn is the result of the architect and client's "mutual love of Japanese timber construction" – expressed most clearly in the decorative features of the cedar cladding, the large-scale roofing and wide eaves, and the window articulation.

The judges also commented on the meticulous attention paid to every detail from the interior timbers (larch and birch plywood) to the near-passive or low-energy strategies (including triple-glazed windows, under-slab/footings insulation, and the installation of Intello wraps with the double-skin timber construction).

Worthy of special mention from the Gisborne & Hawkes Bay region is the new terminal building at Gisborne Airport, by Tennent Brown Architects (in association with Architects 44 Ltd) - winner of a public architecture award. Ewan Brown, a director at Tennent Brown, says the airport was undersized and no longer suitable for modern-day air travel. "The team was asked to provide a terminal that would act as a beacon for Tairāwhiti, Gisborne ... one that reflected the cultural narrative of the mana whenua."

Passengers are welcomed at the landside and airside entrances by two pare (lintels), carved from tōtara by Tiopira Rauna. Inside, a 42-metre-long, CNC-cut, plywood tāhuhu (ridge board) features a manaia (mythological creature) designed by artist Sir Derek Lardelli. The tāhuhu runs the length of the concourse, combining beauty with functionality (services reticulation). ▶

Te Arai: recalls the simple working structures dotted throughout the rural landscape. Shades and shutters are used "to layer light, views and privacy".



Left: Auckland War Memorial Museum: the Noel Lane-designed tanoa bowl is now fully realised following its initial installation in 2006.

Photo: Dennis Radermacher - Lightforge

Right: Gisborne Airport: a 42-metre-long plywood tāhuhu (ridge board) runs the length of the concourse, combining beauty with functionality.

Photo: Andy Spain

▶ Brown says the terminal was designed to be Living Building Challenge (LBC) compliant – a rating tool that emphasises sustainability and product substitution to achieve a toxic-free status. On that basis, Tennent Brown researched and avoided so-called ‘red list’ building materials, which contain chemicals harmful to living creatures and the environment.

“With only 115 certified projects worldwide, LBC is highly aspirational – but is also what the world has to very quickly move towards to minimise rises in global temperatures.” He explains that LBC has seven areas of action: place, energy, water, equity, beauty, health and happiness, and materials. “There is a balance of the technical and the aesthetic ... but the goals are all challenging.”

LBC projects require an initial carbon analysis, which resulted in the architects altering the design from steel DHS roof purlins



and one steel portal to timber purlins and portals (achieving a significant saving of 38 tonnes of CO₂e).

“From the LVL trusses and timber beams to the wall framing, timber was specified as much as possible. Rammed earth walls [comprised of local greywacke] were also used ... in place of concrete. “Whilst certification might not be pursued, the key features of the building ensure this could be achieved at a later date.”

Perhaps most impressive of all the regional entries is the strikingly innovative Scion Innovation Hub (Te Whare Nui o Tuteata) by RTA Studio, in collaboration with Irving Smith Architects. A winner in the Waikato & Bay of Plenty region’s commercial category, the hub is effectively the front door to the Crown research institute’s campus – Te Papa Tipu Innovation Park.

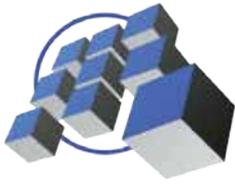


Te Whare Nui o Tuteata is cost effective, climate friendly, earthquake resilient, and fire resistant to prevent structural failure. With its distinctive three-storey diagrid wall frames manufactured from precision-cut laminated veneer lumber, and its glulam and CLT entry canopies, the hub is the country’s finest example of advancements in large-building timber technology.

Scion Chair Dr Helen Anderson says the hub is a big part of Scion’s redevelopment: “We are at a defining point for New Zealand, with the potential for forestry to fuel a bio-based and sustainable economy.” She adds that the institute’s work will help to transform society and the economy, “as we look to meet our climate change commitments”. ■

The Hub features three-storey diagrid wall frames manufactured from precision-cut laminated veneer lumber.

Photo: Sam Hartnett



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by Rob Ditessa

The story of bamboo

WELDING BAMBOO was the focus of an experiment that Dr Darhsil Shah conducted recently. He is a specialist scientist heading a team, in the Centre for Natural Material Innovation at the University of Cambridge in the United Kingdom, which is conducting world leading research on engineered bamboo.

Catching up AWISA Magazine with the latest, Shah says his team has been looking at digital fabrication, and using CNC tools to precisely cut engineered bamboo, for example, to design bespoke connections. "We have also, very recently, looked at friction welding bamboo, without the use of any adhesive, just simply rubbing two pieces of bamboo at high

frequency against each other. This is very hot stuff, literally. We are also doing work on welding wood at the same time. Hardwood seems to work better. The bamboo welding needs a lot more optimisation but is promising nevertheless, as it still did join, but the joint was not super strong."

At the moment engineered bamboo comes in the form of laminated boards which are between 5 and 50mm, and is used for durable flooring, worktops, and ceilings or similar. Although bamboo and timber are often commonly lumped

together, they are different, for instance, in their structure, and patterns of growth.

Bamboo is not wood. It is a grass.

In a lengthy and generous interview, Shah begins by explaining that his team has been looking at structural engineered bamboo in the form of beams, and columns.

They looked at a few different products. Laminated bamboo is made with strips glue-pressed and laminated in the same orientation to produce boards and beams. Scrimber is where bamboo is crushed and "densified" with lots of resin to produce a heavy reconstituted material. They also studied OSB (oriented strand board) type products.

His colleagues, Dr Bhavna Sharma, Ana Gatoo and Dr Michael

Ramage, says Shah, started this work several years ago. They tested beams over two metres in length to explore the effect of what they term "various processing parameters", including strip size, and orientation, of bamboo, and the effect on colour of the preservation treatment that removes sugar and starch. Caramelising gives a browner colour, and bleaching a more yellow colour. The team also tested for mechanical performance.

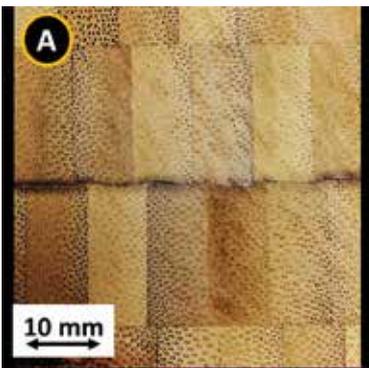
Beams, Shah goes on to say, are not the ideal efficient form of laminated bamboo. He explains in detail that this actually makes a lot of sense when you think of the natural form of bamboo. Reconstituting the strips into a solid block is doing the opposite of what nature's R&D got bamboo to do hundreds of millennia ago. Perhaps box-sections, I-beams, H-beams or T-beams may be more suitable.

The team found that laminated bamboo can be a replacement for engineered wood, for example, glulam. Shah says they found laminated bamboo is stiffer, has similar strength but is more brittle, having a lower failure strain.

At present, a key hindrance to the use of laminated bamboo, Shah continues, is the lack of standards guiding its use in the construction sector. He says, "As engineered timber, particularly Cross Laminated Timber, has been around since the 1990s, there are codes and guidance, but there aren't any building codes for laminated bamboo. Colleagues are working on an ISO code for engineered bamboo, and although these are based on timber building codes, there are some specificities. In fact, our research finds that engineered bamboo is better modelled as a fibre-composite than as a timber-like product. We have also been working on round-robin tests with universities across the world such as Graz University of Technology in Austria to produce a large database of results to ascertain statistical reliability."

His team has also developed new techniques for processing engineered bamboo. The industry uses primarily polyurethanes or formaldehyde-based glues for the lamination process. They found that the choice of adhesive is critical, and dependent on whether the bamboo has been caramelised or bleached. Bio-based adhesives, soy-based glues, seem to work well and

Dining area by House of Bamboo.



Dr Shah has also, very recently looked at friction welding bamboo – without the use of any adhesive, just simply rubbing two pieces of bamboo at high frequency against each other.



► are being adopted in the industry. While bamboo board makers are fairly conservative, producing mainly plywood-style products with orthogonally-oriented layers of materials, the scientists found that “there is value in exploring bespoke strip orientations, particularly in the range of between five and ten degrees, of off-axis loading.”

In Shah’s opinion there are limitations to the use of bamboo.

Bamboo forests account for about 1% of all global forests, and of the more than 1,400 species of bamboo in these forests, primarily two species are suitable for structural applications, ‘Moso’, which grows in Asia, and ‘Guadua’, which grows in South America.

There are also more specific limitations, he says, for example, to do with durability. Bamboo is a grass, and stores sugar and starch in its cells during growth, making it typically less durable than wood, as a generalisation, and therefore needs to be preservative-treated, which requires a lot of energy and is costly. Therefore, laminated bamboo is usually more costly than structural timber.

Bamboo will discolour with time, like wood, and so cannot usually be exposed. There is no ‘Accoya’ equivalent for laminated bamboo yet, he quips.

While bamboo does absorb more carbon per hectare of growth per year, its sustainability also depends on where it grows, and also the impact on biodiversity.

The use of the adhesives and chemicals in making engineered bamboo may be an environmental burden but this may not be very different to that of engineered timber products, which also require adhesives to glue planks of timber together. Though some forms of engineered bamboo, such as scrimber, have a very high content of polymer resin, up to 30% which is far from ideal, laminated bamboo has less than 5% adhesive.

The preservative treatment of bamboo is the more challenging aspect to overcome. “In some ways,

the energy required in that process makes me think of the energy required in the kiln-drying of timber, which can account for up to 90% of the embodied energy of sawn timber. If we can find alternate ways, we can make both bamboo and timber, both already sustainable materials, even more sustainable,” says Shah.

It was bamboo’s sustainability that impressed Jen Snyders’s father, a medical engineer, so much that he began importing bamboo products in the 1970s, appreciating its qualities before anyone had even heard of the term ‘sustainability’. Snyders tells how she came to understand its qualities and “the incredible potential of bamboo in making a wasteful construction industry more sustainable” while studying architecture at the University of New South Wales. In 2011, she joined her father in the family business she owns and runs today, House of Bamboo, retailing bamboo products ranging from poles to engineered bamboo cladding.

“We import them in the specs as required, largely due to the fact that we don’t have a bamboo industry here in Australia. Until we can master the manufacturing processes, to harvest and transform the bamboo locally, we will have to rely on countries that have been doing it for generations,” she tells AWISA Magazine.

And, Snyders adds, she is working with her friend, Durnford Dart, founder of Bamboo Australia, to create a bamboo industry in Australia. His farm is located in Queensland on the eastern seaboard that provides all the conditions to grow bamboo on a large scale. She continues that growing bamboo locally would not only contribute to economic growth, and soil restoration, but it would also make bamboo products cheaper, and thus more accessible.

At the first level, she says, the key is to educate designers, architects and builders about its capabilities, and to specify bamboo, to create the demand. Next, there is a need for investors to realise bamboo’s potential and invest in farms





to grow the bamboo and then in the industries to create the products from the raw material. Bamboo's growth cycle of five to seven years is central, and Dart has done a few feasibility studies which proved that bamboo is a viable option here in Australia, one for flooring, and one for edible shoots. She comments that if the timber industry can get funding, there is no reason why bamboo cannot.

There is no national peak industry body because there is as yet no substantial bamboo industry, says Snyders. "Internationally, INBAR [International Bamboo and Rattan Organisation, headquartered in Beijing and with 40 member countries] is the main reference but Australia cannot be a member of INBAR until it develops a bamboo industry. This is another reason why we are pushing for the creation of a local bamboo industry, so Australia can become a key player on the world stage."

Dart, whose interest in bamboo goes back to his childhood, has approximately 65 acres of bamboo plants consisting of some 250 species on his 130 acre farm, according to his website, and his business provides a consultancy service and sells a range of bamboo products from imported flooring, benchtops, and associated products such as bamboo veneers and lamelles to bamboo socks.

In a brief interview with AWISA Magazine focusing on the potential production and use of a bamboo based MDF-type composite, Dart says research in producing chip board and commercial production of large quantities of suitable bamboo is long overdue. He adds, "Over the past six months considerable interest has been expressed in growing and manufacturing bamboo as a timber replacement crop."

Asked to confirm that it is possible to use bamboo chips to make a product similar to MDF, he answers with a resounding, "Yes", and that this product could be used as a substitute in making furniture and cabinetry such as kitchen cabinets, he again answers with another resounding,

"Yes". What about cost? "At this time we do not have any costing, however, one manufacturer was inquiring last year and pretty sure that they would have numbers." What is stopping it being made in Australia? He says that at present there is insufficient material plus high cost of labour in harvesting, but cost-effective studies are being conducted. How would it compare with wood to work with in the workshop? "I guess this would depend on the compression of the chips, its density."

In her Botany workshop, Snyders uses standard equipment as in any wood workshop such as table saws, and CNC controlled tooling to work on the engineered bamboo she imports. All the CNC tooling handles the engineered bamboo perfectly fine, just like it does timber, she says. "Engineered bamboo is not necessarily denser. It depends on the process used to manufacture it. Engineered bamboo can either be laminated or strand woven which is similar to the difference between softwood and hardwood. If I was making a fence I would use strand woven bamboo, which is denser than laminated bamboo and very similar to hardwood, so I would apply the same standards, rules, and processes, as I usually apply when working with hardwood."

The end product from engineered bamboo, continues Snyders, has a similar lifespan to timber depending on where it is installed, how it is treated, and whether the required maintenance is carried out properly. "It is no different than timber. It only depends on how it is used. For example, bamboo decking needs to be oiled every 12 months which is what most timber decks require."

David Embury's interest in bamboo emerged from his business, Logan Leigh, which he established some 40 years ago, "laminating Australian hardwoods for benchtops for the kitchen and joinery industry". When he noticed customers bringing in bare bamboo benchtops for fabricating and spray painting for kitchen benchtops, Embury visited China to find his own direct supply that he

Noosa terrace by House of Bamboo.

House of Bamboo supplier's manufacturing facility.

David Embury in China.

House of Bamboo images supplied by Jen Snyders.

► then customised for his clients resulting in him establishing Bamboo by Logan Leigh.

Embury proudly recounts, "A large amount of good sized off-cuts were becoming available from the benchtop production that were ideal for stair-treads, and so we developed a beautiful bamboo staircase. After two years of testing at Newcastle University, we finally had success for a bamboo structural beam that was comparable in strength to a hardwood and softwood beam that it was tested against. The bamboo beam now has the testing rating and can be used on span tables for initially domestic use, such as staircases, alfresco, verandah, and portico. A small amount of confirmation testing would enable the beams to be used wherever other hardwood or softwood beams are used."

But Embury is hanging up his tool belt and selling his Bamboo by Logan Leigh business. "It is my greatest wish that I pass on the baton to a younger person," he tells AWISA Magazine.

Based on his experience, he says the workability of the engineered laminated bamboo is very similar to Australian hardwoods, and whether you are sawing, drilling, inserting screws or nails, and even sanding and spray painting, the bamboo works the same as Tasmanian Oak.

Reflecting on the feasibility of an Australian bamboo industry, Embury says that he has worked through the current challenges facing the supply of laminated bamboo slabs. "Presently the bamboo grown in China and manufactured into slabs is called 'Moso' or giant bamboo and is classed as a 'running bamboo' as opposed to clumping bamboo seen in Australia, and thus the need for us to import the benchtops from China at this stage." Embury hopes that in the future Australia will develop an industry from growing suitable bamboo that can be used for laminated products right



David Embury at Newcastle University, bamboo beam testing.

through to the processing of laminated slabs.

At the University of Queensland, Dr Cristian Maluk is doing world leading research. A material scientist, Maluk is Senior Lecturer and Director of Research in the School of Civil Engineering.

Initially, he got interested in developing engineering and fabrication techniques to make bamboo structures fire safe. But today, he tells AWISA Magazine, he is researching how bamboo can become one of many mainstream building construction materials used along with steel, concrete, and timber, for delivering hybrid load-bearing structures.

He describes as "romantic" the idea that new buildings will be constructed using only natural materials like timber or even bamboo. It is not practical, and his intention is not to replace traditional building construction materials with bamboo, but to be smart on how and when to use bamboo for getting the most out of it. That means using engineered bamboo to manufacture certain elements of a building structure that will work well in composite with other elements made of concrete, steel, or timber.

Modern laminated bamboo can have some excellent qualities when used as a load-bearing material, Maluk points out. "Be mindful that strength is not the only thing that matters when choosing a load-bearing material. Bamboo has an excellent

strength to weight ratio, an excellent stiffness to weight ratio, good fire performance, and also bamboo's sustainability and carbon capture credentials are like nothing else out there." ■

For more details on David Embury's plans for the sale of his Bamboo by Logan Leigh business, see the advertisement on page 83.



Bamboo by Logan Leigh, kitchen bench.



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BY HIDEAWAY

Meeting green goals: A reliable and energy saving solution

Master Benchtops – a specialist in the manufacture of laminated benchtops - has opted for a Kaeser compressed air system featuring an ASD 60 SFC rotary screw compressor with Sigma Frequency Control, to deliver a reliable and energy efficient supply of compressed air to its manufacturing facility.

Master Benchtops specialises in the manufacture of laminated benchtops. Located in Smithfield it is one of the largest postformers in NSW, delivering its customers with the latest innovations in edge profiles. For over 30 years, the company has been supplying the Australian woodworking, joinery and kitchen industry with a range of laminates consisting of over 2,000 colours and patterns.

Priding itself on providing high quality products and the best service available to its customers in a fast and efficient manner, Master Benchtops relies on not only a highly qualified and efficient team - but also high quality, efficient and reliable equipment.

An essential utility

Compressed air is an essential utility used throughout the manufacturing process at Master Benchtops. From powering the high-tech CNC's through to the beam saw, panel saws and bending machines - the list of applications that rely on a dependable and quality supply of compressed air at the facility is extensive.

Unfortunately the existing compressed air system at Master Benchtops was becoming less reliable with frequent breakdowns occurring. This prompted Managing Director Joe Chamoun to start investigating the compressed air supply further. As Chamoun explains:

“We were not happy with the existing compressor. It was not performing to our requirements

and we were experiencing more frequent breakdowns. When we started to look into this further we also found that the compressor was actually oversized for our requirements, and therefore it was also using more energy and therefore costing us more in electricity than it needed to.”

“As a company we are very focused on becoming green in every way. To us this means making every part of our operation as energy efficient as possible, and therefore using less energy to manufacture our products. Frequent breakdowns, increased maintenance requirements and the growing unreliability of the existing compressed air system - coupled with the fact that it was oversized and therefore not energy efficient - all led us to the conclusion that it was time to change to a better compressed air system. After researching a number of options, we contacted Kaeser Compressors for a solution.”

Opting for a greener solution

Kaeser Compressors then evaluated Master Benchtops compressed air requirements and recommended installing an



ASD 60 SFC rotary screw compressor with Sigma Frequency Control (variable speed drive) complete with an air treatment package.

The latest generation of ASD SFC series of Sigma frequency controlled rotary screw compressors from Kaeser deliver superior efficiency and save energy in multiple ways:

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Some of the technical advantages of the new motor design include near zero heat losses from the rotors, which keeps bearing temperatures noticeably lower. This in turn has a

positive effect on service life, ease of maintenance, as well as drive availability. Moreover, Kaeser's use of variable-speed fans in compressed air production systems delivers additional energy savings.

Controlled and monitored via the advanced industrial-PC-based Sigma Control 2 compressor controller, compressed air delivery is matched with actual demand. Moreover it uses dynamic control to keep costly idling time to an absolute minimum.

Delivering consistent results

The ASD 60 SFC series rotary screw compressor complete with an air treatment package, has been up and running at Master Benchtops now for some 6 months.

Chamoun concluded: "We're happy with the decision we made to invest in a Kaeser compressed air system. There's no doubt that opting for a Kaeser was not the cheapest option on the market. However, as they say you do get what you pay for, and for us that is proving to translate into consistency in terms of

the supply of air, the quality of the air and the reliability of the air. The compressed air system is also helping us meet our green goals and we're already seeing the result of its energy efficiency in power savings. In the end it pays off to opt for quality machinery."

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by Nicholas Ward,
HIA Senior Economist

Demographic shift created demand for housing

IN 2020, Australia experienced its slowest population growth since 1916. With a slowing in population growth we would expect to see a fall in demand for new homes and a fall in house prices. Instead, we have seen rapid house price growth and strong demand for new homes.

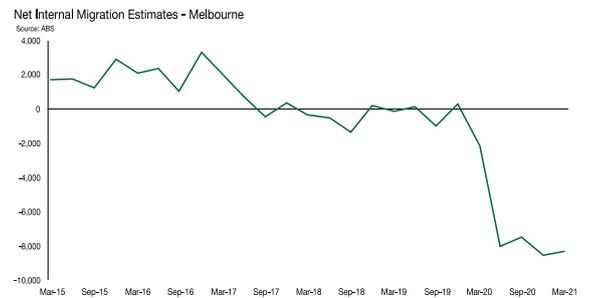
Exceptionally low interest rates are one driver for this seemingly counterintuitive outcome. Lower costs to service mortgages support buyer confidence, boosting demand and prices for new and existing homes. House price rises also reflect changes in Australian preferences that developed in the COVID-19 pandemic. In particular, many Australians relocated to areas where there is lower capacity to house them, pushing up prices.

Australia's population growth has averaged 1.5% for the past 20 years. With international borders closing to migration in 2020, population growth fell to 0.5 per cent for the year. The other source of population growth, births less deaths, also slowed with lower births.

But there are two significant demographic changes that offset the impact of this population slow-down on house prices.

Firstly, prolonged COVID-19 lockdowns in cities, workers' new ability to work remotely, and retirees deciding to change their

lifestyle, has driven Australians to move away from city living, and towards country living. There was also a shift away from the two most populous states towards smaller states. The sharpest change occurred in Melbourne: the number of people who left Melbourne to live in other parts of the country (including country Victoria or other states) outstripped people who moved to Melbourne by 26,000 people in 2020. This trend continued at the start of 2021. This compares to a net loss of only 500 people in 2019.



On the other hand in Adelaide, Perth and Darwin received a net inflow of 1,800 residents in 2020. This sits in stark contrast



to 2019, when these cities experienced net population loss of around 6,000 people. This sudden growth in population wasn't limited to the cities. The net inflow of people moving to regional Queensland, regional SA and regional WA was 16,000 people in 2020, compared to only 900 in 2019. This trend also continued at the start of 2021.

Overall, this shift in population saw people move away areas where available dwellings are relatively plentiful, to areas where they are less plentiful. There were around about 14,500 rental vacancies in Melbourne in December 2019, but only 8,500 rental vacancies across Adelaide, Perth and Darwin in December 2019. While this is typical for these cities, the speed and volume of new arrivals from Melbourne overwhelmed their markets.

When new residents arrive in areas where dwellings to house them are limited, significant price increases result. From February 2020 to July 2021, dwelling prices increased by 17 per cent on average in Adelaide, Perth and Darwin, and by 12

per cent on average in regional QLD, SA and WA. Dwelling prices fell by only 7 per cent in Melbourne.

Secondly, COVID-19 restrictions and new working arrangements have caused a change in preferences away from living in confined apartments and units and towards living in more spacious detached houses. This is facilitated by the shift to the regions, where detached living is remains far more prevalent.

From February 2020 to July 2021, the price of detached houses rose by 17 per cent, whereas apartment/unit prices rose by 8 per cent.

There have been other demographic changes that reduce demand for apartment living and improve demand for detached houses. Fewer tourists, international students and business travellers visiting Australia has likely had a larger negative impact on demand for apartments than other types of housing. On the other hand, returning Australian citizens are more likely to have sought a detached home. ■

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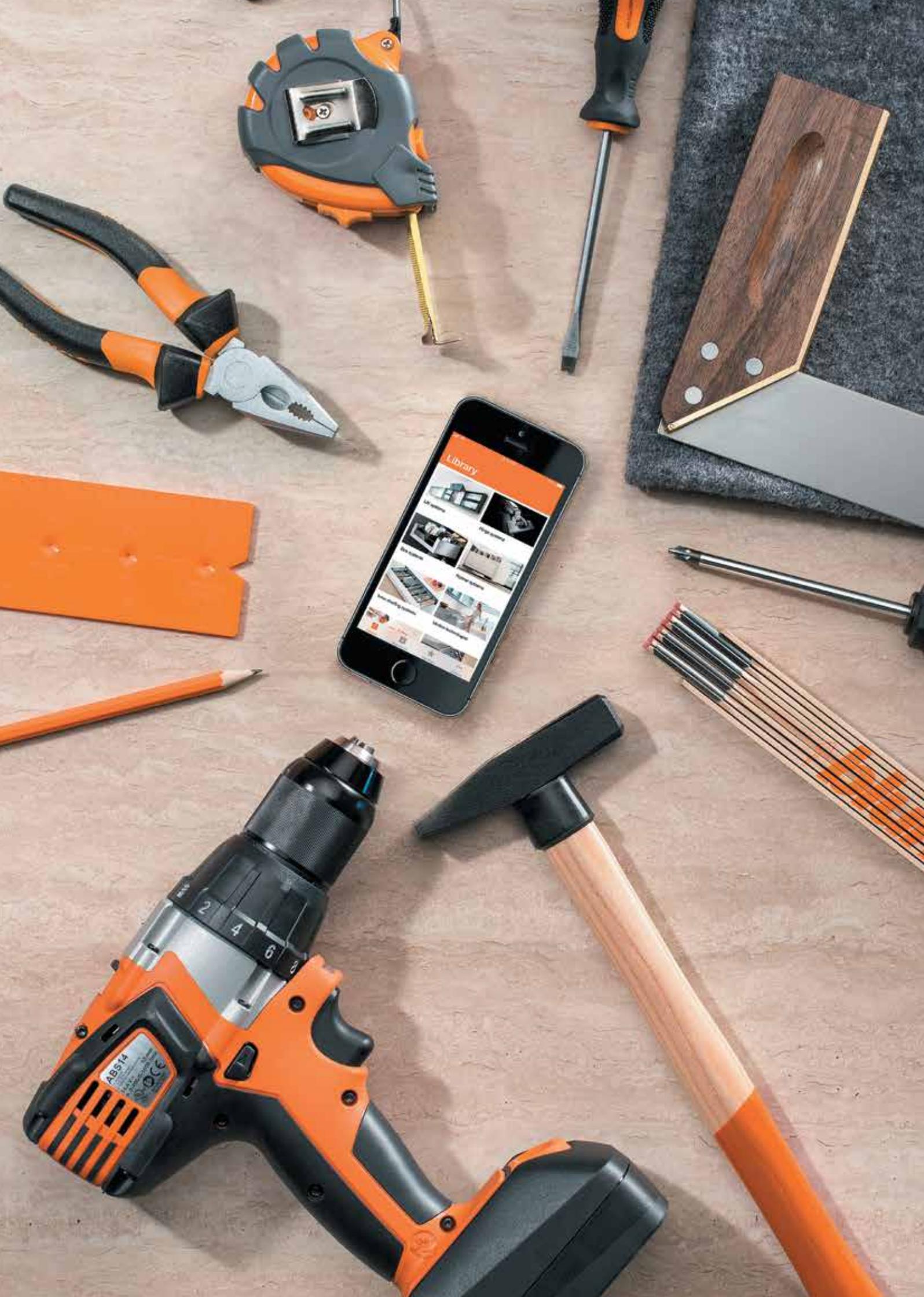
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[blum.com](https://www.blum.com)



Maroubra Synagogue

This is a continuation of the 'Gerstl and the forgotten Sydney Moderns' article on page 6.

SADLY, work on the Maroubra Synagogue was one of two major Gerstl projects, undertaken and managed by his son, that Michael Gerstl did not see completed, passing away only a few months earlier. The other project was the Hakoah Club in Hall Street, Bondi.

The Synagogue's architect was H A Buhrich, whose use of wood, a traditional material for this type of work, was described as striking. A report in the Australian Jewish News said deep boxed plywood beams carry the metal deck roof, and the Ark is also panelled beautifully with wood.

"The Ark has seven individually lit recesses for the Sefer Torahs (handmade copies of the sacred scrolls), which follow a most intricate shape created in wood panelling. Screens of both sides of the main platform carry symbolised Stars of David artistically worked out of wood," the report says.

Heinz tells AWISA, "One thing I'd like people to look at, because it's something that's a bit different, is the two Stars of David. Their design was nice but very intricate. When I first showed the design to our foreman when we got the contract, he turned it around, and turned it around, trying to get a concept about how to make them. He was my father's age, and



Photos: Rob Dittessa

Star of David, made by Gerstl.

had been in the business a long time, but he found it a little confusing. I went into the office and I cut up cardboard to make a small-scale model to display all its intricate layers. Today it's no longer futuristic, but 50 years ago, it was." ■

Heinz Gerstl at Maroubra Synagogue, 2021.



Seating at Maroubra Synagogue.

Interzum Award goes to AvanTech YOU

with Signature lighting

Accolade for outstanding design acumen

Taking the jury by storm, Hettich's versatile AvanTech YOU drawer system with its new design elements featuring integrated lighting has attracted the 2021 Interzum Award in the "High Product Quality" category for outstanding design merit.

The growing megatrend of individualisation is reinforcing customers demand for customised design flexibility in the kitchen and home. The drawer platform provides a plethora of design combinations in terms of colour, shape and material. Providing the option of giving drawers signature lighting, AvanTech YOU plays with attractive design features that tick every box when it comes to contemporary taste and style.

The Interzum Award spotlights outstanding design in terms of form and functionality. The slimline drawer side profile in a mere 13 mm with invisibly integrated front-panel adjustment function permits elegant, flawless design in any combination.

Equally, signature lighting integrates both elegantly and easily. Easily clipping into place, a designer profile illuminates open drawers on the inside in homogeneous LED light at 4,000K or makes an eye catching feature on the outside too. This is where stunningly lit glass inlays with polished or ground edges create lighting effects that are second to none. In each case, a practical rechargeable battery pack provides the necessary energy. There's no need for costly electrical connections, leaving high quality design with signature lighting to steal the show without any added cost whatsoever.

Hettich Australia is pleased the new Signature lighting range will be available soon to complement the AvanTech YOU drawer system.



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Creators of living spaces

Creating bathrooms for today, but more importantly for tomorrow, involves consistently rethinking bathroom series, regularly changing products, and continuously tracking technologies. With the 'HappyD.2Plus c-shaped', the bathroom fitter Duravit has once again managed to achieve this: a sink with a cabinet and two drawers, which now offers users more individual washing space options. By combining elegant design with innovative technologies, this 'world first' continues the Hornberg theme in a bright or dark colour scheme, incorporating the idea of elegant and expressive worlds of style. The HappyD.2Plus c-shaped has long been only one of the products with which Duravit combines comfort-giving technologies and timeless design, in the sense of an individual, holistic design of the bathroom living space.

Fully fitted from the Black Forest

The complete portfolio from the Hornberg-located Duravit ranges from bathroom furniture, shower trays and bath tubs, saunas, wellness systems, sanitary ware and bidets, to fittings, installation systems and accessories. The Black Forest-based brand manufacturer's range offers almost everything anyone would need to equip their bathroom. To be able to do this, the company works together with internationally renowned designers such as Philippe Starck, EOOS, Cecilie Manz, sieger design, Norman Foster, Matteo Thun, Phoenix Design, Christian Werner and Kurt Merki Jr. Thanks to this cooperation, unique bathrooms are created that sustainably improve users' quality of life. Currently, Duravit is working with sieger design to make the HappyD.2Plus c-shaped really special.

Globality as a path forward

Today a leading international manufacturer of designer bathrooms, Duravit was founded in 1817 by Georg Friedrich Horn in Hornberg, the Black Forest – a small factory that once

produced only earthenware dishes. The symbol of this origin is still the Duravit logo: a stylised capercaillie (a member of the grouse family), derived from the original logo of the earthenware factory. With the beginning of the 20th century, the company also included sanitary flushing products in its product range, since 1960 under the brand name Duravit. Now, the bathroom fitter maintains manufacturing facilities in Germany (Hornberg, Meißen, Schenker, Achern), France, Egypt, Turkey, China, Tunisia and India. The road to this internationality has been characterised to this day by a great dynamism. For example, in 1984, the majority of the shares of the Alsatian company Céramique de Bischwiller passed to Duravit, before it became a wholly owned subsidiary in 1991. One year later, the production of bathroom furniture began at the new location in Schenkenzell. In 1994 Duravit Sanitary Sanitärporzellan Meißen started production and in 2002, the majority shareholding in the Egyptian acrylic bathtub manufacturer Saniacrylic created the basis for the development of the new business area of bathtubs and wellness. In 2003, Duravit also expanded its activities in China with a joint venture. Two years later, a new production and administration building was opened in Youxi-Town, near Chongqing. Today, the former joint venture company is a wholly owned subsidiary and is known as Duravit Sanitaryware. The fact that the bathroom fitter is currently working according to the principles of industry 4.0 can be seen in Luohang/Chongqing, China, where its most modern ceramic factory started production in 2017.

Industrial production up to batch size 1

The expression of Duravit's production principles can primarily be seen at the Schenker site, where the company's bathroom furniture production is located. Geared toward industrial production in batch size 1, production here is carried out using a completely interlinked HOMAG system. Integrated





in the production concept are a storage system, two saws, a layer storage unit as a decoupling buffer, an edge processing machine with return conveyor, a sorting magazine and a stack station with robotic stacking. With the system networked via a production control system, Duravit is able to flexibly produce the bathroom furniture range – consisting of seven programs, each of which has a design adapted to a special bathroom series, as well as six other programs, which can be flexibly combined with several ceramic series – in different batch sizes.

These production principles show that Duravit is bringing together development strands that are equally fed by tradition and modernity. On the one hand, there is a company from the Black Forest, which is over 200 years old and uses traditional materials to create sustainable, lasting applications for personal hygiene. And at the same time there is a modern-thinking manufacturer that implements technological innovations and develops new product types. For the user, the focus is always on implementing ergonomics and functionality that are recognized as the best possible.

Working on the bathroom of tomorrow

The fact that Duravit is constantly working on the bathroom of tomorrow is also shown by an upgrade of the “c-bonded” technology, with which the washbasin and cabinet form a

seamless unit. In addition, there are extensions to successful bath series such as the “Viu/XViu” and “Luv.” These logical additions to the portfolio prove that Duravit’s consistent design language extends far beyond the individual products in the bathroom. Rather, the development process of ceramics, bathroom furniture and bathtubs run in parallel and combines into an overall design of classic modernity and new functions.

HOMAG machines used:

- STORETEQ S-500 storage system
- 2 SAWTEQ B-320 flexTec
- SORTEQ H-600 layer storage
- EDGETEQ S-800 edge banding machine
- LOOPTEQ C-500 edge circulation
- TLB 210 sorter magazine
- Stack station with robot stacking
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CAD+T: virtual customer meetings

launching this Spring

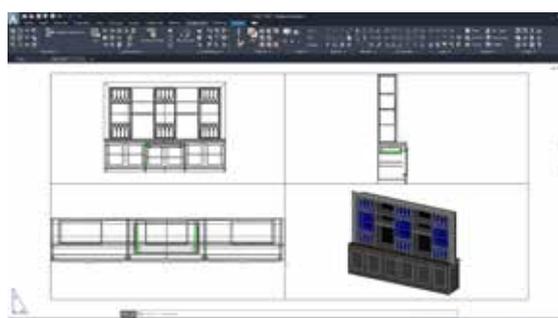


The CAD+T team.

This Spring, Austrian CAD/CAM and ERP software specialist, CAD+T will be hosting a number of virtual customer meetings designed to keep new and existing customers up to date with the latest product innovations and new releases.

With hundreds of free online places available - and limited site tickets available in countries where travel restrictions have been eased - interested parties simply have to register online to reserve their place. Participants will have an exclusive opportunity to discuss current market trends and product developments, explore new innovations and be the first to learn more about a brand-new software offering launching later this year which promises to streamline and optimise manufacturing processes even further. A full meeting agenda can be found online, with topics like Cloud Solutions and RFID taking centre stage.

Martina Schwarz, International Sales & Marketing Manager at CAD+T says, "With travel restrictions still in place for many and most face-to-face trade shows postponed until 2022 or later, we're inviting the industry to join us for our 2021 customer meetings. With both German and English-speaking sessions available and meeting dates available in October and November, participants will be able to exchange ideas with our industry specialists and be introduced to our new 2022 launches. It's a great way for us to present our products to a



wider audience and stay connected with industry. With over 100 places already reserved, we're looking forward to welcoming new and familiar faces to our virtual events."

To register attendance visit www.cadt-solutions.zohobackstage.eu/events

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Wood Tech expands CNC range

Chances are that owners of CNC machines have heard of Anderson or know a business that has one of these in the factory. Anderson has been around for nearly 50 years and is one of the pioneers of 'nesting' equipment and renowned for machine series such as Genesis, GS, Spectra and Selexx. Other innovations include the globally awarded 'magnetic linear technology' which powers the GS Series machines (claimed to be the fastest nesting CNC on the market). Today there have been over 1000 Anderson CNCs sold in Australia.

Known for its reliability, innovation, and longevity, Anderson has been exclusively distributed by Wood Tech in Australia for decades.

Last year Wood Tech's in-house design and engineering team created a new range of flatbed CNCs for the Australian market, with a very specific brief: advanced, high spec features that can cater to all budgets.

Released officially under its own 'Wood Tech' brand, the range has been a success with a magnitude of models sold in less than 12 months, and multiple reference sites in every state and territory.

Standard features on the flatbed machines include Italian-made HSK spindle, automatic rotary tool changer with 12 positions, 10 – 21 vertical drill block with optional loading and unloading systems and automatic label printing. 3 table sizes are available including 2800 x 1230mm, 3700 x 1200mm and 3700 x 1800mm. Machine specifications can be customised on request.

Wood Tech is proud to now announce new additions to its own brand range: CNC Pod & Rail and CNC Drilling machines. Find out more about Wood Tech's new expansive CNC machinery range.

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All on the same page

New Age Caravans isn't the biggest manufacturer of recreational vehicles but is amongst the best in terms of quality and customer service. To manufacture a superior product, consistently meeting the expectations of customers while supporting continuous innovation, New Age Caravans turned to Biesse for a CNC processing centre with onboard edge banding.

New Age Caravans operate out of two sites in the Northern Melbourne suburb of Epping in Victoria. Manufacturing caravans for a continually changing market ideally requires senior executives to work closely with production management to ensure the manufacturing equipment is not only able to keep up with demand but provides the company with scope to build a better, more functional, and appealing product with reduced operating costs. As New Age Caravans moves forward, its equipment needs to reflect its progressive values and so, early this year it installed a new Biesse Rover B 1684 edge CNC processing centre.

There was no hesitation when David Lawrence, New Age Caravans Site Manufacturing Manager recommended a new Biesse Rover B edge to his senior management; an endorsement based on many years working with Biesse equipment in Australia and New Zealand. David said, "For this technology we went straight to Biesse Group, we stuck with

David Lawrence with machine operator James.



the people we know and trust." New Age Caravans Caravan's General Manager for Sales and Marketing, Darren Swenson said, "Manufacturing locally has allowed us to build solid relationships with companies like Biesse Group that understand Australia's caravan industry."

David said, "At the moment the caravan industry is exceedingly busy. Due to the recent pandemic, people are staying home, and a caravan is for many, the ideal way to travel in comfort and freedom. For us here at New Age Caravans, advance orders are extremely high, so we're under some pressure to keep our production moving and efficient. It's not the best time to put a new machine into our production line, especially one as advanced as our Biesse Edge, but the people at Biesse Group understand our business and pulled out all stops to get us up and running as fast as possible. They were great."

A New Age Caravans of innovation

Basic CNC equipment is used widely in the recreational vehicle industry but there is often work that still needs to be done by hand, particularly on parts with rounded corners. Using basic equipment, these parts need to be edge banded by hand, a time-consuming and sometimes challenging process. The Rover B edge is an advanced technology double spindle 4-axis machine eliminating all hand edge banding on any radius down to 30mm. It has allowed David to re-design many of their cabinets with rounded, more fluid edges, and vastly improve the look and functionality of New Age Caravans interiors that is best described as 'modern apartment style aesthetic.'

Over the last two years at the New Age Caravans cabinet shop, David has reduced the number of basic CNC machines from six to two. David works closely with New Age Caravans senior management to ensure that any new equipment is able to increase output, reduce hand work and provide the expertise to further improve an already superior product. New Age Caravans management recognise that the flexibility, ease of use and recognised performance of new equipment is key to achieving their ambitious goals. David says, "Up to 30% of our recreational vehicles are special order so our machinery needs to be easy and quick to set up. We make a lot of individual parts and the Biesse bSuite software reduces what looks like a complicated task, to a few mouse clicks. But probably the best part is that I can simulate the job before it goes to the machine so there are no mistakes, no crashes and our production is uninterrupted."



One of the major needs for New Age Caravans was the ability to use PUR adhesive for edge banding. David opted for an external PUR adhesive melter to simplify the use of moisture-cure reactive polyurethane (PUR) hot melt adhesives. The melt-on-demand process uses only the adhesive needed, reduces thermal stress, and protects bonding characteristics of the unused PUR. David also opted for a blower to clean swarf from the trimming units on the large machine, capable of accommodating a 2.4 metre sheet on either end of the bed. To test the strength of the PUR, David took the very first edged panel and put it a week outside in all weather, a week in a freezer and a third week on his windowsill in the January heat. His verdict: perfect.

The experience

The customer experience with a significant investment like an RV is especially important to New Age Caravans. Likewise, the experience of purchasing and installing such a pivotal

machine as the Biesse Rover B edge was important to New Age Caravans. David said, "We have other machines from Biesse Group, and we are incredibly happy with them. We knew what we were getting but for a key machine such as a processing centre with on-board edge banding, we needed to partner with a company we knew we could rely on and Biesse Group did not let us down."

"Biesse took samples of our product to demonstrate to us we were making the right choice of machine, and to give us the confidence we needed to put in such a decisive machine in one of our busiest times. Biesse have a lot of experts who were able to match New Age Caravans' needs with the right machine. To be honest, with our current volume I could use another machine, ▶

New Age Caravans isn't the biggest manufacturer of recreational vehicles but is amongst the best in terms of quality and customer service.



▶ just like the Rover B edge," said David. New Age Caravans now has the confidence with their new Biesse investment to explore the potential weight savings with advanced materials, something Biesse and Walkinshaw Automotive Group, the new owners of New Age Caravans, knows a lot about.

David broached the subject of a new, advanced CNC machine to meet future demands late 2019 and placed an order in July last year. Incredibly, their machine was built to order and delivered in less than six months. Arriving in two containers, it took several weeks to assemble the machine and with only a week of training, David, and James; the primary machine

operator, were 'off and running' manufacturing parts, re-designing existing components, and developing new product. James had used CNC machines before but nothing like the Rover B edge. However, after only a month or so, he is able to handle the most complex work.

The journey continues

Walkinshaw Automotive Group is renowned for its high-performance and luxury GMH vehicles. Walkinshaw, an Australian icon, has integrated its unprecedented automotive expertise in engineering, design, and manufacturing to introduce new levels of innovation and know-how in manufacturing chassis for





the RV industry. The installation of the Rover B edge will enable David and his team to explore the same level of innovation with New Age Caravans RV cabinetry. New Age Caravans does not take half measures in its processes and the choice of Biesse production machinery reflects its progressive values.

Joseph Lucas, New Age Caravans Marketing Co-Ordinator said, "We are passionate about Research and Development. Every stage of our product's building process has been planned and pre-determined to ensure the highest standard of quality and efficiency." David agrees, "Before we received our Biesse Rover edge, our production was like every other manufacturer

of recreational vehicles. We now have the opportunity to be different, to innovate and offer our customers a better, more functional, and appealing product. Walkinshaw, New Age Caravans and Biesse; we're all on the same page."

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Introducing the NEW Signature Lighting Range

Hettich's versatile AvanTech YOU drawer system featuring a new design element the integrated Signature Lighting has won the 2021 Interzum Award for outstanding design merit. The latest new lighting feature for the AvanTech YOU drawer system will be available soon, offering even more options for individualisation.



Signature Lighting Range – Coming Soon



As individual as you: AvanTech YOU

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interzum

Award

High product quality



Technik für Möbel


Hettich

by Simon Hodgson

Interzum@home 2021

WHILE NONE OF US were able to take the biennial pilgrimage to Northern Germany this year and spend time with friends and colleagues walking the endless halls of Koelnmesse, Interzum was run virtually in 2021.

As they say in the classics - "the show must go on"

The virtual event posed challenges for organisers and exhibitors, but it also offered opportunities for them to reinvent themselves from an exhibition stand point. 'interzum @ home2021' (as it was named) drew to a close on Friday 7 May, with excellent overall results. For four whole days, Interzum proved that its digital edition could present relevant issues and provide a whole industry with fresh, creative inspiration.

Global megatrends such as digitalisation, individualisation, mobility and urbanisation were reflected in the presentations by the exhibiting companies. But while the industry tries to manage unprecedented consumer demand, the focus of Interzum this year was sustainability. In total, more than 10,000 participants from 132 countries were active on the platform.

In a 'closing speech' of sorts, Oliver Frese the Chief Operating Officer of Koelnmesse said: "The last few days have shown how creatively the industry approaches new challenges. It has been a tremendous experience. But for me, it was also an impressive demonstration of the relevance and attractiveness of the Interzum brand on the international stage. Like many other trade fairs, we have however seen that face-to-face contact is immensely important, which is why I view interzum @ home 2021 as a successful case study for Interzum's future hybrid orientation. I am firmly convinced

that Interzum 2023 will naturally have a strong physical presence here in Cologne, but its attractive digital offerings will make it even more valuable for all participants. Whether an event is purely digital or in person, my conclusion is that it is vital to have a strong trade fair with a global appeal in the right place at the right time – and Interzum is such an event".

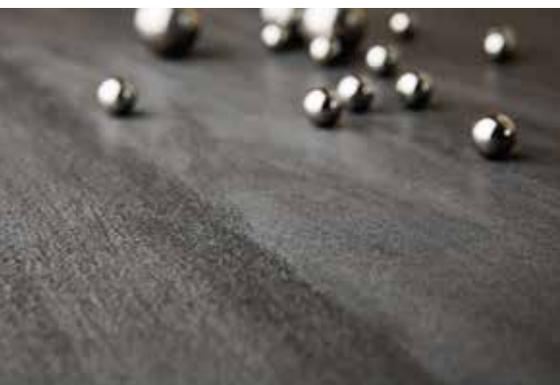
One of the many features of Interzum has been the Awards programme they run every show. And while congratulations are in order for the 'Best of the Best', there are often winners just below this category which, from a design perspective, deserve a mention. Here's a sample that really stood out in the last two shows going back to 2019.

Acta Mobilier has been in business for more than 30 years. Based in Monetau, a two-hour drive south-east of Paris, the company has a long history of developing products based on the needs of its customers. Of its 160 staff, the company boasts 13 product developers who are engaged to continually produce products that inspire. Acta offers a variety of products from doors, machined handles, chamfered ends to specialised paint finishes and it was one of these paint finishes that won the award. 'Concrete Metal' combines the elegance of metal with the graphic structure of concrete. A layer of concrete is manually applied to PEFC (Product for the endorsement of Forestry Conservation) and CARB2 (CARB2 is the United States-based air-quality standard designed to regulate formaldehyde emissions from composite wood products, including hardwood plywood and particleboard) certified MDF panels, which is then sealed with a water-based varnish containing metal powder. This provides the surface with a resistance to abrasion and scratches making it ideal for cabinetry doors. 'Concrete Metal' fronts are available in eight colours.

Acta has a long relationship with many of the powerhouse kitchen houses of Europe. Among its clients are Schmidt, Fournier, Zeyko, Allmilmö, Poggenpohl, Eggersmann, Leicht and many more.

The winner of the 'High Product Category' was Arpa Industries for its HPL range. Distributed in Australia by Nover, Arpa Industries has a long history in the design and production of many collections used in architecture, interior design, health care, naval shipbuilding, transportation, hospitality, retail and kitchens. In the kitchen, it is known for products including Fenix, Stones, Metals and Woodgrains. Since 1954, Arpa has been designing and producing a vast range of panels with

Arpa high pressure laminate.





high-quality HPL technology for a variety of end uses which are extremely diversified in both structure and aesthetics.

Arpa's decorative high-pressure laminates are produced in the 150,000-square-metre plant in Bra, in the Piedmont area of Italy, just south of Turin at the foothills of the Alps. The company's products are expressions of the original 'Made in Italy' creativity. More than 60 years of investment in research, advanced technology and personnel training has allowed the company to achieve a position of primary importance and a reputation for great reliability in international markets; a business characterised by competent staff, varied and excellent offerings, production flexibility and fast service. In addition to winning in the 'Best of the Best' category for its Bloom Technology (a process to dramatically reduce the amount of Phenol in its resins) Arpa was recognised with a 'High Product Quality' Interzum Award for its VIS technology for Arpa high-quality surfaces. This engineered surface has an increased wear resistance thanks to the use of mineral components. Because it also includes organic components, the tactile experience of the textures is also enhanced. VIS is offered with 20 exclusive decors and distinctive finishes.

This is Arpa Industriale's sixth and seventh Interzum Award - something of which Nover here in Australia is extremely proud. In 2011, the Naturalia collection won the 'Best of the

Best' award while FENIX NTM® received the 'Best of the Best' honour in 2015. In 2017, the HPL Losa finish was awarded the 'High Product Quality', while in 2019 the 'High Product Quality' was given to FENIX NTA and 'Kér' finish for Arpa high-quality surfaces.

Continuing the trend focussing on sustainability, Schattdecor's natural characteristics of its Flagstaff Oak product gained the company a 'High Product Category' award. Schattdecor is known as a company that places the environment and sustainability at the front of its business. Since 1985, and now employing 2800 employees in 16 countries, Schattdecor's corporate goals have always signalled a consistent protection of natural resources and a respectful attitude towards people, nature and the environment. The company's implementation of this philosophy is an important

Acta Mobilier's Beton product.



Schattdecor Flagstaff Oak.



Arpa high pressure laminate.

► investment in its future. The company only uses environmentally-friendly printing inks and resins which are practically solvent-free, thus protecting the health of its employees and the environment. Schattdecor ensures minimal emissions by using state-of-the-art production facilities, energy-optimised processes, and by continuously investing in environmentally friendly, future-oriented technologies. Implementing these forward-looking processes allows the business to act quickly and in a market-oriented manner. Water used during production and solvent-free paints are recycled after manufacturing so that they can safely be reintroduced into the environment.

This oak decor stands out thanks to its old wood look. Its special highlights are the striking cracks which are not black as usual, but silver. The result is a special 'tin' look that gives the decor a partial metallic character. Overall, it's a lively design which I love with a rustic look thanks to this special feature. It can be beautifully combined with furniture decor to add a refined touch.

Schattdecor produces many products across a variety of categories. A few interesting ideas include decors that have a watermark embossed into the finish as an invisible structure. Using an app to scan the surface, customers can access the decor manufacturer's app page that provides all the technical information about that specific product. There is even a surface with scattered hay that holds the smell of the hay – not too sure about that one.

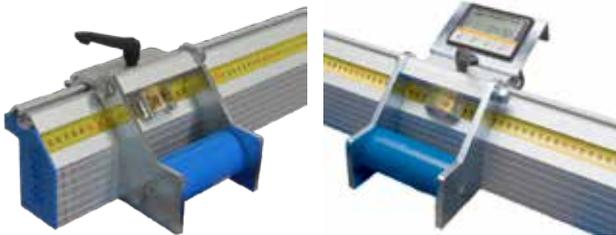
Interzum has been, and will always be, the show where trends are set and inventions released. And we tend to see how the design community embraces these products the following year at all the major design shows (when they are able to be held). Online will never be the same as being there, but Interzum@home 2021 delivered the best possible outcome available and, on a personal note, I offer my congratulations on a well-organised and well-run show. Here's hoping we will be able to enjoy a face-to-face event in 2023. ■

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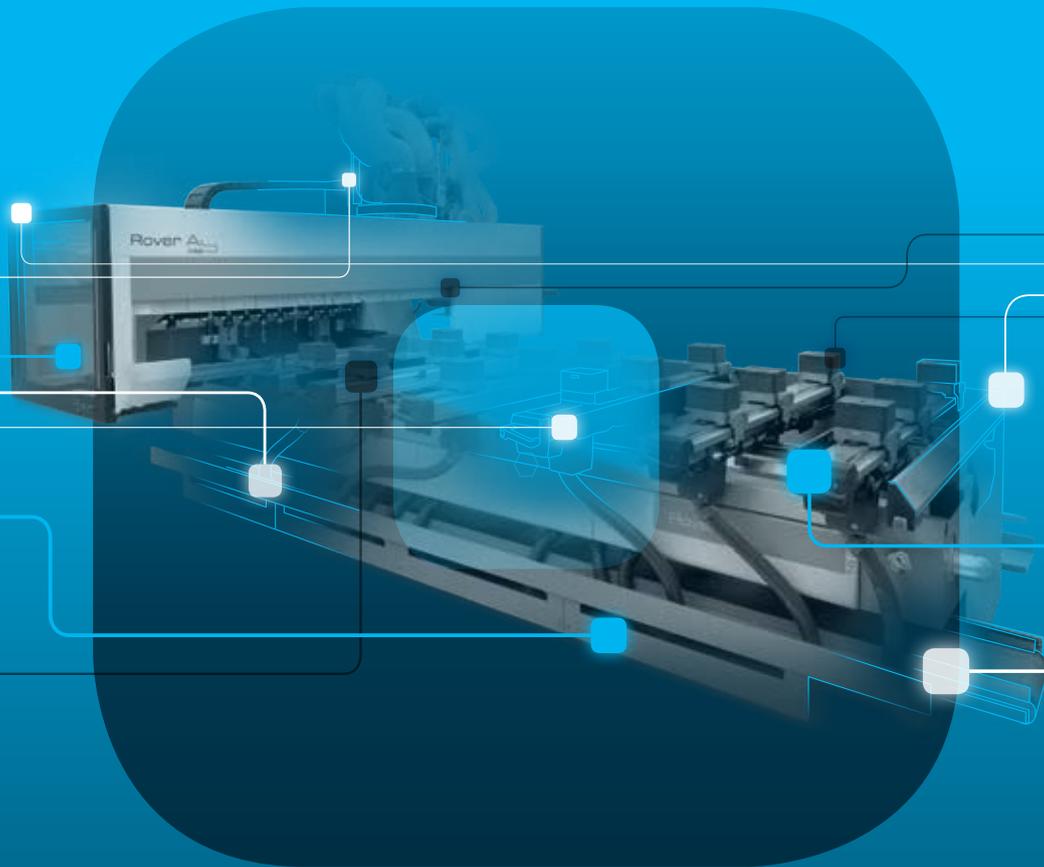


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 **BIESSE**

New range of SCM machining centres for solid wood

SCM is changing the 'rules of the game' for machining doors, windows, stairs and solid wood elements. At the heart of the new accord 500 and accord 600 models and the upgrade of the morbidelli m200 lies the need for customers to regain control over their time, making significant gains in productivity while still achieving excellent quality on finishing.

'According to wood': behind the claim chosen by SCM for the launch of its new range of machining centres for solid wood, lies the meaning and value of a project called upon to launch a new era in machining doors, windows, stairs and much more.

'According to wood' describes SCM's desire to provide a vast range of technical solutions that are even more effective and better performing, but above all 'designed by wood' because they have technical specifications and performances that are fully in line with market challenges.

At the same time, 'According' also brings to mind 'accord': a long history of successes and know-how like that of SCM's range of machining centres for drilling and routing, of the same

name, and which has been a benchmark for the industry for over 15 years. The same range is now being expanded and renewed from a completely new and strategic point of view, to stay abreast of the times and to rightly value customers' time, by optimising and speeding up production processes, while simultaneously guaranteeing excellent finishing quality.

New Accord 500/600 machining centres

SCM increases productivity by 30% compared to market standards thanks to the 'gantry' structure with closed frame that, in continuity with the 'accord' project, allows for sturdiness and precision to be achieved even at maximum advancement speed and with the most difficult machining jobs.

The routing speed is further increased and now exceeds 15 metres per minute with the new 5-axis KPX machining unit with 17 kW electro-spindle, designed to always allow the most complex operations to be carried out rapidly and accurately. Even the production cycle times are dramatically reduced with the exclusive BRC-S unit, that is even more flexible and

Accord 600.



Morbidelli m20



Accord 500.

compact and allows manufacturers to complete all the cutting, routing and drilling machining typical of window components.

Another significant new entry is the more than 100 tools readily available and easily ready for use with the new Caddy 35 storage, unique both for its capacity as well as its structure because it is integrated into the machining centre without increasing the machine's bulk.

A range, greater demand

The 'According to Wood' project is offered to the market with a range that fully satisfies the various production needs.

Accord 500 combines tradition, simplicity and compactness, without sacrificing high technology: Ultimate power, for wood applications, developed by the new 5-axis machining unit with 17 kW electro-spindle and the possibility of choosing a Pro-Space configuration without perimeter protection, that is ideal for those who do not have a great deal of space available.

Accord 600 is the project solution that involves no compromising on performance. With a view to reducing production times as much as possible in any application field, it offers a completely new, hyper-performing machining unit fitted with as many as 3 separate units. The 4-axis and JQX 5-axis electro-spindles, respectively from 21 to 13.5 kW with separate on-board storages, allow for tool change while the machine is running

and even during machining of the separate front unit, with BSC-S or head to drill, as required.

All aimed at saving time, which is the absolute key concept throughout the entire range.

Morbidelli M200 upgrade 'all-in-one technology' machining centre

The morbidelli m200 range, a benchmark for CNC machining centres across the globe, confirms its technical features as the most popular on the market, like its solid structure, its 250 mm component passage, its Prisma KT 5-axis and the FlexMatic table that ensures that not only all kinds of machining for panels can be achieved by also those for solid wood. This machining centre has now been enhanced with new features that are ideal especially for the production of window elements.

SCM Group is a global leader in technologies for woodworking production and innovation. Across the globe, the group's companies act as highly reliable partners to leading industries in a wide range of product sectors, from furniture to construction

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Easy Assembly app for AVENTOS

As homeowners and clients continue to pursue home and kitchen designs that promote both convenience and style, lift systems are becoming increasingly popular applications for overhead wall cabinets. Lift systems have the ability to create contemporary designs with uninterrupted lines, thanks to the possibility to accommodate large, wide fronts and thin gaps that blend seamlessly with base units.

AVENTOS lift systems by Blum is an ergonomic and functional solution and can suit almost every overhead storage application. With its award-winning design, AVENTOS brings ease to assembly, installation and 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 prevent any ducking and weaving around open cabinet doors.

The installation and assembly process for AVENTOS is made even easier thanks to Blum's EASY ASSEMBLY app. The EASY ASSEMBLY app ensures installers have all the latest installation and assembly instructions at their fingertips. The interactive application uses detailed images to help manufacturers and installers accurately position Blum fittings and carry out precise adjustments. The app also has useful assembly videos demonstrating individual work steps.

While Blum products are simple and easy to install, there may be varying factors that impact how some cabinet applications are fitted based on the preferences of each client. Depending on the AVENTOS application, lift mechanism positions will vary and will need to be calculated correctly to ensure seamless operation of the cabinet front. The EASY ASSEMBLY app is the perfect tool to help determine the correct location of the lift mechanism. It will instantly provide precise measurements to ensure that each application functions as intended.

A key feature of the AVENTOS lift systems is the ability for cabinet fronts to hold open in any position, regardless of the size or weight of the cabinet front. By adjusting the lift mechanism precisely to the weight of the front, it will stay exactly where it needs to, and it will always be within easy reach for closing. To find the right balance, cabinet makers can refer to the EASY ASSEMBLY app for instructions on increasing or reducing tension in the lift mechanism to ensure that cabinet fronts of any size or weight functions seamlessly with quality motion.



The EASY ASSEMBLY app presents information in several different ways, making it easily accessible for all manufacturers and installers. The free app includes an overview of all installation instructions, organised according to the product group, as well as installation videos that demonstrate each work step and displays adjustment options in detail. Lastly, there are the ever-reliable installation instructions, giving access to up-to-date assembly and installation instructions at fingertips.

Available and free to download in the App Store and Google Play, the EASY ASSEMBLY app can be managed and customised to suit the personal needs of each installer and manufacturer by saving frequently used information in 'Favourites' so the user can quickly find the most important items in clearly organised files. With installation and assembly information on all Blum products from box systems, hinges, motion technology and everything in-between, the app ensures that installers and manufacturers are supported throughout their projects to ensure they deliver the best quality product for all customers.

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AXILO™ XL by Häfele

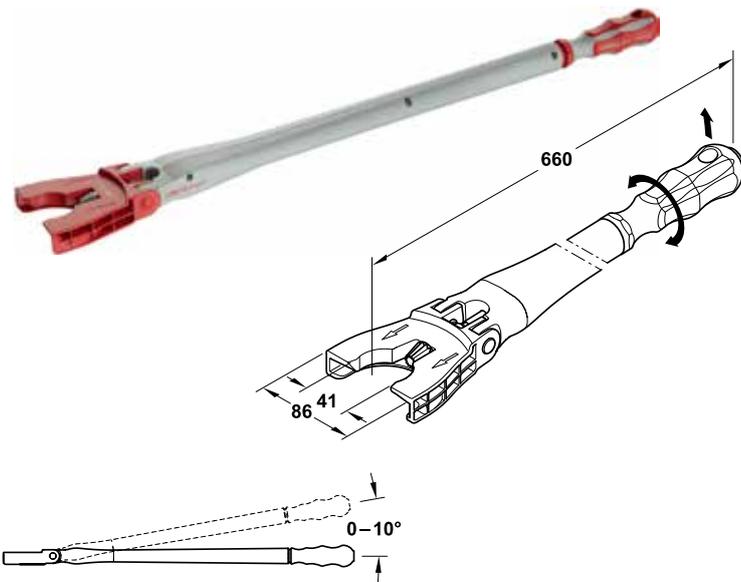


Häfele AXILO™, the revolutionary plinth system, now introduces the AXILO™ XL with a massive 70mm adjustment range. The 120mm leg can be adjusted by -20 to +50mm and when combined with the adjustment tool, makes for an ergonomic, uncomplicated and efficient leg system.

The combination of the adjusting tool and the plinth adjusting foot makes levelling a kitchen or a furniture item a simple, comfortable operation.

AXILO™ is ergonomic: no more bending over, crawling or stretching is required as the adjustment tool conveniently reaches the rear plinth feet with ease. It's uncomplicated as the adjusting tool can be operated from any angle and with its long reach users can even reach feet at the back of a corner base cabinet.

AXILO™ is the perfect plinth adjusting system with the range covering from 50mm to 200mm plinth heights.



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Staying cool on a hot topic

Chip extraction and tool cooling when processing composites and plastics

The machining of either thermoplastics or thermosets requires a variety of technical demands. A good surface quality and burr-free edges are often taken for granted. To achieve this, tools that allow a continuous flow of chips, avoiding multiple chipping, are necessary. During this process, the tools shouldn't overheat or become prematurely blunt. The tool characteristics such as the number of teeth, speed and feed rate are finely tuned to the variety of materials.

The patented AEROTECH technology takes an entirely new approach to stationary processing, the chip extraction turbine is placed directly above the milling tool.

AEROTECH is a tool holder (clamping device) with an integrated suction turbine. The airflow directs the chips into the extraction hood and maximises chip evacuation. At the same time, the airflow significantly cools the tool. This widens greatly the boundaries in plastics processing.

The tool holder generates an airflow with a speed of 80m/s, from the surrounding air, this cold air cools the tool. This is energy efficiency at its best and at the start of the process chain tool.

Three case studies where this technology is already in place:

1. When processing Plexiglas, Z1-tools with a drawing cut are usually used, in order to allow optimum chip formation. When using an AEROTECH, the number of teeth and therefore the feed rate can be increased due to the constant immediate removal of chips. Cooling adds additional time to the tool life. The drawing cut can also be replaced with a negative cut; this means that the protective Plexiglas coating can be cut simultaneously. When using a Z2 or Z3, instead of Z1 the processing time can be greatly reduced.

2. The main advantage of using AEROTECH when processing thermosets with a glass fibre content, is that the chip flow removal is improved, and therefore the number of respirable fibres in the surrounding air is greatly reduced. In addition, the permanent cooling of the tools cutting edge significantly reduces the rounding of this edge after a few linear meters. This in turn increases tool life and reduces burrs.

3. Surface milling is always a challenge when a high-gloss finish is required. At minimal feed, with a low chip volume, it is crucial

to optimise the cutting process. This means that the chips shouldn't be caught between the milled surface and the cutting edge. The AEROTECH removes chips immediately. This technology enables surface finish and Rz-Values (average roughness depth) which are at a polishing quality level.

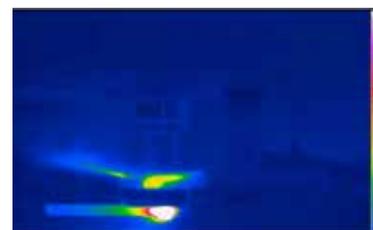
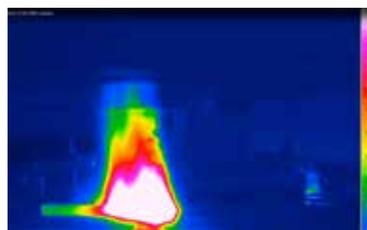
The AEROTECH technology is not a distant dream, it is an innovative solution for a market with a constantly increasing variety of materials needing to be processed.



The AEROTECH directs chips into the extraction hood which maximises chip evacuation and the airflow significantly cools the tool.

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Left without AEROTECH, processing with diffused dust distribution. Right with AEROTECH, clearly visible is the flow of chips to the extraction hood.



Left without AEROTECH, right with AEROTECH: The thermal image camera shows how strong the cooling effect is on the tool and influences machining.

Eurofit achieves another year of continued growth



Eurofit continues to grow, even during one of the greatest world-wide health crises, with cabinet hardware being in great demand.

In Australia, the current international travel market is almost non-existent. This has helped benefit the kitchen manufacturers, as household renovation activities increase and government incentives help drive new home builds dramatically. While many hardware distributors are struggling to provide goods, Eurofit has seized this opportunity to expand its business,

with its wide range of drawer systems and hardware lines. Its purpose built spacious warehouse has enabled it to increase its stock holdings to a historical level. Eurofit's strong relationship with its suppliers, has been invaluable in this present market environment, where stock is a premium.

In addition, Eurofit remain focused in being transparent providing excellent customer service, which has given its customers great confidence. When working with Eurofit, the time frame from its experienced warehouse staff to get the goods from warehouse to customers is world class. The high-quality service and peace of mind, enables customers to plan ahead and be confident that Eurofit can help in completing their projects, on time and on budget.

Furthermore, from the comfort of their home or office, customers can place online orders with Eurofit anytime, anywhere, safe and easy without having to go out. With the Eurofit website being so easy and friendly to use, it is only a click away from having the goods delivered to the customer's doorstep.

The opportunity to improve doesn't ever stop, with the latest designs in hardware. Eurofit has recently teamed up with CABMASTER to make its full range products available in CABMASTER software, making manufacturing even much easier.



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The sustainable way of waste management in the woodworking industry

Paarhammer is a Victorian manufacturer of European style windows and doors and it could be assumed that one of their most essential items is directly involved in the manufacturing process. But in Paarhammer's case, the essential component is a waste management system that produces briquettes from sawdust and off-cuts. "At the moment it's the most essential item in the business," managing director Tony Paarhammer said.

This recycling system allows for an incredibly wide range of sustainable and profitable benefits and constitutes an integral part of Paarhammer's sustainable manufacturing ideology. Paarhammer's award-winning products are the result of more than 30 years of experience and range from the highest energy-efficient windows made in Australia to bushfire-proof windows.

Immigrating from Austria in 1990, Tony and Edith Paarhammer started their business in a garage manufacturing fine furniture and European style kitchens. But one year later, their focus shifted while they were building their new home. Tony and Edith were surprised because "we couldn't find any European style windows in Australia." Because of Tony's background in window making, they decided to take matters into their own hands, and the idea of manufacturing European style windows in Australia was born. From the beginning, Paarhammer grew rapidly and for the 20th anniversary in 2010, the company moved into a new purpose-built factory.

A philosophy of sustainability enabled by WEIMA

The construction of this factory was driven by Paarhammer's ideology of sustainable production. It is powered by an almost 100 kW photovoltaic solar system, efficient light-management which reduces electricity needs, and water tanks to supply the factory.

But the most important component to fulfil high sustainability goals is the waste management system that consists of the WEIMA WL 4 shredder and the WEIMA TH 814 briquette press. With this system, "we reduced our waste by 95%," Tony said.

Tony decided for WEIMA's machines mainly because of the company's local presence in Australia through CEMAC technologies. "The local support was the most essential," Tony said about his decision process. Additionally, WEIMA convinced with over 30 years of experience in manufacturing shredders and presses for the wood-working industry.

Since day one the system with shredder and briquette press works efficiently in Paarhammer's factory. Sawdust is separately accumulated by the duct of every producing machine and is then diverted into a hopper from where it flows into the briquette press. Meanwhile, the WL 4 shreds larger wood off-cuts into small wood chips and thus makes them suitable for the press. The TH 814 briquette press then finally presses the sawdust and the wood chips into cylindrical 80 mm diameter briquettes.



“What we would have had to burn or pay to go to a landfill, now gets pressed into briquettes,” Tony said.

Because of the briquette press, Paarhammer now has only 1.5m³ of waste a week, while generating 4 tonnes of briquettes in the same period, thereby reducing landfill by about 2000m³ per year.

“The mixture of all this dust, shavings from the planer and the wood chips is almost the ideal mixture to make a compact briquette,” Tony said.

Sustainability meets profitability

Recycling sawdust and off-cuts is not only sustainable but profitable. While Paarhammer uses 30% of the briquettes to heat parts of the factory with a hydronic heating system, the remaining 70% are sold to local residents.

A revenue Tony described as a “nice thing on the side”, and money he did not expect. Therefore, Tony exceeded his original calculation of return on investment by two years, which reduced it to less than five years.

Yet, WEIMA’s shredder and briquette press are not only profitable because they generate revenue, but they also save money. First, by reducing heating costs due to the usage in the hydronic heating system. Second, the combination of dust extraction, shredder and briquette press helps with

housekeeping because it reduces the amount of waste or off-cuts lying around in the factory.

“All that is fully automatic,” Tony said and added: “We save probably one labourer wage a year in not having to deal manually with all this waste and we got a very clean, well-organised factory.”

Because of the huge environmental and monetary benefits, Tony highly recommends this waste management system because sawdust and off-cuts are “basically a good resource”. In the end, WEIMA’s shredder and briquette press help Paarhammer to make use of this resource within a multifunctional system that not only heats, cleans and saves money but also generates a side revenue.

WEIMA is represented in Australia by CEMAC technologies.

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Nover is now stocking a range of Trespa® Miteon® panels for use in alfresco

applications. The external performance of Trespa® Miteon® provides peace of mind when manufacturing alfresco kitchens or any cabinets exposed to the elements. The product is weather resistant and colour stable, low maintenance and easy to clean, solid and sturdy, and comes with a 10- year warranty.

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- new date for 2021 ACFA National Industry Awards

IN A POSITIVE MOVE for the industry, Australian Cabinet and Furniture Association (ACFA) has rescheduled, not cancelled, the 2021 National Awards Night - moving from September 2021, to February 2022. The decision to reschedule the event was made in light of the unpredictability surrounding COVID-19 in Sydney.

ACFA's CEO, Dean Brakell explained: "One of the aims of the National Industry Awards is to bring people together, face-to-face, to celebrate the industry and outstanding achievements. The wellness of everyone attending the Awards is our number one priority and after careful consideration, the 2021 September date provided too many uncertainties."

Snag bragging rights, 20+ categories up for grabs

The new date, 11 February 2022, provides the industry with time - more time to nominate for an award. Nominations will be accepted through to COB Friday 1 October 2021 for projects completed between 1 July 2019 and 30 June 2021.

Is the prospect of gaining bragging rights across one or more of the 20+ award categories tempting? ACFA accepts multiple entries in each category. No need for an entrant to play favourites across their projects. They can turn the heat up on their competitors and enter them all.

The three key awards - Design of the Year, Cabinet Maker of the Year and Outstanding Achievement of the Year - are announced at the Gala Award Night in February 2022 - chosen from all submitted nominations.

What's in it for entrants

The National Awards is an opportunity to benchmark a company's work against the work of industry peers. Achieving a 'Finalist' or 'Winner' status as part of the Awards can be invaluable for a business. It cements a company as one of the best in the nation.

Additionally, it provides entrants with limitless promotion opportunities generating awareness of their company. They

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can shout their achievement from the roof top, or at least to the local media, who may print an article about them. Receiving a write up from a third-party source is valuable exposure for a brand, it could be all it takes to build consumer confidence in a company over a competitor. Also let local radio stations know, they may offer an on-air interview opportunity, giving even more exposure.

Entrants can build anticipation with social media followers by revealing they are a 'Finalist' and built up excitement leading into the 'Winner' announcements in February. They should also ensure that their websites mention their accomplishments. Everyone loves a winner, or potential winner.

Don't just take ACFA's word for it. COS Interiors, Director, Adam Cordy, 2019 Cabinet Maker of the Year confirms "The awards help us showcase our workmanship and give us affirmation we're on the right track, and that we take pride in our quality cabinetry and service to our clients."

The judging process

The independent expert judging panel consists of industry representatives who have a strong knowledge of the industry, operations, manufacturing and trends. Bias towards any person or company is controlled through the 'blind' judging process - any reference to a company or person is removed from the material the judges' review. This ensures every entry is evaluated on equal grounds. Judges assess each entry on three main criteria - design, functionality and innovation.

Finalists status

Finalists will be announced in late October and provided with a logo to confirm their prominence in the National Awards, allowing ample time and opportunity to boast their status.

The National Awards is open to every company in the industry sector, with ACFA members receiving special pricing on their entry fee.

Gala night dinner tickets now available

Drinks, laughter, reveling, dancing, and networking - all come together at the Gala Awards night. It's the industry's night of nights. Join the celebration by booking tickets today at www.acfa.net.au. Limited tickets available.

Queries regarding the awards can be directed to awards@acfa.net.au or call 1300 342 248. ■



Rescheduled key dates:

Entries close: 1 October 2021

Judging: October 2021

Finalist announced: Late October 2021

Awards night: 11 February 2022

Inside the new Hettich showroom in Perth

Now open, the new Hettich Showroom is nestled among over 350 displays at Home Base, the largest building, renovating, landscaping, and decorating centre in Australia. This thriving design destination showroom is set to inspire, designed to create in taking the stress out of choosing the right inner workings of home projects.

Visitors can explore the latest products and innovations from Hettich that can be featured in their new homes, including a wide variety of waste systems, cutlery organisation and WingLine bi-folding doors.

When they touch and feel the wide variety of materials, they will see first-hand the quality of finishes as a result of partnering with Precision Cabinet Makers and some of the best suppliers in the industry.

The showrom is located at Home Base, Display 3, 55 Salvado Rd, Subiaco. Open 7 days a week - Monday to Friday 9.00am – 5.00pm, Saturday 8:30am – 5.00pm and Sunday 10.00am – 4.00pm.

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FELDER FORMAT 4

Best-selling Kosara Softclose waste bin now available in extended sizes

Additions have been made to the Titus Tekform range of Kosara Softclose waste bins. Previously only available for 450mm cabinets, the large capacity twin bins are now also offered in 300mm, 400mm and 600mm configurations. The best-selling pull-out waste bins feature a modern anthracite finish to complement all kitchen styles and fitted metal lid with a non-slip mat cover to double as storage shelving.

With capacities of up to 94 litres, the versatile Kosara bin is door mounted with a 45kg undermount runner system and 6-way adjustment.



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In-drawer and pop-up charging solutions

Available now at Wilson & Bradley is the range of in-drawer outlet and pop-up charging solutions from Docking Drawer.

Invented in the US, Docking Drawer is a market leader in in-drawer electrical outlet solutions. Simple and easy to install into any type of drawer, these innovative solutions are designed to eliminate benchtop clutter and create functional and purposeful workspaces by charging and powering everyday devices while they remain plugged in, out of the way and always ready for use.

Able to be used in various locations around the home including in the kitchen, bathroom, bedroom and office these solutions feature interlocking safety features and are available in a variety of finishes and configurations to satisfy any need and complement every style.

The range available at Wilson & Bradley features the Docking Drawer Duo and Trio charging outlets as well as the Docking Drawer Pop-Up power points. All solutions are available in both black and white.

The Docking Drawer Duo charging outlet solution creates inspirational, functional and organised spaces with in-drawer outlets. Able to charge up to four devices at a time, the USB drawer plugs are ideal for charging various devices including cell phones, tablets, fitness trackers and more.

Equipped with two USB ports and two power sockets, the Docking Drawer Trio has the ability to power and charge up to four devices at once, creating the perfect in-drawer powering station for hair dryers, curling irons, kitchen accessories and more.

The Docking Drawer Pop Up outlet is the perfect hidden power source. The retractable unit easily hides in workbenches and has the ability to power up to three devices and charge up to two through USB and one via wireless charging.



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by Aaron Crees
Jobman Pty Ltd

Top 5 benefits of a CRM for manufacturers

Manufacturing CRMs (short for Customer Relationship Management) are software tools that store customer data, track orders and customer preferences, sync with accounting software, handle purchase order requirements and more. CRMs enable better interactions between manufacturers and their customers.

They make for better business, all the way from the supply chain to after-sales support.

If you're one of the Aussie manufacturers – and there are many out there – who think you only need a basic CRM to do business, then buckle up. We're about to take you through 5 powerful ways a CRM will transform your manufacturing business.

1. Close more sales

Sales teams need more advanced tools than charm and a good handshake to win business. A CRM centralises customer data and interactions into a single system, so salespeople can call up the information they need to make a good impression and track the lead more closely.

The result? Fewer dropped leads, a smoother sales pipeline, and more deals through the door.

2. Increased customer satisfaction (and retention)

Once you've closed a sale, you want to keep those customers coming back. Increasing customer retention rates by just 5% can boost profits by up to 90%, which means a bigger margin for your business and more chance to grow existing accounts.

Happier customers are simply better for business.

Jobman's CRM features enable you to balance your existing client book while still winning new business. For example, you can categorise customers according to your business structure, sync order details to purchase orders and production software, and control design specifications to ensure every customer feels like the most important person in your life.

3. Supply chain visibility

CRM benefits extend beyond customer interactions when you combine CRM and ERP data. Linking supplier, inventory, production and distribution data to customer interactions means you suddenly have visibility across 100% of the supply chain.

This kind of supply chain intelligence enables better production planning. You can manage ordering based on sales forecasts



to ensure you have enough raw materials at the ready without overstocking.

4. Accurate sales projections

Manufacturing CRMs paired with a fit-for-purpose ERP take the guesswork out of sales projections. By accessing the wealth of order data available in Jobman, you can forecast more confidently:

- Identify popular items
- Spot busy periods
- Leverage long-term trends
- Assess your current sales pipeline
- Find and eliminate bottlenecks causing lost sales

5. Smarter, simpler production planning

Capacity planning without a CRM is like going on a road trip without a GPS. Sure, it's possible, but it's incredibly inefficient and sure to drive your stress levels through the roof.

Jobman's connected CRM enables you to plan for the weeks, months and years ahead more confidently. Planning production schedules based on sales forecasts and locked-in jobs means you can group similar jobs for efficiency and budget for growth instead of playing the cashflow guessing game.

Better together: CRM and Jobman ERP

It doesn't take an advanced degree to drive a CRM. But if you want to close more sales and streamline your production process, you will need to invest in the right tools for the job.

Jobman is an ERP system for manufacturers and cabinetmakers with CRM features specifically designed for our industry. Unlike off-the-shelf CRM systems, Jobman is designed to help manufacturers grow with confidence.

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Flexijet releases free companion software

FlexijetViewer

The Flexijet 3D laser measuring system combines fully featured 3D CAD software with award winning innovative laser measuring hardware. The FlexiCAD software is the 'brains' behind the entire system collecting measurement data wirelessly from the Flexijet device and translating it into a visual 3D or 2D CAD model. The drawn CAD model includes all laser points and photographs of each of the points measured. This innovative feature enables later investigation of measurement point locations when the user is off-site or back at the office. Previously this ability was only available when native Flexijet files were viewed in FlexiCAD software. Exported CAD models in DWG or DXF would lack the embedded photographs as they were incompatible in these formats. If the workflow required the native Flexijet files to be forwarded to the design team for post processing, additional FlexiCAD software licenses were required to view these files. That is, until now.

The Flexijet software team in Germany has now released the new free 'FlexijetViewer' software application which enables anyone to view native FlexiCAD files. FlexijetViewer offers the

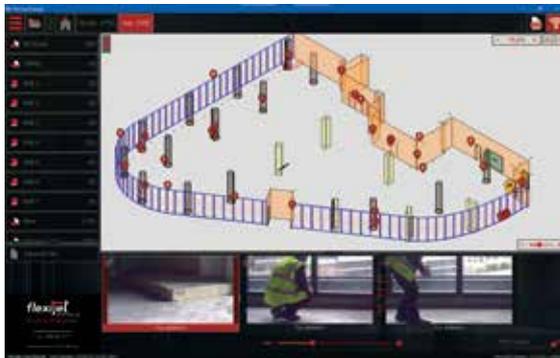
ability to view measurement drawings with all included photos and measurement point images. Additional data can also be added to the measurement 'package' in FlexiCAD such as DXF exports, design plans or quotations in any file format. In one simple package an entire collection of files can be forwarded to colleagues or customers for viewing and approval in FlexijetViewer.

FlexijetViewer is available free for both Windows 10 and Mac OS operating systems... a perfect companion to the Flexijet 3D software. For further enquiries, a face to face or online Flexijet 3D demonstration, call Flexijet Australia.

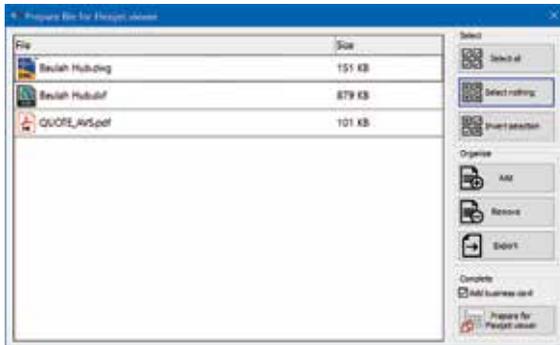
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Each photo can be viewed in greater detail if required.

The FlexijetViewer interface. The interface shows the 3D Flexijet drawing, drawing layers, measurement points and the linked photographs of each measurement point.



Users can 'package' exported CAD files (DWG or DXF), PDF, Ms Word or any other file format into one packaged Flexijet file to forward to the design team, production department or client.



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Groundbreaking ceremony in Schopfloch: HOMAG Group invests in building extension



With the groundbreaking ceremony in Schopfloch, the building work for an extension at the HOMAG Group officially began on 7 July 2021. The company is investing around 10 million euros in expanding and modernising its production capacities. The new building is part of the largest investment program in the company's history.

The extension, measuring approximately 6,700 square metres is planned to be used for assembly and shipping. The HOMAG Group is thus combining the activities which have to date been decentrally managed at its Schopfloch plant. CFO Rainer Gausepohl explained in his speech that the plan is to close down some of the current assembly sites outside Schopfloch and to reduce external warehouse space. "We will thus save rent and transport costs. But the biggest benefit of the new building lies in the optimisation of processes and an improved material flow within the plant."

Aside from the HOMAG Group's management team, the Freudenstadt district administrator and Schopfloch's mayor were also keen to be part of the groundbreaking ceremony. Administrator, Dr. Klaus Michael Rückert, highlighted the great significance for the region of companies such as HOMAG. "HOMAG operates around the world with numerous plants and locations for sales and service. We are pleased that the company's current investment also shows a clear commitment to its roots here in Schopfloch."

The new extension is due to be completed by early 2022 and is scheduled for gradual commissioning over the first six months of 2022. The building extension is the beginning of the largest investment program in the company's history, set to support the HOMAG Group's growth trajectory.

HOMAG is part of the Dürr Group. The Dürr Group is increasing its forecast for order intake, sales, earnings, and free cash flow in 2021. The reasons for this are the highly dynamic development of order intake in the first six months of the year and the consistently good prospects. Based on the current assessment by the Board of Management, order intake in 2021 is expected to increase to a record level of €4,000 to 4,200 million (previous forecast: 3,600 to 3,900). As things stand today, sales are set to reach €3,600 to 3,800 million (previously 3,450 to 3,650).

The main reason for increasing the forecast is the excellent business performance at HOMAG. This greatly contributed to the Dürr Group's order intake reaching a record high of €2,110.9 million in the first half of the year according to preliminary figures. The high order intake at HOMAG is based on a new investment cycle in business with furniture manufacturers and on the increased demand for production technology for timber houses.

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Lincoln Sentry lights up with Hera Dynamic LED



See projects in a new light by incorporating German-manufacturer Hera's Dynamic LED lighting solutions, available exclusively in Australia at Lincoln Sentry.

Hera's Dynamic LED lighting options allow the mood of a room to be effortlessly transformed with the flick of a switch.

Providing quality and energy efficient lighting solutions, Hera's Dynamic LED lighting is versatile and is available in strip lights ideal for under cabinets, downlights above a bathroom vanity, as well as ultra-modern curved light to illuminate a striking cabinet space or artwork.

Whether a recessed, surface-mount or linear lighting is needed, Hera's Dynamic LED lighting solutions will put projects in the right light.

Hera Dynamic LED lights go from a cool white to warm white using the same lighting solution.

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A steady hand at the wheel

The loss of a charismatic leader often leaves a company reeling. But, when that loss comes suddenly and without warning, it can result in emotional turmoil for the entire organisation. As the founder and owner of Planit Cutting Edge Solutions, Anthony Passmore's influence and leadership ran throughout the company, a thread woven into the very fabric of the organisation. Anthony was the company and the company reflected his strong personality from beginning to end. So, with Anthony's passing, it was understandable that a huge sense of grief followed, and with it, anxiety over its implications for the future of the business. Fortunately, the company had someone close at hand who could step forward to restore stability and confidence to both staff and customers alike. It's now twelve months since Anthony's passing and AWISA spoke to the company's new Managing Director, Sandy Passmore - Anthony's widow and partner of six years - about the transition from grieving partner to new CEO.

"Initially, it was an extremely difficult time for everyone. We all felt an overwhelming sense of grief and loss. Uncertainty followed, and the company went into a kind of holding pattern. Because of his strong personal relationships with everyone at all levels within the company, the impact on employees had left everyone stunned. I found myself comforting and reassuring others instead of taking my own time to grieve. It was like everything had been put on a slow burn and the business was waiting for answers or a new owner to come along and save the day." Sandy went on to say that while she felt responsible for her employees in their state of bereavement, the experience allowed her to see the need for new leadership and what needed to be done to move the company forward. "Although offers were made to buy the company, I knew in my heart Anthony trusted me to look after his company and his

extended family. I had been in the background over the years visiting tradeshows and had many business discussions at the kitchen table with Anthony. I realised that I was as much a part of the company as anyone. I knew Anthony's vision and just how he saw the future taking shape, so taking it on as Managing Director became a natural decision to make." Officially, Sandy became the new owner in January of this year and says it's been quite a ride since. "We recently had a company conference in order to press the reset button. I'm a strong believer to be successful in life and in business you need to surround yourself with the right people, and so I'm excited to announce my new Management Team, National Sales Manager Leigh Swalling and National Service Manager Gordon Guppy. Both of whom have been an integral part of our company's success."

National Sales Manager, Leigh, says that his twelve years under Anthony's guidance has been a unique experience. He describes Anthony as his mentor and credits him for his career path and his philosophy about good business. "In life, we model those that inspire us, and we continue to grow through people who influence us. In coming to terms with change, part of my role is to be a bridge between the old and to develop the new, and most importantly to know the difference. In many ways, Anthony had prepared me for a time that he would not be here as he had already stepped back somewhat from the business and had helped me be as prepared as I could for business without him." Leigh goes on to say that the time has come to build upon the company's rich history, but he also recognises the need to evolve, and to change. "As we transition to the new Planit, you will continue to see our company change, grow and diversify. We have an incredible team, great solutions, and loyal customers."

National Service Manager, Gordon Guppy, reinforces the message that it's time to pay tribute to Anthony by refocusing on the future. "We've pressed the reset button and alongside Leigh, we've already taken the necessary steps to move forward and focus on our customers. I have always had the mindset that I work for the customer, not the employer." Gordon says that he was tasked by Anthony to find solutions to problems and to come up with the plans to implement them. Under Sandy's new leadership, Gordon plans to deliver an unparalleled experience for their customers. One Anthony could be proud of.

Anthony and Sandy Passmore.



Leigh Swalling, National Sales Manager.



Gordon Guppy,
National Service
Manager.

"I'm excited by the new directive to concentrate on our customers and to lead the team during this immensely exciting time."

When faced with the sudden loss of a loved one, it's often the distractions of day to day living that help us get through. But, when a company loses its architect and guiding spirit, there's a danger that the day-to-day things that matter, suffer the most. Thanks to Sandy Passmore's steady hand at the helm, Planit Cutting Edge Solutions has been able to finally make the transition from mourning to celebration. It's those same day-to-day details of business and her unswerving belief in the company's bright future that have kept her going and will continue to drive her and the company forward.

"We need to direct our energy to our people and our customers, to be better than we were yesterday and rebuild our brand. It's exciting times now, a fresh start. Planit Cutting Edge Solutions will continue to provide software solutions to the woodwork industry. I would also like to take this opportunity to share some

exciting news with the industry. I am proud to announce that the next release of CABINET VISION, scheduled for later this year, will be 64bit, providing an enhanced performance for our clients."

Sandy says that she has always been up for a challenge. "The last six months has certainly been one, but it's been rewarding to see the change in culture of my people. I'm looking forward to guiding our team and servicing our customers, old and new, for many years to come."

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Concelo® laundry range expands

Hideaway Bins is excited to announce the addition of two new models to the Concelo® range of laundry hampers. The new CRL235 models feature double 35 litre hampers, fitting into a 450mm cabinet.

With the expanded range, Concelo laundry can be used in a wider range of projects. The CRL160 with one large 60 litre hamper can be used for projects that are designed for larger families or have more space. The CRL235 hampers can be used where two hampers are required but space or budget is limited. The 35 litre hampers can be both white, or white and cinder to make separation of laundry more visual. Both models are packed with the same features that have made Concelo popular with the trade, designers and with homeowners.

All Concelo products are designed to complement other premium drawer systems, operating on high-quality German made Häfele Matrix runners. The smooth, synchronised runners have fluid dampers for a seamless and very quiet closing action.

Concelo has been designed to provide quick and easy installation. To maximise efficiency in the factory, Concelo laundry has been designed to suit standard System 32 drilling patterns. To make installation easier on site, its advanced door bracket design gives true 6-way adjustment (+/- 2.5mm vertical and horizontal, +/- 0.75-degree pitch). In addition to this, the locking bolt system on the door brackets ensures there will be no requirement to return to the job for door adjustments.

Unique to the Concelo laundry hampers are moulded Clip n' Clean trays, made from the same durable polypropylene as the laundry hamper. The Clip'n'Clean tray fits into a durable powder



Concelo CRL235 laundry features
(1) 35 litre hamper
(2) Clip'n'Clean trays,
(3) Door bracket with 6 way adjustment
(4) 45kg soft close Matrix runners
(5) Side mounting to suit System 32mm drilling.

coated aluminum framework. This smart design makes cleaning a breeze, and virtually eliminates any issue with rusting.

Concelo laundry hampers are available in artic white and cinder colour options and are backed by a 10 year residential warranty for peace of mind.

Concelo is available nationwide through Hideaway's distribution partners: Nover, Häfele and Galvin Hardware.

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Lek Supply turns a green leaf

In the time it takes to read this sentence, the world will have lost a football pitch-sized area of tree cover. The past years of Australian climate extremes, record breaking heatwaves where bushfires have raged, unprecedented drought and a third mass bleaching of the Great Barrier Reef in five years.

One of the largest long-term risks to energy security is escalating extreme weather patterns, driven by climate change. Alarmingly, there has already been a warming of 1°C over the last 10 years, leading Australia's increasing impact of extreme weather on power systems. Heat waves place pressure on electricity systems due to both increased demand for electricity (as everyone turns on their air conditioners) and because fossil-fuelled power stations struggle to operate in the heat. "We are living in a climate emergency, and we need to do our part, big or small," Ben Lek, CEO of Lek Supply, has voiced.

Instead of standing idle, Lek Supply recognises the social responsibility and making a pledge to review its operations and implement greener choices, working towards a more sustainable future and support the growth of the economy.

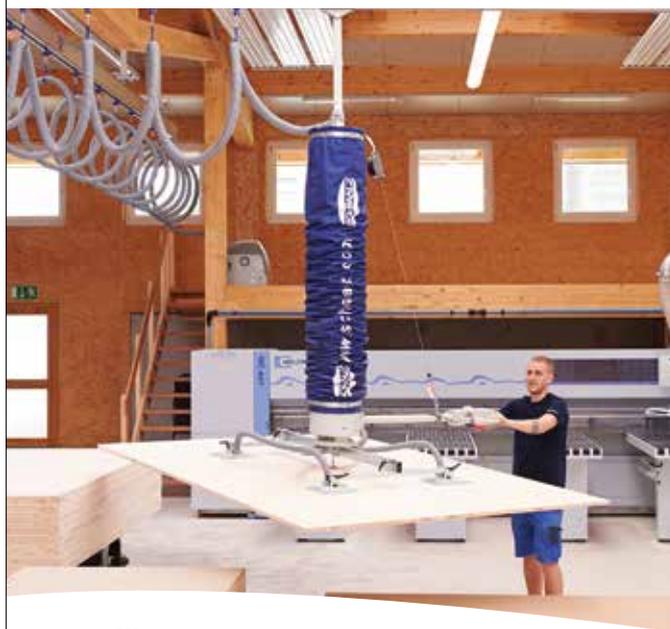
The first big step is to transition to a clean and efficient energy source. Lek Supply has already invested into installing solar panels for its office and distribution centres across Australia. These solar panels will help generate clean, renewable energy, also step forward to reduce the company's carbon footprint. "This is just the beginning of our investment into a greener future," Ben Lek adds.

The company endeavours to review its overall environmental impact and look to greener ways of working from procurement operations, waste management and recycling, and use of biodegradable consumables, optimising equipment using clean energy power source and clean energy storage systems just to name a few.

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Lockdown lessons

If the lockdowns that have swept across Australia have shown us anything, it is that we value our freedom above virtually everything else. Freedom to move, freedom to choose, freedom to adapt. To avoid being locked down to the wrong software provider, we've created this list of essential considerations when selecting CAD/CAM software for your business.

1. Ask if you can test run the top level of the software without restrictions. Mozaik Software allows you to subscribe at a low cost for 90 days to find out if the software is the right fit for your business. It's easy for sales reps to show you a flash demo and talk the talk. It's much harder to give you full access to the software and allow you to walk the walk.
2. Ditch the demo. Software demos are like watching a politician deliver a COVID-19 update; they are entirely scripted, controlled, repetitive and not completely transparent. Experienced sales reps are highly skilled at showing you the best bits and just "talking" about the not so best bits. That way, you are only viewing the best bits and then hearing a watered-down version of the not so best bits. Try the software before committing to a long-term subscription or purchase.
3. What happens to your software if you decide to close or sell the business? You may not have immediate plans to sell or close your business; however, if the past year or so has taught us anything, it is the importance of adaptability. Most software can't be sold or transferred, and the ones that can often charge the new owner a hefty fee to re-register the software in their name. That makes your resell value pretty much worthless.
4. Ask how much additional training costs. Many companies mark up their software to include free training as part of the deal. Ask how much the software costs without training or how much the training would cost if purchased separately. Be clear about the cost expectations moving forward.
5. What happens if you opt out of support or updates? Some providers have a sunset date. If you don't stay up to date, you will need to purchase the software all over again. Other providers back charge for updates that you missed. Sales reps will tell you that updates are optional, but they fail to disclose that you will pay through the teeth if/when you need to update.

LOCKDOWN

Like buying a car for the first time, you don't know what you don't know. The second time you buy a car you know the right questions to ask. Hopefully, this list will help you make the right choice for your business the first time around.

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"The new green steel"

Data flow with one click: optimisation software integrated into ERP

How do a user transfer the data for a job from the ERP system to the cutting optimisation software? How can a user calculate how much material is needed for each order more accurately and more quickly? And how can all this be done as fast as possible?

Together with BORM-INFORMATIK AG, HOMAG is providing the answers. Using a common interface, the two companies are demonstrating how simple and straightforward it can be for companies in the wood processing industry to seamlessly exchange data between different systems.

The new "BormConnect: HOMAG intelliDivide" interface connects BormBusiness' ERP with HOMAG's digital solutions — in this case with "intelliDivide" cutting optimisation. From now on, whenever data is exchanged between the different manufacturers' software solutions fully automatically in the background, users will see a uniform and lean solution from a single source.

Optimised cutting patterns and exact calculation of material required

With a single click, employees can easily transfer parts from the Borm parts list to the "intelliDivide" optimisation software. This software is then used to directly start cutting pattern optimisation for the corresponding job. The information about the materials used is stored in the BormBusiness product database (panel type, dimensions, grain, etc.) and supplied at the same time. Following optimisation, "intelliDivide"

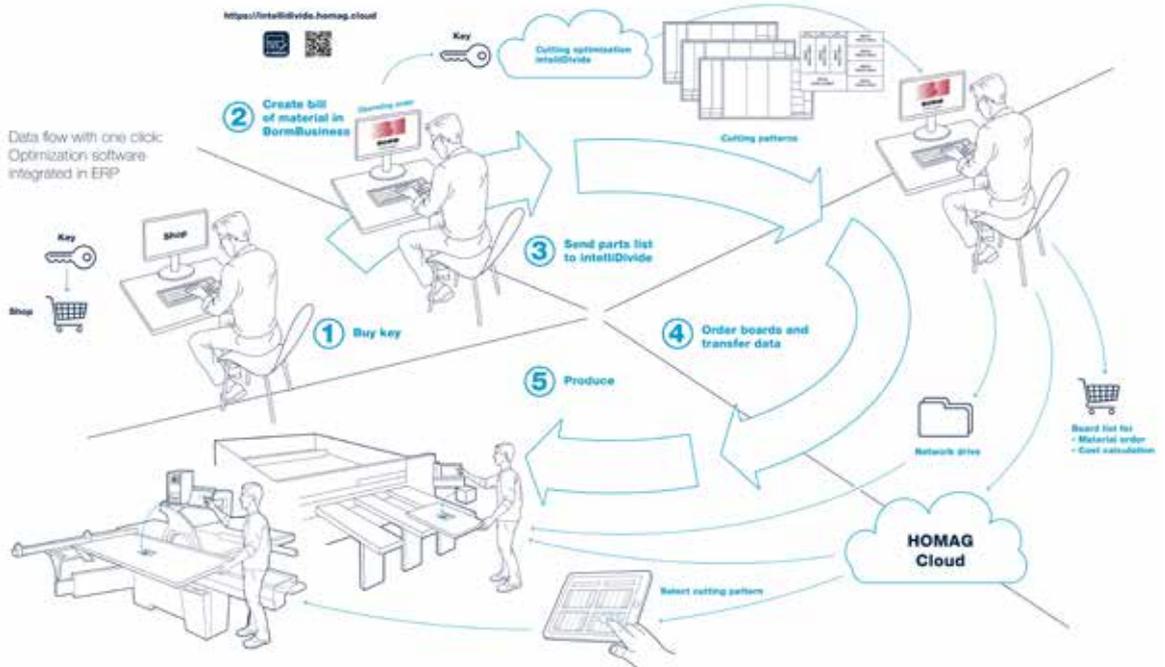
immediately provides information about the materials required or the precise quantity of panel material needed for the job. Using the information supplied by the optimisation software, employees can now order precisely the quantity of material that is actually needed for the job. This means that no unnecessary material is ordered, thus saving money.

Once optimisation is complete, the user sends the final cutting patterns to a HOMAG panel dividing saw or from the HOMAG "Cutting Production Set" tool to a manual saw provided by any manufacturer.

Simple data exchange provided via tapio

A straightforward process, seamless data flow and clean handover — all without users having to contact individual software providers for time-consuming and therefore expensive coordination. The only thing users need to do is to subscribe to the "BormConnect: HOMAG intelliDivide" interface on shop.tapio.one. The interface subscription can be set up on a monthly or yearly basis, meaning it can be used as needed. When the user logs in to their tapio account, they can copy a unique access code for the interface and save it in BormBusiness - and that's it. Data will be seamlessly exchanged between the two software solutions. There is no need to coordinate with software providers or configure the interface.

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2021 INDUSTRY AWARDS CABINET MAKING & FURNISHING

ENTER TODAY!
 ENTRIES CLOSE 1 OCTOBER 2021

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KEY DATES & INFORMATION

ENTRIES CLOSE: 1 October 2021
 FINALISTS ANNOUNCED: October 2021
 AWARDS NIGHT: 11 February 2022
 AWARDS VENUE: Dockside Cockle Bay
 2 Wheat Road, Sydney
 QUALIFICATION PERIOD: 1 July 2019 - 30 June 2021

AWARD CATEGORIES

- | | |
|---------------------------------------|----------------------------------|
| MAJOR AWARDS | OUTSTANDING ACHIEVEMENTS |
| Cabinet Maker of the Year | Workplace Champion |
| Design of the Year | Apprentice of the Year |
| Outstanding Achievement of the Year | CABINET MAKER OF THE YEAR |
| | Best Kitchen Project-New Build |
| | Best Kitchen Project-Renovation |
| DESIGN | Best Bathroom Project-New Build |
| Best Kitchen | Best Bathroom Project-Renovation |
| Best Bathroom | Best Commercial Project |
| Best Free-Standing Furniture | Best Alfresco Project |
| Best In-built Furniture | Best Laundry Project |
| Best Soft Furnishings/Interior Design | |

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Bathroom cabinet solutions by Solu

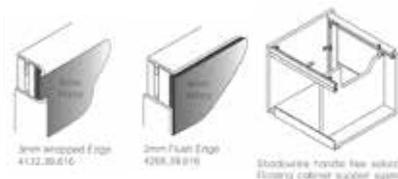
Solu's range of anodised aluminium door edge profiles gives doors and mirrors a sleek, durable finish, suitable for wet area applications. Available in flush and wrapped edges, the profiles suit 16mm, 18mm, 19mm and 25mm board, and can be supplied in packs or individual pieces of 2500mm lengths, for custom sizing.

The black anodised range complements Solu's black Shadowline (pictured), Lamiline and Thinline handle profiles, as previously featured in AWISA eNews. Solu has also developed vanity cabinet support solutions - the 2x1 construction rail, floating cabinet support system, and glass shelf brackets.

SOLU's versatile aluminium 2x1 rail can be used as both a front rail and fixing rail for floating cabinets, which gives more rigid support rather than fixing only through a solid back. Supplied in 3700 long lengths in both clear and black anodised, and white powder coat finishes, the aluminium 2x1 rail combines strength and style with a seamless and continuous look.

Trends for black accents prevail in kitchen, bedroom and living room joinery and into all fresco cabinetry. Solu's black aluminum edge profiles have far reaching applications for residential, retail and commercial projects, where both a decorative and hard-wearing finish is specified.

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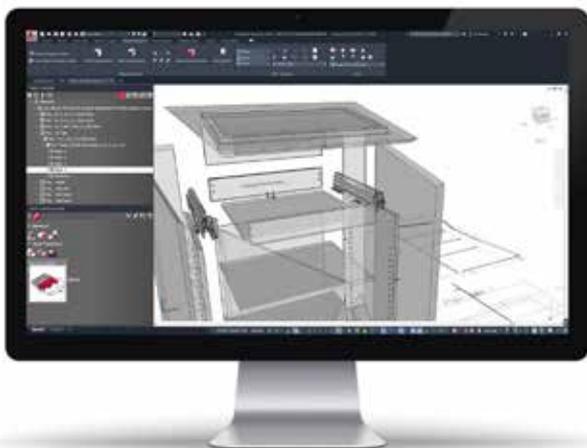


Announcement: new distributor for imos software in New Zealand

Laminex NZ and the HOMAG Group are pleased to announce imos software distribution, sales, training and service in New Zealand will transition from Laminex NZ to HOMAG Group from the 23 August 2021. Laminex NZ has a proud 12 year history representing imos, CAD, CAM and net solutions in NZ focussed on production efficiency and customer solutions. HOMAG Group will continue this legacy providing strong technical advice and service employing imos consultant Daniel Seitz who will be integrated into and supported by the HOMAG worldwide software consultant network. HOMAG Group has a strong alignment to the joinery industry and will ensure an ongoing focus on productivity and leading customer solutions. The HOMAG Group is a world leading provider of integrated solutions for production in the woodworking industry and provides design, implementation, training and repair services.

Contact Mike Arthur, General Manager, Laminex NZ on +64 21 220 3744 for any queries relating to the transition or Ross Campbell, Managing Director, HOMAG Australia Pty Ltd +61 418 488 377. The contact number for imos consultant Daniel Seitz will remain +64 21 806 731.

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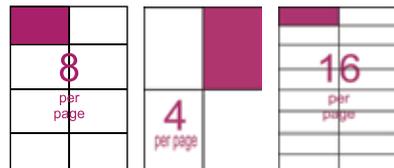


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The Titus push latch has long been regarded a market-leader in precision engineering. Designed to work with concealed hinges and dowels, the Titus push latch enables effortless opening with just a light touch. With the recent release of the SDWD-T Slimline Touch drawer system, Titus has capitalised on its engineering expertise to develop a full range of push to open solutions focused on consistency, performance, and ease of installation.

The time-saving philosophy typified by the push latch's universal mounting and 'safety click' detachment feature has been carried through to the newest products in the Titus Tekform range

of push to open solutions, from the non-handed design of the SDWD-T mechanism to the simplicity and versatility of the drill-in push open push catches. Rounding out the collection is the 9054 series of push panel 'handles', designed to add a high-end finish to touch opening drawers and doors. The minimalist panels in four stylish finishes guide users to the best opening position for optimal performance and curtail unsightly fingerprint marks, ideal for glossy surfaces.



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AWISA The Association



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

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

AWISA The Exhibition



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

The next AWISA exhibition 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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www.awisa.com

DISTRIBUTION

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

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