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

AWISA THE MAGAZINE

Read THE MAGAZINE at www.awisa.com

DEAR READER,

Trade shows are an important part of the woodworking industry worldwide. In this edition we have a report on the major Milan show iSalone and its specialist kitchen show Eurocucina, plus a report from the Window and Door Industry Council about its tour to Fensterbau in Germany, plus an advertiser talks about the products launched on its stands at Holz-Handwerk. All these events are very well supported by strong visitor numbers from around the world.

This, of course, leads me to the subject of AWISA 2018. Visiting an overseas trade show can be very helpful but expensive and time consuming. A visit to a show located in Australia is a more efficient use of time. An opportunity to see all the things that are new in the industry, and importantly, that are definitely available here - machinery, tooling, software, fittings, board materials, decorative surfaces and more.

Plus there is the social side. I argue that trade shows are the ultimate social media. People actually get together and socialise, either on the stands in business mode, or after hours in more relaxed environments.

AWISA 2018 is far and away the largest exhibition this association has organised. It covers 28,000 square metres of venue space, making it one of the largest trade shows for any industry ever presented in Australia. In my memory, covering 35 years in the exhibition industry, there has only been one other industry that has had a show bigger than AWISA 2018, and that was some years ago.

We invite everyone in the industry to visit the new multi-level ICC Sydney Exhibition Centre from 4-7 July. I will be most surprised if every visitor doesn't discover something new among the huge range of products on display that will help them make their business more efficient or their products of more appeal.

Geoff Holland

General manager
Australian Woodworking Industry
Suppliers Association Limited

FRONT COVER: Sydney's CBD, with the
Darling Harbour precinct and the new
ICC Sydney Exhibition Centre in the
foreground.

Image courtesy of ICC Sydney.

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Plus other industry and product news.

www.awisa.com



AWISA 2018 - the facts

WHEN AND WHERE

4-7 July 2018
ICC Sydney Exhibition Centre
Darling Harbour
Sydney

SHOW HOURS

Wednesday	4 July 2018	9.00a.m. – 6.00p.m.
Thursday	5 July 2018	9.00a.m. – 6.00p.m.
Friday	6 July 2018	9.00a.m. – 6.00p.m.
Saturday	7 July 2018	9.00a.m. – 4.00p.m.

ADMISSION AND REGISTRATION

Admission is free. AWISA 2018 is a trade-only exhibition. All visitors are asked to register. Visitors can register at the counters in the foyer prior to admission, but it is preferred that they pre-register. Pre-registrations can only be made through the AWISA website, www.awisa.com.

ACCOMMODATION AND AFTER HOURS

There are over 50 hotels within two kilometres of the venue - in the Darling Harbour and Pyrmont area immediately adjacent to the International Convention Centre (ICC), and in the Sydney CBD. Special rates have been negotiated at a number of these hotels. Visitors are recommended to book early as this will give them a greater choice of room and hotel.

The Lido Group has been appointed to handle visitors' accommodation. To book visit www.awisa.com/hotels. For air travel contact your favourite airline or travel agent.

AIRPORT SHUTTLE BUSES

A fleet of 48 seat coaches will provide a complimentary shuttle service between the two domestic terminals and AWISA 2018, with the service running every half hour from 8.00am each show day, with the last service leaving the exhibition one hour after the close of the show each day.

On arrival at Sydney airport go to the baggage claim area in either domestic terminal and look for the bus company representative with the AWISA sign, or go to the Qantas group coach bays to the east of the Qantas terminal, T3. Qantas passengers should exit the Qantas terminal ground floor and turn left. Virgin, Jetstar and other T2 passengers should exit the T2 terminal ground floor, walk along the pedestrian footpath through the ground floor of the car park to the Qantas terminal, then head right to the Qantas group coach bays. Look for the bus with the AWISA sign. International visitors can connect to the AWISA shuttle by taking the airport shuttle to the domestic terminals.

At the venue the passenger drop-off and pick-up point will be at the bus stop in Iron Wharf Place, north end of ICC Sydney Convention Centre, near Sofitel Sydney Darling Harbour.

LUGGAGE ROOM

Luggage can be left during the day at the AWISA luggage room. Items are stored at the owners' risk.

CAR PARKING AND PUBLIC TRANSPORT

The venue car park is located underneath the exhibition halls, access off Darling Drive. For more details car park and public transport options visit: <https://www.iccsydney.com.au/visit-icc-sydney/getting-to-icc-sydney>

SAFETY AND CHILDREN

AWISA 2018 is a workplace with woodworking machinery on display and in operation. In the interest of safety, children over 6 months of age and under 15 years of age will not be admitted to the exhibition. AWISA prefers that children are not even brought to the venue. However, a professionally run children's hospitality suite is provided, with activities and entertainment to suit the various age groups being looked after. Space is available on a first-come first-served basis. Bookings are not accepted. By registering to visit, show visitors accept that the final decision about entry of children who appear to be under age will be made by the show managers.

AWISA 2018
Phone 02 4861 7040

The AWISA 2018 show
preview magazine was
mailed early in June,
and can be read at
www.awisa.com/magazine



AWISA 2018 - large and multi-level

IT'S TIME to discover all that's new in woodworking when the AWISA exhibition returns to Sydney's Darling Harbour for the first time since 2012.

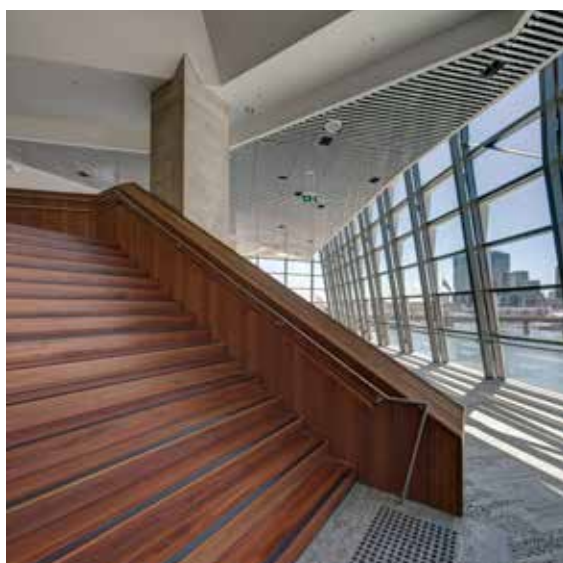
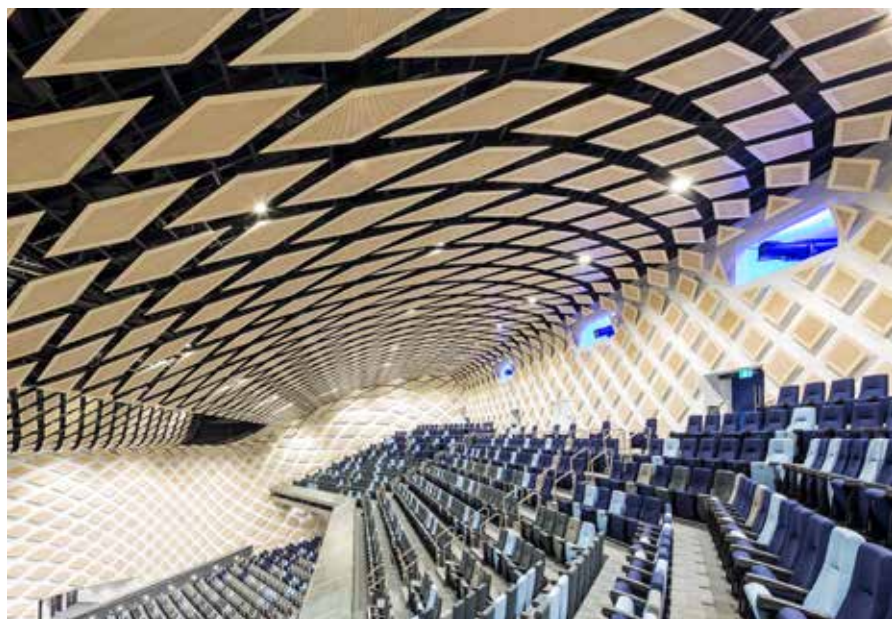
All the latest developments in machinery and software will be on display, along with all the latest designs and trends in furniture fittings, board and panel products, surface materials and finishes.

And AWISA 2018 is a large trade show.

"When visitors coming to AWISA 2018 drive through Sydney, or drive to the airport in their state capital, many will use an eight lane motorway at some point of their travel," commented Geoff Holland, general manager of AWISA Ltd recently. "Why do I say this? Because they might like to reflect on the fact that once they have traveled one kilometre on an eight lane highway, they will have seen a motorway surface equivalent to the venue space that AWISA 2018 occupies."

AWISA 2018 uses 28,000 square metres of space at the new, multi-level ICC Sydney Exhibition Centre at Darling Harbour, Sydney. The venue is built on the site of the biennial AWISA exhibitions that took place at Darling Harbour from 1992 to 2012.

"That gives a number of machinery suppliers plenty of space to exhibit what will be a feature of this year's show - the latest in panel storage and retrieval systems. Plus all the latest in



The International Convention Centre (ICC) has some great examples of the use of wood for interior fit-out. Shown here are the paneled walls and ceiling of the Darling Harbour Theatre (veneered panels supplied by AWISA member, Briggs Veneers), a stairway in the convention centre, and one of the many meeting rooms in the exhibition centre.



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- CNC equipment. AWISA 2018 is not just the place for the large equipment from the major suppliers, but as always there will be those interesting exhibits on smaller stands with innovative new machines, software or hardware," said Geoff Holland.

There are plenty of dining opportunities within walking distance of AWISA 2018. The closest outside the exhibition halls is Planar, on the forecourt opening on to Cockle Bay.

"Not only is AWISA 2018 by far the biggest AWISA ever, the design of the new ICC Sydney Exhibition Centre makes it unusual for an Australian trade show. The ICC is the first major exhibition centre in Australia to be built over two exhibition floors. AWISA Wood & Panel Processing is on one level and AWISA-Design on the level above. All linked by stairs, escalators and elevators."

The social side of AWISA exhibitions is also important. The show provides the chance to catch up with colleagues in the industry either on the floor of the show, or at one of the many supplier/customer events that take place each evening.

AWISA is the must-see event for everyone in woodworking and associated industries and professions. Furniture manufacturers, cabinet makers, kitchen manufacturers, joinery manufacturers, architects, designers, shop and office fitters, builders, and other wood, timber, panel, aluminium, plastic, stone and glass processing industries are welcome to attend. ■

AWISA 2018
www.awisa.com



Sustainable Australian wood panels

feature in Melbourne Recital Centre

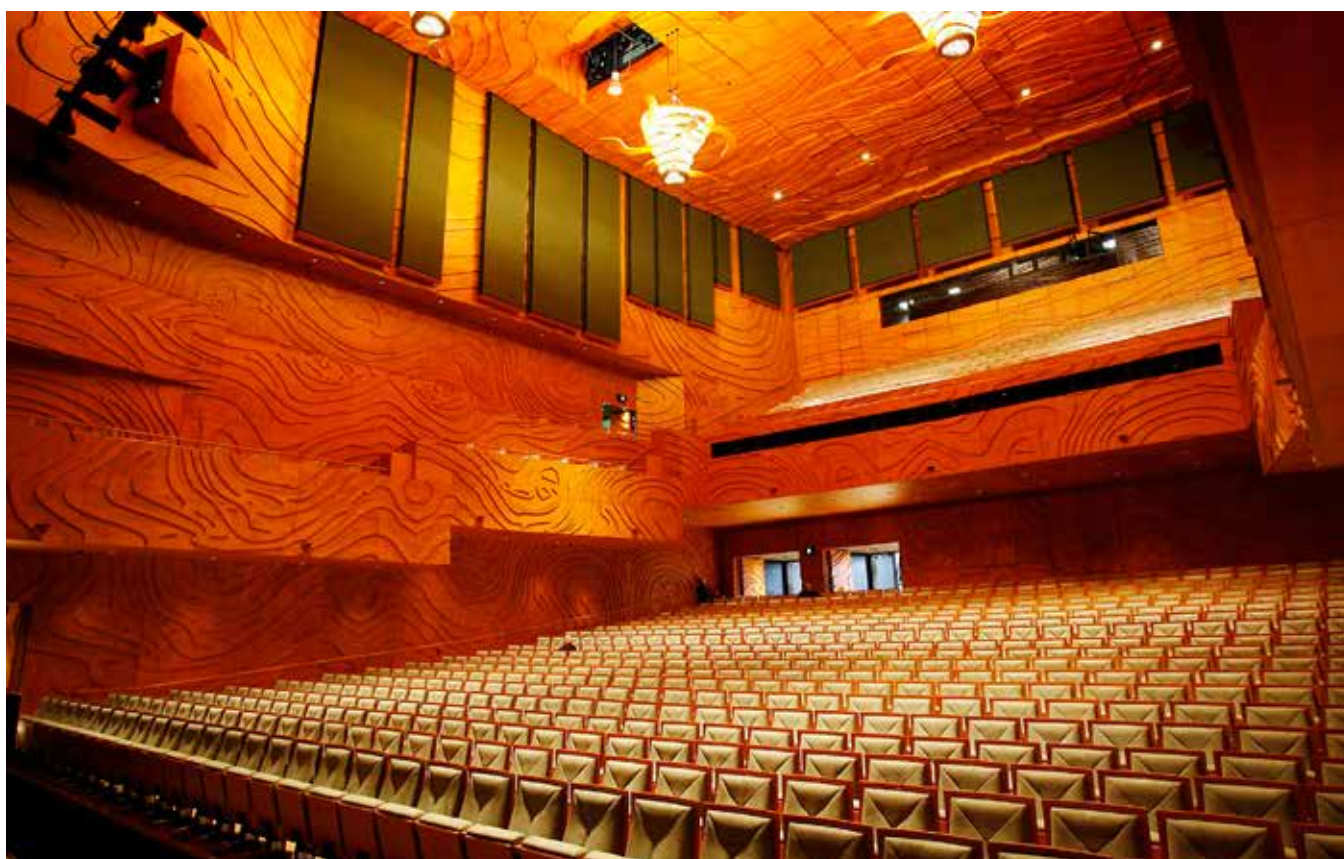


Photo by MRC Architecture

THE MELBOURNE RECITAL CENTRE is an acclaimed music destination combining architectural innovation and acoustic perfection within its two performance spaces to showcase the best music, artists and ensembles from around the world.

The centre's interior is lined with striking plywood panels of hoop pine sourced from Responsible Wood-certified plantations in southeast Queensland. The building won the Property Council's National Award for Public Buildings - the country's highest award for a public buildings. It also won the Victorian Architecture Medal, the William Wardell Award for Public Architecture and the Joseph Reed Award for Urban Design at the Australian Institute of Architects Victorian Architecture Awards.

Developed by Lend Lease and designed by Aston Raggatt McDougal, the \$75 million

building is considered "acoustically perfect", drawing fundamental influence from the traditional box shape of European concert halls.

The auditorium is lined with striking hoop pine panels, designed to resemble the back of a beautiful instrument, and provides greater acoustic intimacy across the 1000-seat auditorium. The symmetrical routed plywood panelling has a 3D textured surface which optimises the acoustics in the same way as the lumpy gilded caryatides, friezes, dentils and coffers in halls of earlier eras.

Specifically chosen for its acoustic and aesthetic properties, the 'A' grade plywood used for the wall panels were supplied by Brisbane-based Austral Plywoods, manufacturer of premium grade plywood.

Austral Plywoods is committed to environmental sustainability and has Responsible Wood chain-

of-custody certification - the Australian standard for sustainable wood and wood products.

The raw material that went into the plywood supplied for the Melbourne Recital Centre was 100% sourced from Responsible Wood-certified plantations run by HQ Plantations, and has a Super E0 rating.

Responsible Wood certified timber offers the widest choice of sustainably sourced, Australian timber available to architects, specifiers and designers in the country including, blackbutt, ironbark, spotted gum, blue gum, spotted gum, mountain ash, kauri and jarrah. ■

by Simon Hodgson

iSalone 2018

Design at its finest - or was it?

IN A WORLD where design plays such a huge part of our daily lives, the opportunity to once again stroll the aisles of iSalone is always welcomed. But this year, the anticipation of radical or monumental change, reflecting a better European economy, was somewhat dashed in the kitchen halls of Milan, with only a few notable exceptions.

You know it's going to be somewhat of a challenge to find inspiration and excellence when one of this country's leading colour and material experts stops you in the bathroom halls and says "have you been to the "brown" halls yet?" - referring to the endless displays of kitchens with similar earthy moods, sprinkled with the occasional splash of experimentation.

That said, 434,509 people still piled through the turnstiles in 6 days, representing a staggering 17% increase on the best previous year. To say iSalone is an international event feels like an understatement given there were only 6 of the 194

countries around the world that didn't have a visitor go to the show.

Valcucine is a company synonymous with design innovation. Based in Pordenone, near Venice, and boasting more than 350 flagship stores all over the world, the company has been part of the Italian Creation Group since 2015, an industrial holding company that operates in the theatre that is home design. Valcucine was the first company to make a kitchen completely from recycled materials back in 2006, and was the first company to make a door with an aluminium frame that is invisible from the outside.

Logica Celata, designed by Gabriele Centazzo, is the latest design that reveals a strikingly new kitchen experience. A single touch is all it takes to release the innovative power of Logica Celata, a brainchild of Valcucina resulting from ingenious research aimed at reinventing ergonomics. Thanks





to an advanced, counterweight balancing mechanism, the door glides gently upwards to reveal the whole work area: a large, fully-customisable space. Various interior options are available i.e. a kitchen, a bar, a food preparation area and storage. Each of these is provided with accessories and functions designed to meet its specific needs

Lightly and noiselessly, reminiscent of an ancient sallet - the helmet that used to completely cover the head of medieval knights, the door closes flush with the underlying base units. Once shut, Logica Celata becomes an elegant piece of furniture and the endless queues that were constantly seen outside the Valcuccina stand certainly suggested that, even with the hefty price tag, this product range will be an undoubted winner for this leading kitchen house.

When colour did surface, it wasn't a half-hearted attempt. Smeg, in collaboration with Dolce & Gabbana, continue a journey that discovers the colours and beauty of Sicily in a celebration of the authentic 'Made in Italy' project under the shared standard of creativity, art, and design.

'Sicily is my Love' is a tribute to Italy's roots, its traditions and popular festivals, in the form of a new freestanding kitchen cooker and cooker hood with a coordinated Fab28 fridge, rendered unique by bold colours and narrative intensity. The collection is presented in two variants: the first characterised by representations inspired by the Sicilian puppet theatre and the traditional hand-painted cart, where the dominant tones are fiery red and orange; the second in a majolica print in shades of blue and white. The history, culture, cuisine and beauty of the Sicilian landscape are captured in these precious objects in an authentic and unforgettable way, as if the Italian spirit were distilled into tangible and timeless forms. All of this has been made possible thanks to Smeg's vast experience in design and quality appliances and the creative soul of Dolce & Gabbana. 'Sicily is my Love' tells its story through vivid illustrations of golden yellow lemons, citrus fruits, prickly pears, bright red cherries and typical Sicilian decorations are framed by triangular geometric shapes, known as Crotchi: delicate floral motifs are inspired by vegetation and landscapes of



Southern Italy, the majolica of Caltagirone, images of Mount Etna, the picturesque ruins of the Greek temple of Castor and Pollux in the Valley of the Temples, and imagery drawn from mythology and the chivalric tradition.

The 'Sicily is my Love' collection of small household appliances is enriched with new pieces made on an industrial scale, as reproductions of the hand-painted prototypes created by master Sicilian artists and craftsmen. An American coffee machine, a hand blender and a four-slice toaster joined the small appliances collection at the fair, expanding upon the existing range which included a citrus juicer, an electric kettle and a two-slice toaster.

I'm not sure if there was a more photographed, posted or discussed piece on display at the show, but if there was, I missed it. ►

► Many of you would have seen the work of acclaimed Italian kitchen company Snaidero with its curved leg from the C16 collection - a piece as famous for its classic, iconic design as for the fact that many have copied it (albeit with varying levels of success). This year Snaidero released their latest version - Vision.

Designed by internationally-renowned design house, Pininfarina Extra, the improvement on the former design is simply stunning. The Pininfarina drawing board has produced masterpieces for prestigious marques such as Ferrari, Alfa Romeo, Maserati and BMW, and this evolution of a popular design, typifies their understanding of the theory of design.

The design of an interior is only really finished when there is harmony and balance among its different components: the architectural space, the furnishings, the quality of the materials and the finishes. This new project meets this objective, creating a fluid, dynamic space which brings together the different parts of the kitchen. The use of cupboards with diagonal doors provides design continuity as well as flexible open storage in customised materials and finishes. Vision is an authentic solution with an open cupboard with cross-brushed stainless steel back panel, perfectly in keeping with the overall design of the kitchen.

The door surfaces are treated with a new metalescent lacquer which has a special, elegant impact. This finish was created to

reproduce the visual effect of metallic surfaces, while ensuring the tactile warmth of a lacquered finish. It also allows metals to be "bent" to a wide variety of three-dimensional forms. The final effect is an elegant, sober satin finish, and the entire project was definitely one of the best at the show.

From the buzz of the design districts - Brera, Tortona, SVIE, Ventura Lembrate and the Sarpi Bridge - to the showrooms and functions that take off every evening, so much happens outside the show, it's difficult to decide where you need to be. Seasoned show veterans are spending as little as one day inside the showgrounds and trolling the endless showrooms, delectable pop ups and alluring evening events, immersing themselves in all that Milan has to offer. Go to the other end of the scale and first-time visitors walk around the many halls of Salone in a daze, brain overloaded, bags worse still, blistered feet and an overworked social media account.

For me, iSalone is the event that brings so much with it, so much choice, so much opinion and so many ideas. Every two years the doors of Milan open to a world-wide design community hungry to see what (in the main) Europe is offering. Yes, there was a conservative path taken by the majority of design houses, architects and designers. Yes, it was busy - beyond belief. Yes, it was worth it and yes, I will be back.

There was only one major disappointment of iSalone 2018 - the departure gate at Milan airport. Arrivederci. ■





THE ICON IS BACK



AWISA - from little things big things grow

FROM A SMELLY WOOL STORE in western Sydney to the shiny new International Convention Centre at Sydney's Darling Harbour, the story of the evolution of the AWISA show is so handily captured by Paul Kelly's immortal song: 'From little things big things grow.'

AWISA chairman and managing director of Blum Australia Brett Ambrose has vivid recollections of the first AWISA show in 1988. "That was in my early years with Blum and I helped build and run our stand."

the collective industry decided to run its own show

He recalls that the location, a Yennora wood storage shed in western Sydney was a terrible venue. "The shed still had bales of wool and the very strong smell of lanolin. Those days most people smoked and how that place didn't burn to the ground I don't know!"

Managing director of South Australia's Leda Machinery, Bruce Evans, was a member of the original AWISA committee. He

says the 1988 show was a starting point and a very rudimentary affair.

He said that at the time industry companies were being constantly invited to participate in at least three shows a year run by independent third parties. "To do so had become a bit ridiculous and expensive."

"So in coming together, the collective industry decided to run its own show. The obvious benefits were an ability to hold a worthwhile event that would be much more efficient and less expensive for individual companies," says Bruce.

The decision was made to run and manage the show essentially in-house. This meant having the ability to plan and run the show to AWISA committee-agreed conditions, and, importantly, to see any profit returned to the association.

Bruce adds that the show has expanded enormously over the years and is seen as a must attend, positive event on the industry calendar.

Brett Ambrose adds that the industry quickly realised that, rather than a series of small fragmented shows, a larger national show held every two years would be the way to move forward in the future.

"This proved to be accurate. Larger shows provided a critical mass of exhibitors and attendees that got the eye and interest of overseas suppliers and they also started to attend," he says.

Brett remains enthusiastic about the success of recent shows. He said exhibition space at the AWISA show in Melbourne in 2016 was a record at 11,400 square metres, as was the number of exhibitors at 140.

"From a commercial point-of-view the feedback received by the AWISA board has confirmed that the last show exceeded expectations and was particularly industry participant-friendly."

"Clearly the measurable advances in machinery innovation and technology, and related benefits to productivity improvements just could not be ignored in the present competitive business environment."

Michael Tiddy was also at the first show in the Yennora wool shed. He also recalls the pungent smell of the wool and lanolin.



AWISA show, a hard earned reputation as the Southern Hemisphere's meticulously planned and executed woodworking trade show.



Left: Brett Ambrose
... remains enthusiastic
about the success of
recent shows.

Centre: Michael Tiddy
... recalls the pungent
smell of the wool and
lanolin at the first
show in the Yennora
wool shed.

Right: Geoff Holland
... at the helm of
the AWISA show
organisation
since 1990.

"As a 20 something year old salesman for Tekform, owned by my father John Tiddy, I spent my time building and staffing our stand."

John Tiddy was the inaugural chairman of AWISA and it was his leadership and vision that helped to lead the thinking to hold a single national show on a two year cycle on the alternative year to the Ligna show in Hanover and the Interzum show held in Cologne, Germany.

Michael acknowledges the merits of holding shows in Sydney, especially with the new Darling Harbour complex, but says that from a hardware company perspective also going to Melbourne and Brisbane has merit.

Managing director of Beyond Tools from Western Australia Tony Mirabile was also at the first AWISA show. "As a 30 odd year old in those days we were For Wood Tools and Machinery. We were also at the next show in Melbourne - really the first AWISA-ran show. We had the Virutex range of power and hand tools there and completely sold out of stock."

Beyond Tools was established in 1986, and today operates from a showroom in Malaga, Western Australia. Tony says the company will most enthusiastically be at the Sydney show this year. "We will have a wide range of tools and machinery on display, including our new Tough Cut range of CNC machinery. Yes we are looking forward to it."

AWISA general manager, Geoff Holland, took over the role of show organiser for the second AWISA show held in Melbourne in 1990. He recalls that while exhibitors were much happier about the commercial success of the show: "From an organiser's perspective the venue left a lot to be desired."

So the move to Sydney was in large part motivated by the availability of much superior venues. "This was the huge change in 1992, and a major reason why the show has, with some recent exceptions, remained in Sydney."

Geoff has remained at the helm of the AWISA show organisation since 1990. He says this year's show at the new Sydney International Convention Centre will be the biggest to date. "No doubt about that - with bells on."

Trade shows like AWISA have long been considered to be the traditional economic barometer of industry health, a measure of the commercial performance of exhibitors and an important interface with existing and prospective customers.

Yet times are changing. Today's markets and marketing strategists are asking if yesterday's recipes can still guarantee tomorrow's successes. The winds of change may well be starting to blow through the exhibition halls of some traditional trade shows. Some long-standing international trade fairs are finding themselves faced with alternative shows and having to compete against new electronic and other marketing techniques.

But for shows like AWISA it would be fatal to describe them as other than critically important. AWISA remains very much the cornerstone of business in the woodworking, joinery and furniture trades, both in Australia and New Zealand.

AWISA has won a hard earned reputation as the Southern Hemisphere's meticulously planned and executed woodworking trade show, attracting international exhibitors and visitors and displaying leading-edge technologies and products. ■

Unlimited furniture design - Sensys hinges in obsidian black



The Sensys hinge from Hettich combines perfect design with a feel of luxury. Now new Sensys, in obsidian black, retreats into the background on dark materials, remaining conspicuously inconspicuous. The range provides a key to upgrading into the luxury segment and gives manufacturers new options for differentiating. The Sensys integrated soft-close hinge system offers innovative design both in an aesthetic and functional sense.

Dark timbers, warm colours and exquisite surfaces are right on trend in the luxury segment. More and more furniture fronts are featuring dark wood decors. Alongside this, a whole palette of earthy colours has been rediscovered. This trend towards natural

authenticity and harmony comes from a rediscovery of the home that promises a sense of well-being and security. On furniture made with these dark timbers and exquisite surfaces, a hinge needs to blend into background where it remains unnoticed – in a similar way to creatures that mimic their surroundings and fade in with them to create a harmonious unit.

Hettich has applied this intelligent principle of nature to furniture design with the Sensys hinge in obsidian black: in the form of perfectly performing fitting systems that inconspicuously blend into the design of furniture.

The Sensys range in obsidian black features hinges and mounting plates for all common

mounting situations. Hettich's award-winning range of soft-close Sensys hinges offer are the perfect addition to any storage project, with Sensys hinges available for all main door mounting options, and capable of soft closing a door from an angle of 35 degrees.

The award winning European designed Sensys hinge systems are manufactured with the highest quality materials to the exacting standards for which German manufacturers are renowned.

HETTICH AUSTRALIA
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AWISA See us at AWISA 2018



Photos: Hettich



Hettich applies nature's principle of clever camouflage to furniture design with Sensys in obsidian black.



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Rapid response teams

WHEN it comes to human biology, I know where the heart is. I know about lungs and kidneys and livers, though my own liver may not be what it once was after years of late night “sales meetings”. I also know that our bodies are constantly evolving. Since medieval times, we have grown taller while our brains have shrunk. Athletes are getting faster and stronger, while the average body shape is evolving to reflect our unhealthy diets and a life spent sitting in front of televisions, computer monitors and various electronic devices. In other words, most of us are becoming tall, fat potatoes with pea size brains.

*“I’m buying, so you
better catch up”*

Joking aside, scientists believe our shrinking brains are due to changes in efficiency. Our brains have gradually been rewired to become faster and take up less room. Instead of using our bodies we are using our intelligence to respond to the world around us, and we are doing it faster than ever before. It’s little wonder that speed has taken over our lives in so many ways. None more so than our need for rapid response and instant gratification, and this is shaping the modern sales team.

It seems clear that advances in technology have been instrumental in speeding up our lives, but it’s we as humans

who have to harness this great power if we are to take full advantage of the benefits it brings, rather than be overwhelmed by the sheer pace of it all. Technology has been used by sales teams for some time now; it’s not a new development. My first taste of lap top computers as a selling tool, along with Customer Relations Management (CRM) software, goes back to my time as a rep in the late eighties. Today they are essential tools in every representative’s arsenal. But the real changes have come on the customer’s side of the equation with fast internet and mobile browsing. This is where buyers do all their research and have come to expect answers quickly. There’s an element of self-serve about it. It’s therefore essential to rethink what constitutes a sales team in order to respond at speeds that will satisfy customer expectations.

Where once representatives worked alone, briefcase in hand, knocking on doors and looking for leads, today’s sales are achieved with elaborate team effort. Every member of staff from receptionist to managing director must play their part. The IT department has become a critical component in sales. I like to compare these operations to those services we rely on for our lives, our rapid response teams, like police, fire, ambulance and rescue. The difference being that we rely on speedy response from our sales teams for our livelihoods rather than our lives. You would be forgiven for thinking that requests for quotations were a matter of life and death, such is the urgency from some clients. So do we really need to jump when a prospect says jump? If we want to win the business and keep our companies alive, then the answer is yes.



Rick Lee has over 38 years experience in the woodworking industry. He now works as a consultant and trainer and can be contacted at Right Track Business Consulting on 0412 237 456 or at rick.lee@righttrackbusiness.com.au.



I spoke to Andreas Ploeger, who, after fifteen years as managing director of Altendorf GmbH, now holds the key role as managing director of Wietmarscher, leading German manufacturer of emergency rapid response vehicles. I asked him how his team manages their response to enquiries from all over the world in a timely and competitive fashion, and if he sees a difference between industries when it comes to sales team response.

"In principle there is no difference in sales of machines, ambulance vehicles or kitchen cabinets for that matter. As in all sales, the person selling has to be sincere, honest, compassionate and fully convinced of the product he or she is representing. While speed is vitally important, representatives must also be properly prepared."

Sadly, there are still sales representatives who work alone and without team support. A recent study showed that a large proportion of representatives are responding to leads on the fly. They are preparing for clients on their way to meetings in the car, desperately trying to find the right information in time for discussions. A sizable percentage feel they don't have enough data to respond to questions as a result of customer's demands for instant information. Take a closer look and it is evident that the problem lies with not understanding the entire process of sales in today's information rich environment. It's a mistake to think that the first customer contact is the first step in the buying process. In reality, representatives are often entering the sales cycle at a critical stage, not at the beginning.

Buyers have already done their homework on line. They have most likely compared sellers and their products and services in quite detailed ways, read blogs and reviews, and talked to others on forums. So when a customer calls for a representative, they are at an action stage of the sale and representatives need to be prepared with the necessary information. Traditionally, a call for information was seen as a lead, now it's a flag that says, 'Hey, I'm buying, so you better catch up.' Customers want specific answers at this stage, more expertise than can be found on your website. Furthermore, the customer wants those answers now! They will become frustrated if the rep shows up and tries to take them back to the beginning.

Andreas says that modern communication has certainly changed the way we do business. He says we need to understand how it impacts customer behavior, in order to use it wisely. He also says we shouldn't lose sight of how important personal interaction is, and that the global reach of technology and the thirst for speed should not eliminate the need for one-on-one customer care.

"The old saying still holds true: all business is local and personal," Andreas said.

In the end, our technology should assist our rapid response, not replace it. As with our emergency services, the human touch is essential, and it must be properly prepared. ■



PREMIUM DRAWERS



NOT PREMIUM PRICE TAGS

The Harn RITMA Cube drawer system has the range for any kitchen design; round or square components, black or white, 35 or 60kg load capacities, and five different heights. They're strong, smooth, and stable with full extension synchronised roller bearing runners, a silent integrated soft closing cushioning system plus an integrated lateral stabiliser.

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Satisfaction
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Panel saws that help make a perfect sound

Panel saws are a class of highly versatile machines present in all joinery businesses whether large or small. Sometimes they're used for complex shopfitting's and exhibition display stands. But for Australian Pipe Organs, the panel saw takes on a whole new role in the production and restoration of musical instruments.

Since its establishment in Keysborough, Victoria in 1980, Australian Pipe Organs have established a solid reputation for its attention to detail. From small mechanical parts, intricate angled casework or large veneered panels, timber represents a large portion of its work and the panel saw is at the heart of the operations.

"It all has to be absolutely accurate, very long lasting and reliable," says Daniel Bittner, the current managing director of the business. "Having a good saw is paramount. While I've used an Altendorf during my apprenticeship days, we thought they'd be out of our price range despite being more accurate and easier to use." That notion quickly changed when Daniel met operations manager Paul Serini from Altendorf. The two drove out together to see an Altendorf WA8X in action. It wasn't long after that Daniel decided the WA8X's value proposition was well worth the investment. And indeed, it was an investment that paid it self many fold for the boost it brought to the business.

"There's less set up time, no need to recheck dimensions, you can be confident knowing that when you walk away from the saw, you can come back and it'll be set up the exact same way again." Daniel elaborates, "We'd go through fifty pieces of timber

concurrently and every one of them will be exactly the same."

The productivity increases of the new machine marvelled Daniel himself, "We often make very large angled louvers (swell shutters), and where previously something like that would have taken days, we had two sets of 15 cut out in 25 minutes."

The first contract completed on the new Altendorf was the chapel organ for Camberwell Grammar School (pictured). The organ is contained within a case of blackwood designed to match and complement the existing furnishings, namely altar, lectern and font, and is to be placed along the rear wall in shallow disposition. The movable console, also in blackwood is currently placed to the left of the altar but can be easily relocated to almost any other area of the chapel when required. The instrument is controlled by a multiplex switching system which also includes every modern playing aid as well as a record and playback facility which will prove to be an obvious advantage when an organist is not available. The



organ, never assembled in factory but simply 'clicked' together onsite, was a testament to Australian Pipe Organ's intricate attention to precision and detail.

With a wide portfolio of pipe organs in churches, schools, councils and price clients across Australia, Australia Pipe Organ's is a remarkably unique case for the use of the humble saw. Daniel is confident that with the introduction of the new saw on the factory floor, the precision and productivity gains would carry a further boost to the company's reputation.

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SOPHIA, the new reality of understanding

Introducing Biesse's SOPHIA project, a rapidly evolving and substantial artificial intelligence platform. The platform is enriched with a range of new features that enhance interaction. Now customers have access to a whole host of services that simplify work management and improve the productivity of their machines and systems.

Since the launch of Biesse's SOPHIA project in Europe, connected machines have registered a 60% growth in productivity and the platform has highlighted that Biesse has handled more than 2,000,000 events of various types.

"The results registered over these first few months demonstrate how the services we offer our customers help increase the operating time of a machine and promote a proactive approach by reducing diagnostic times by 80%," states Stefano Calestani, the Group's new service innovation

problems that could damage production. Thanks to SOPHIA, Biesse can take proactive steps to contact customers, reducing machine stoppages and inefficient time-wasting.

The flow of data is developed solely by the machine to network, never the other way around. The security of the information collected is guaranteed by two different systems: firstly https communication protocol, namely a protocol for secure communication over a network via an encrypted connection; and secondly access to the cloud with two factor authentication (token + password).

Biesse's entire global service network is interconnected and has access to the SOPHIA web portal, ensuring customers all over the world receive quick and decisive responses and solutions. Through this tool Biesse technicians are able to constantly monitor possible problems, generating in real-time the solutions required to solve them.

Distribution of the SOPHIA IoT SOFTWARE is extremely straightforward and rapid. It takes place through a dedicated function on the app, called Software Distribution Manager, which, through a protected mode, directly sends the specific software package to the machine.

The platform consists of two powerful areas: IoT and PARTS, integrated with each other. These are connected to two apps that provide customers with easy access to SOPHIA's capabilities.

The IoT - SOPHIA app provides a comprehensive overview of the specific machine performance features, with remote diagnostics, machine stoppage analysis and fault prevention.

The service also provides a continuous connection with the Biesse control centre, the option of calling for assistance from within the customer app with reports of issues managed as a priority.

Greater interaction coupled with quick and decisive support

director. "It may have only been on the market a short while but SOPHIA is improving the quality of relations with customers who have benefited from using the tool. It is a quick and decisive support, which minimises waiting times previously required to deal with problems, and responds with effective and immediate solutions. This is the substantial opportunity SOPHIA offers our customers," Calestani continues.

What is SOPHIA?

SOPHIA is a digital platform that provides users with access to more machine information and initiates concrete actions to optimise performance and monitor the quality of the work produced, anticipating the causes of faults and providing clear solutions to resolve any anomalies. The data gathered and analysed by artificial intelligence is transformed into useful data to help optimise customer production and product quality, providing extremely valuable opportunities for growth. This information also provides customers with tools to prevent



Xylexpo will bear witness to the new features of the IoT - SOPHIA app, which will greatly improve personalised interaction with the customer depending on machine operation and will significantly reduce service times.

- Through the app, users will be able to receive notifications regarding production status, machine stoppages, production progress, maintenance alarms, logistics and tending direct to their mobile phone. Customers will always have access to information, wherever they are, even if the machine is not in operation.

- An important supplementary feature of the app is the addition of new indicators, whether they are the same for all different types of machines or specific to the type of work. The first version of the app introduced three important indicators related to productivity: Availability, efficiency and effectiveness. The new version of the app will allow users to see new settings specific to the type of work, namely between the many on offer, for beading machines the number of steps or information on the type of glue used, or for CNC machining centres the effect of tool changing or use of the working area, etc. This feature is of great value to the customer, who, up until now, have never had access to easily traceable information and

therefore specifics regarding their own production.

- If required, via their mobile, customers can create a video connection that will allow the Biesse service to see what the customer outlines, therefore facilitating communication.
- It will also be possible to facilitate required maintenance operations by automatically compiling a shopping cart filled with spare parts considered to be necessary to carry out operations, then monitor the status of the machine components and receive notifications when work is required, for example when a part deteriorates. The

customer can choose whether to confirm the order or not.

The second area of SOPHIA is Parts, the new easy, intuitive and personalised tool for ordering Biesse and Intermac spare parts. The portal provides customers, dealers and branches with the opportunity to navigate within regularly updated documentation relating to their own machines and carry out interactive research within machine designs, documentation and bill of materials.

It also allows customers to directly create a spare parts cart with information on real-time warehouse availability of parts and the corresponding price list, to monitor the progress of orders and provide a list of emergency and recommended spare parts.

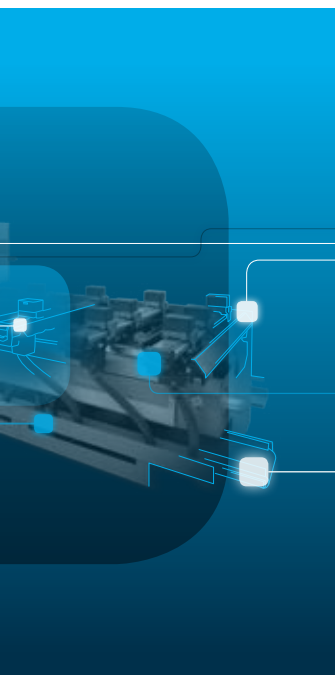
PARTS-SOPHIA, available 24 hours a day, 7 days a week, is a multi-lingual and multi-platform tool integrated with leading operating systems, specifically iOS and Android, and is also available via a dedicated smartphone or tablet app.

The new features presented at Xylexpo will include new features that will further integrate the PARTS - SOPHIA app with the IoT - SOPHIA app: the automatic creation of a spare parts cart following a IoT maintenance task; the opening of a technical assistance request using the portal or the PARTS - SOPHIA app; and the ability to see and use a machine's technical documents on both the app and the platform.

SOPHIA in the present and in the future

SOPHIA IoT was first conceived in April 2016, as part of a pilot project based on the concept of connecting a sample of some of the main machines from the Rover range used by customers. This connection was then implemented on other types of machine, and will cover the entire Biesse (wood and advanced materials) and Intermac range by the end of 2018. To date, IoT SOPHIA is available in Europe, America and Canada, and by the end of 2018 the platform will be worldwide.

The PARTS SOPHIA portal was conceived at the start of 2016 and made available to branches and dealers in August



► 2017. It is now available in major languages and for the majority of machines produced by Biesse and Intermac. August 2017 saw the launch of the app linked to the portal, which is now used by all dealers and branches and available to all customers.

"Sophia is a constantly changing world that integrates the experience of Biesse customers from around the world and involves them in the process of creating new services. Biesse strongly believes in this project and has made provisions for solid investment over the course of next three years. The team dedicated to the project has significantly grown in the past few months and is set to increase

with resources distributed worldwide. By the end of 2018 the platform will have been implemented worldwide, in accordance with the development schedule set out," states Federico Broccoli, Wood Division director/sales - Subsidiaries Division director. "We are drawing increasingly close to our customers in order to accompany them in a process of growth that determines an optimisation of all main assets, be they technological, strategic, organisational and human", concludes Broccoli.

Customers from various sectors worldwide can learn first-hand the benefits that the platform provides by visiting the company's stands at the many trade fairs Biesse takes part in and Biesse showrooms worldwide. There is also a site dedicated to SOPHIA where users will be able to find all the information on the new platform. To better understand the features of the platform there are also several videos available on Biesse's YouTube channel.

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Contemporary Classics

New Handle Finishes



The 2018 new handle finishes affirm a continued emphasis on providing a comprehensive range of high quality, stylish products that conform with the latest trends. Stefano Orlati handles are now available in an expanded range to include Polished Brass, Satin Brass, Matt Black and Titanium Grey.

Taking inspiration from the latest European kitchens and bathrooms, this new and extended range of Stefano Orlati handles underscores the importance of colour, with a collection of matt, polished and satin finishes to complement any look.

- + Polished Brass, Satin Brass, Matt Black & Titanium Grey
- + 3 new handle families
- + Exciting extensions to existing ranges
- + Inspired by European trends

Nesting with CAD+T

An efficient nesting process starts with software, ends with ready parts and offers manufacturers a faster and more efficient material handling within the production process.

CAD+T offered complete software solutions for the interior design and furniture manufacturing industry for more than 28 years. One of the main topics for manufacturing is nesting. Nesting is a key operation for machining of board materials like MDF, plywood or particle board. The goal is to achieve an ideal machining result, marginal wastage and the improvement of production flow. Nesting can be done with CNC machines, beamsaws or with advanced tools 3D nesting. Using CNC machines allows users to cut and run all further successive operations only on 1 machine.

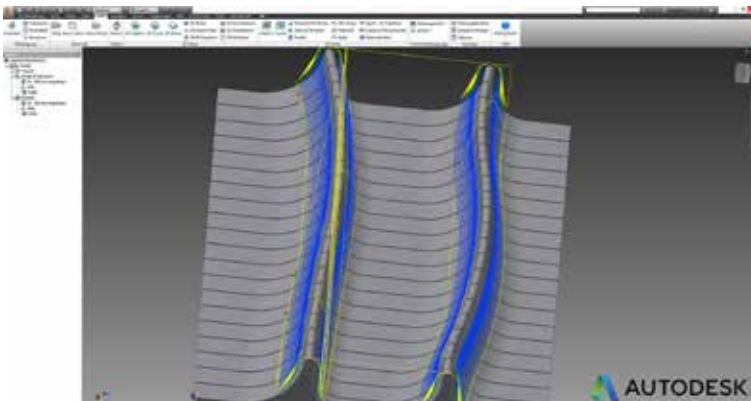
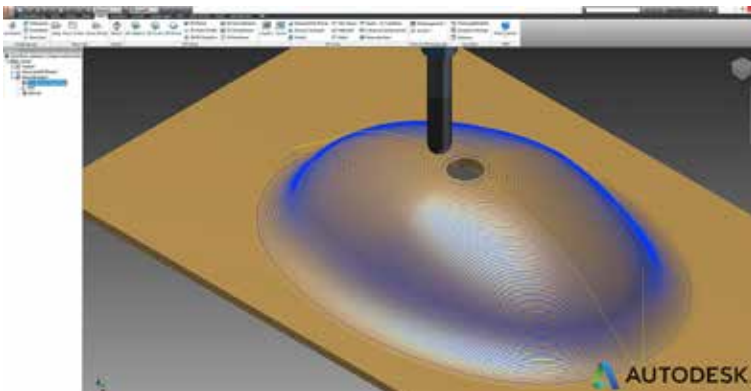
So far the digital part data could have been loaded to the machines software but needed to be aligned manually by an operator in order to run the nesting. CAD+T offers now a nesting tool which takes the CNC programs directly from the shop floor drawings, nest them and send the correct machine

data in the right format directly to the machine. The software recognised automatically material and grain directions and chooses the right tool as well as the production process. This data can directly be used on the machine and doesn't require any manual check.

Advantages of CNC machines with more than one processing head is the possibility to manufacture 3D pocket cut outs using different broaching strategies, the speedup of tools for long operations and the selection of the right tool to achieve the highest quality of the surface. Using nesting sometimes leads to a rethink of construction principals. What used to be done with drillings and dowels, can now be done with groove and rabbet. CAD+T offers different options for production processes and post processors for any established 3 and 5 axis CNC machines.

Next to the nesting on CNC machines, CAD+T offer a solution for nesting on beamsaws. An intelligent sequencing, automatic shredding of material offcuts to achieve short processing times for wastage materials, handling of several jobs at the same time and the highest cutting quality mark the software.

Powerful, configurable post processors cater for optimal performance of a machine for 3D nesting. The software supports as well robot systems for feeding and allows users to define 3D cut-off regions.



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Supporting the next generation

Planit Cutting Edge Solutions has been working with Lidcombe TAFE to support the next generation of the industry, providing Cabinet Vision to the college's three computer labs.

As part of the stage three cabinetmaking course at Lidcombe TAFE, some students undertake an assignment via BBM Youth Support's Skills into the Community program. This partnership connects TAFE students requiring project experience with community organisations needing their skills, and provides funding and donated materials from a number of companies. In previous years, BBM Youth Support and Lidcombe TAFE have worked together to fit out Giant Steps classrooms, kitchens and storage areas; and last year worked with Auburn Youth Centre to provide them with a number of new spaces including a computer lab.

Last year, Planit were privileged to have taken its partnership with the TAFE further, by increasing its involvement with the stage 3 cabinetmaking course. The scenario focuses around

a client requiring fitted cabinetry for a space in their premises, with the students to design, manufacture and install the whole project from start to finish.

Planit's marketing coordinator, Blake Cugley, shared "it is fantastic to see so many young people wanting to forge a career in cabinet making. Lidcombe TAFE has built a great facility for students to learn in, and we are proud to be able to have Cabinet Vision as part of the course. It was a great experience to personally go onsite and witness several stages of this process."

This assignment requires the students to be broken into teams, before being provided a brief about the client and a summary of their requirements. This is then followed by an onsite visit, where they meet the client, hear about how they envisage the space and any particular needs that are to be met within the design. The students then begin to measure the spaces, ensuring they take note of any unique features.



The class that was installing the cabinetry at the Giants Steps School was faced with a heritage listed building, and so had to ensure they kept the room's architectural features in mind as they measured the room. The Auburn Youth Centre required cabinetry that would be suitable for regular use in a high traffic zone.

During these site visits, some of the classes had the opportunity to compare their measuring using a tape measure, with the measurements taken with a laser measurer. Planit brought along some of its Leica laser measuring devices to showcase the accuracy and precision that this technology will bring. Both these experiences gave students a wider look at some of the current methods being used in the industry.

The students then spent their time beginning the process of laying out the room in Cabinet Vision, designing and customising the project. Part of the brief included collecting information on the materials and hardware options they will use, and ensuring it was correctly set-up in Cabinet Vision. This is then gathered and prepared for as part of the portfolio delivered to the client to review and provide feedback, including the various drawing perspectives produced from their Cabinet Vision job. Once they've received the clients sign off, manufacturing of the cabinets begins.

The students were able to use their drawings to generate the CNC code for the machines, as well as create detailed cabinetry drawings to follow, all created within Cabinet Vision. These tools show students the concept that software brings together further automation within a business, and aims to improve accuracy, efficiency and productivity of modern manufacturing.

Dion Iori, cabinetmaking teacher for Lidcombe TAFE, shared "these projects provide the TAFE students with practical training and on-the-job experiences. Client-based exercises provide a real representation of using more than just your cabinetry skills in working with a client."

Once the designs were manufactured on the TAFE's CNC's, beamsaws and edgebanders, it is then on to site to complete the installation stage. Blake Cugley from Planit also commented that, "it was great to see the students take the initiative of the installation process. The staff at Lidcombe TAFE did provide plenty of guidance, but the students really worked as a team to complete the project and with great results."



It is also important to recognise that there was a number of industry supplier donated material, hardware, and supplies to assist in completion of the project. Lidcombe TAFE and BBM Youth Support would like to thank in particular Hettich, Nover and Blum for the hardware and material they provided towards to the projects. In 2018, Lidcombe TAFE look to participate in up to 5 community projects with their students.

experiences gave students a wider look at some of the current methods being used in the industry

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TransPak creates an out-of-box experience

TransPak was founded in 1952. The company's matriarch, Arlene Inch, worked at TransPak's first Californian location in the late 1960s before acquiring the company in 1969. The company gained notoriety supplying Silicon Valley's emerging technology start-ups with packaging services and has expanded alongside its customers' tremendous growth throughout the years.

Today TransPak is a packaging powerhouse with manufacturing facilities all over the world, 1,500 plus team members, and over 1.5 million square feet of manufacturing and facility space. They help customers get practically anything to anywhere, fast.

*practically anything
to anywhere,
fast*

In order to maintain its competitive title, TransPak is always leaps and bounds ahead of the competition. Their innovative R&D lab includes state of the art machinery for drop and impact testing as well as environmental conditioning. Whether delivered by air, land, or sea, customers can trust that their precious cargo, including medical supplies and semiconductors, will arrive unscathed to their final destinations. TransPak is also committed to social and environmental issues. Its mantra of reduce, reuse, recycle, is evident in every facet of the business.

"We are proud of our environmental commitment. Company-wide, our diversion rates are well over 90%. This means the vast majority of the by-product waste we produce is diverted from landfill and instead is reused or recycled," explains director of marketing, Liz Hawkins Tahawi. The company recently launched One Tree Planted. "In addition to complying with Sustained Forestry Initiative guidelines with the timber and lumber we purchase, we are committed to taking this a step further by replanting a tree for each tree consumed in our global crate manufacturing. Our first infant forest is taking root in Oregon!" shares Liz.

Accompanying its own green thumb, TransPak helps its customers lead more eco-friendly lives. For example, when a leading semiconductor equipment manufacturer asked TransPak for innovative packaging solutions to reduce its footprint and lower costs, TransPak studied its supply chain and recommended a customised Refurbish, Recycle, and Reuse "RRR" program. Crates were recovered from the customer and its contract manufacturers, consolidated at TransPak for inspection and repair, and delivered as needed. This initiative involving 15,000 crates saved the customer \$1,000,000 in just the first two years alone.

Silicon Valley heritage

Throughout the years of tremendous growth and changes, one thing in particular has remained constant for TransPak: staying true to its roots.

"Our manufacturing process reflects our Silicon Valley heritage," explains Bert Inch, TransPak's CEO.

Bert elaborates, "We run a paperless shop floor where all revolutions are managed and designed digitally. Our investment in TigerSaw 1000s has enabled us to integrate their functionality with our proprietary WorkFlow software, so our cut lists are auto-loaded. This not only makes us more vastly more efficient, but also eliminates the human error element."

The investment in fully automated saw systems for processing wood ensures that TransPak's packaging and crating materials are cut accurately with the greatest throughput possible. Using TigerStop's Cut List Downloading software, TigerLink 6, ensures the shop remains eco-friendly and paper cut list free.





Additional benefits of the saw systems have manifested themselves the most visibly in TransPak's trash cans. Prior to adopting TigerSaw 1000s in its production line, TransPak suffered from greater amounts of scrap. Now facility scrap bins are emptied less frequently. "We have less wood waste and the waste is more manageable. And with TigerTouch it makes it even better. We can cut a full crate order and assemblers spend less time at trim saws."

The TigerTouch touch screen tablet gives operators full control at their fingertips. And when used with TigerStop's Dynamic Optimization software, it ensures TransPak is getting the greatest yield possible from its raw materials. And less wasted raw materials means instantaneous dollars back onto TransPak's bottom line. TigerTouch's unique on-the-fly optimization software tells the operator the best cutting order, saving a tremendous amount of labor time.

In addition to TigerSaw 1000 fully automated saw systems, TransPak utilises a number of TigerStop automated stop gauge and positioners for accurately cutting a variety of packaging and crating materials. The add-on automation allows TransPak to turn their existing saws into automated lean manufacturing assets.

"Our Seattle location has three saws with TigerStop infeed systems attached. Two are Grizzly jump saws, one is fully automatic with a 20' infeed and the second has a 12' infeed. The third is an Alpine PF90 saw that was integrated with a TigerTurbo pusher system," says Bert. Utilizing TigerStop equipment guarantees that TransPak customers are receiving packaging and crating items precisely to specification and accurate within thousandths of an inch.

Attention to every last detail is what has propelled TransPak forward throughout its 60+ years of operation. Whether a customer needs TransPak to build custom crates, design flashy and engaging packaging, schedule logistics, or broker with customs agents, it is guaranteed that the customer will be in good hands. Working with TransPak will without a doubt be an out-of-body, or shall the company say, an out-of-box experience.

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Kitchen and joinery projects demand solutions that are as unique and varied as the clients. No two projects are identical, and that's why Harn has developed a versatile range including the new jet black finish that gives the options and choice to deliver the perfect solution to a customer's requirements.

While the Harn RITMA Cube drawer looks exceptional, it's what's on the inside that really counts.

Harn RITMA Cube has full extension synchronised roller bearing runners, a silent integrated soft closing cushioning system, plus an integrated lateral stabiliser bringing a strong, smooth and stable drawer system. The quality of the Harn Ritma drawer is such that it is backed by a lifetime warranty.

The anti-skew feature is seamlessly incorporated in to the rear Harn RITMA Cube cabinet member. This feature ensures that the drawer doesn't skew by using a system whereby a small roller runs along a guide keeping the drawer aligned in the initial stages of opening.

The unique I-beam is a proven strength of the Harn RITMA Cube drawers. Not only does the I-beam provide additional strength it also allows

for the nests of roller bearings to have increased contact surface area between the separate parts of the cabinet member, ensuring a smoother and quieter sliding performance under full load.

The synchronisation mechanism is a new addition to the Harn RITMA Cube drawer cabinet member. It keeps the parts of the cabinet member running in perfect unison, ensuring an even and controlled closing motion. This is achieved through the use of a dual rack and pinion system cleverly integrated into the side of the cabinet member.

Not only does the Harn RITMA Cube range incorporate a vast array of options to suit every joinery project, but these drawers are surprisingly good value, bringing the very best in soft-close drawer systems at a price that will help close a deal. The range is available exclusively from Furnware Dorset.

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Designed for individuals

-distinctive designer profiles for Hettich drawer systems

Hettich's new designer profiles for ArciTech and InnoTech Atira drawers give furniture manufacturers a simple, cost-effective way to meet differing consumer demands and expectations. With the platform concepts from Hettich, furniture manufacturers are not tied to any specific furniture segment by choosing a particular drawer system.

The decorative, self-adhesive designer profiles in attractive finishes create visual highlights with an individual touch: timeless stainless steel, chrome or aluminum looks give the drawer a particular aura of elegance and quality. Oak and walnut looks pick up on the trend towards more natural authenticity. Here, the combinations are equally as varied as consumer demands and expectations.

Whether in the living room, bedroom, kitchen or contract segment – the high-quality mix of

different materials and decorative designer profiles makes an impressive statement.

Easy to install, these profiles can also be added cost-effectively at a later date. The production process is in no way affected. Individual customer preferences can be met quickly and in a variety of ways.

Hettich's CAD service provides full planning details and assembly instructions for all products with 2D and 3D views plus drawings of fittings, cabinet and cross sections. Hettich can help balance client satisfaction with a company's manufacturing costs.

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Where only perfect is good enough

Located in Queanbeyan just outside of Canberra, Capital Veneering is a multi-award winning, specialist veneering company with an impressive customer list. Customers include Parliament House, Star City Casino, Australian Federal Police Headquarters and The Canberra School of Music, and also other places such as the Batemans Bay Soldiers Club and the Dickson Tradesman's Union Club.

veneer is often the critical feature

Managing director Ben Madden says Capital Veneering has a particular focus on high-end residential and commercial joinery. "These sorts of projects generally include some timber veneer work."

"We are about delivering the right solution for every client through our wide range of services, including commercial and residential joinery, bespoke furniture, kitchens, corporate and government fit outs."

He says their veneering work is often the critical feature of projects. "There is only one rule when providing customers with a veneer finish - it has

to be perfect. Simple if you can get it right and Capital Veneering has the record and testimonials to prove it."

Capital Veneering has steadily evolved from a boutique veneer pressing and furniture making workshop to a large enterprise. The company's expansion initiated the relocation from two workshops to a new premises and the consolidation of equipment under one roof in 2008. The growth of the company has resulted in the refinement of systems and the purchase of more efficient, state of the art software and machinery.

Holzher edgebanders have been a central part of Capital Veneering's commercial success story over the years. The company's current Holzher Lumina Series edgebander has strengthened the company's production processes. "Since the day it was switched on, it has lifted the morale of the entire work force. Production is up at least 30 per cent on our previous edgebander and the quality is much better," Ben says.

"The Lumina edgebander has also widened the scope of our production capacity. This has meant that we are now able to offer a wider range of choice to our customers," he says.

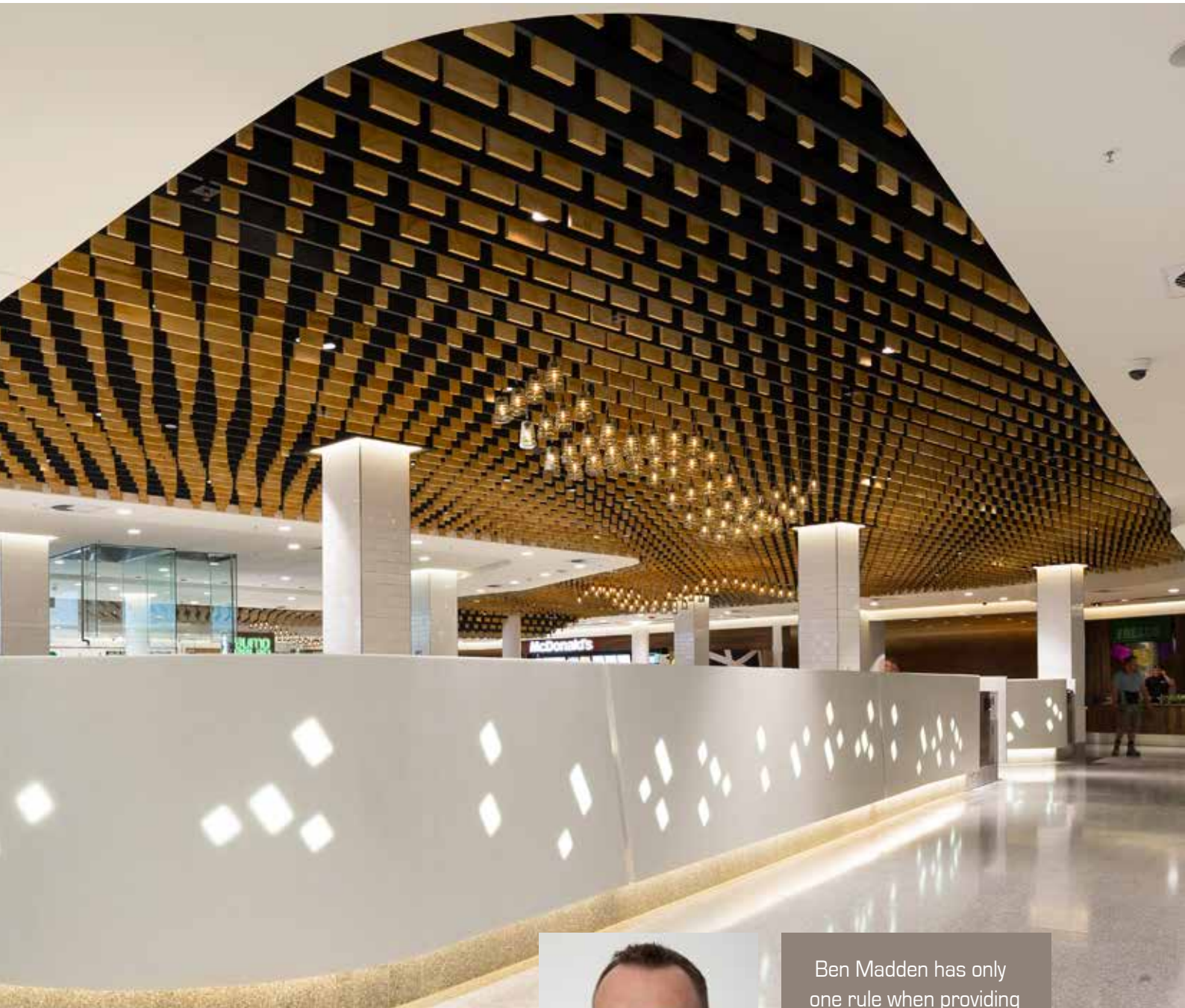
In relation to technical backup support Ben says the company enjoys its relationship with Weinig. "Their service is fantastic - we certainly can't complain - its head-and-shoulders above the service provided for the other machines we operate," he says.

Weinig Australia's managing director Neil Forbes said that through its Holzher brand, the company has a strong relationship with Capital Veneering. "We are very proud to be associated with them. They are a company with outstanding attributes, working in a high quality, specialist area of the industry."

"I think they are a great demonstration that our Holzher range of edgebanding machinery takes some beating in high throughput industrial manufacturing situations demanding precision, repeatability and reliability," he says.

Machine operator
Raj Rajat ... Holzher
Lumina edgebander
strengthened the
company's production
processes.





Canberra Centre Mall, Food Court ... veneer ceiling panels an important feature of this project.



Ben Madden has only one rule when providing customers with a veneer finish, it has to be perfect.



Residential kitchen designed and installed by Capital Veneering ... as in this case high-end projects generally include some timber veneer work.

► To support its quality manufacturing processes, Capital Veneering has ordered an Accura Series edgebander to work alongside its Lumina edgebander. This new Holzher edgebander will greatly assist in setting the highest, professional standards for edgebanding without compromise. This will be an especially critical addition to its production machinery for Capital Veneering, a company that has built its reputation on absolutely perfect veneer finishes.

Designed to meet the most stringent requirements in terms of quality and flexibility, Holzher Accura Series edgebanders stand for complete processing of modern edging and panel materials. Program selection allows the machine to be set up without even opening the hood, so that it is ready for production immediately.

In developing Accura edgebanders, the focal point has been 100 per cent repetition accuracy, fully automatic and flexible conversion and perfect appearance of the components produced.

Requiring only 6.5 metres of floor space, German manufactured, automated Accura edgebanders offer professional complete processing with invisible joints with Glu Jet Thin Film technology; integrated multifunction cutting technology; a 100 per cent repetition accuracy, work piece thicknesses up to 60 mm, and edge thicknesses up to 20 mm.

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Blum hardware front and centre

at Salone del Mobile 2018

Leading kitchen designers and manufacturers from throughout Europe exhibited their latest designs at Eurocucina, the benchmark exhibition at a global level. The exhibition showcases high quality products, not simply highlighting the latest in contemporary kitchens but also providing interesting and intriguing insights into the planning and evolution of trends for kitchen design.

Throughout the displays it was clear there was a desire for new finishes and exploration using different materials on drawer and door fronts. There was not a white cabinet carcass in sight.

With the inside counting as much as the outside, there was a display of cabinetry that had glass doors or decorative glass doors, so that the inside could be seen. LEGRABOX drawers provided the colour and design that helped extend the aesthetic beauty of the outside of the kitchen to the inside whilst the CLIP top BLUMOTION in onyx black, merged into the sleekness of the darker interiors.

Impressive design deserves quality hardware and Eurocucina 2018 demonstrated this with Blum's extensive representation of LEGRABOX, AVENTOS Lift Systems and CLIP top BLUMOTION.

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Photos by Blum



The trend towards using different materials for cabinetry fronts was highlighted throughout Eurocucina; Blum's quality fittings support such unique design trends and demonstrates the scope of design possibilities with AVENTOS HK-XS.



The extensive range of LEGRABOX provided the colour and design options needed to support the current design trends represented throughout Eurocucina.

CLIP top BLUMOTION in onyx black not only merges harmoniously into darker cabinets; but also provides a unique contrast in lighter cabinets creating an aesthetically beautiful option for glass doors.

SCM launches Maestro Digital Systems

On display at the upcoming AWISA exhibition in July will be SCM Group Australia's new Maestro Digital Systems, a collection of digital tools created by SCM to simplify operators' daily work by increasing performance levels, all in line with the company's "Work Simple: Work Digital" motto.

The innovative Internet of Things platform, which SCM is set to introduce with its CNC machining centres, is at the heart of the "smart factory" concept. It is a system that collects and analyses data fed by SCM machines in order to closely monitor and continuously optimise production processes, granting customers full control over such processes.

Maestro Connect is a new addition to the collection of Maestro Digital Systems: the new latest-generation, multi-function, wide-screen and multi-touch operator panel (eye-M); the innovative remote assistance and maintenance system with augmented reality glasses (Maestro smartech); the powerful and versatile Maestro suite, a complete set of software applications for all machining types and methods; and the 3D virtual reality simulation system for integrated cells (Maestro xplora).

For every type of production process and need, SCM Group Australia offers all-inclusive solutions to solutions, all with the aim of meeting the customer's individual and specific needs.

In an innovative space at the AWISA exhibition, SCM Group Australia will demonstrate new solutions for all industrial production processes, including furniture manufacturing, windows, door and timber construction, and the most reliable woodworking machinery available.

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Lincoln Sentry's team is unveiling an exciting new space at AWISA 2018 showcasing a broad spectrum of quality products, all underpinning the company's 32 years supporting the industry.

When a cabinet maker or kitchen manufacturer is creating a customers' dream room, Lincoln Sentry knows that the customer's expectations can be broad and the range of Lincoln Sentry product solutions reflects that. Whether it be a high volume commercial, conservative residential or a truly unique design that will dazzle, Lincoln Sentry is the trusted partner for thousands of Australian woodwork professionals.

Lincoln Sentry's drive to discover innovative solutions together with its significant national infrastructure ensures that the company is ready to help its customers get the job done, when it counts.



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A full range of washroom partitioning will be on display.



Top left: Weathered oak – a modern statement in design innovation from Farmers.

Centre left: Sugatsune's flush sliding door system.

Talk colour with Dulux expert Andrea Lucena-Orr at AWISA 2018.

Local industry, global stage:

machines made for the future

The unique needs of Australian manufacturing are reflective of the country; flexibility to service the incredible diversity of clients, reliability to endure extreme weather from stifling heat to relentless winds and progressive technology that supports innovative production and advanced practices. European engineering and design includes centuries of experience that is an essential asset in producing advanced machinery. However, local experts need to apply innovation, quality standards and flexibility to create products that are locally relevant and complement Australian culture.

With generations of experience behind him, Norman Kurta wanted to address the problems manufacturers face when importing European machinery. Tapping into a global network of manufacturing experts, Norman was able to assemble a team of Australian industry professionals, European engineers and German designers to collaborate and introduce a range of advanced, cost-effective and reliable woodworking machinery that answer the needs of the Australian industry.

The team includes expert Henry Holder, who started in the manufacturing industry on the ground, in warehouses over fifteen years ago. Henry began with the same job that his clients have now and it's this hands-on experience that has made Henry sympathetic to the setbacks and frustrations faulty and unreliable machinery can have on a business and their employees. His immersion in the industry gave him the insight needed to develop a product that doesn't let his clients down and inspires progress.

Quality is not the only aspect of machinery that affects manufacturers. The huge costs associated with investing in machinery can add financial stress to businesses, so, Henry and his team knew they wanted to ensure their clients felt secure in their investments and foster positive working environments by reducing stress.

The WOODPLUS concept was born to bridge this cost to quality gap; bringing expertly designed and engineered machinery, at competitive prices, to the Australian market. To utilise German experience, WOODPLUS met with German engineering and design experts to adapt advanced products for Australian manufacturers. This partnership saw designs, styles and features drafted, edited, scrapped and tested until finally a seamless product was approved.

To build the ultimate machine, the ultimate parts are needed. Quality products begin from the ground up; Henry witnessed enough production lines stop because of a faulty part or saw wasted investments made in upgrades to fix never-ending mechanical issues to know that investing in the best building blocks on the market meant a guarantee that WOODPLUS products would endure the test of time.

To make the machines accessible to clients, it was vital to keep the prices low. These aren't just machines that can be incorporated into well-established factories but are also machines that can benefit start-ups that are investing in their first workshop fit-out. To achieve this, manufacturing partners



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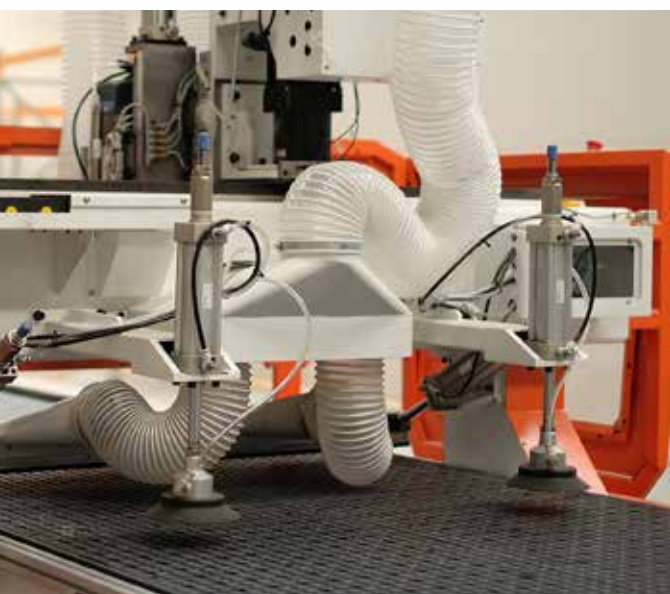
were brought in that could bring the WOODPLUS machines to life at a lower price; savings that will be passed on to clients.

The development of WOODPLUS products began from a devotion to Australian manufacturers; hoping to supply them with reliable, affordable and advanced machines. This promise continues, as WOODPLUS applies the newest innovations and technologies to bring clients into direct competition with international business. Henry says, "Our partnerships mean we have the expertise to follow through. We found strength in sharing knowledge and collaboration with local and international experts and that's why we are able to produce such progressive and affordable products."

With the successful launch of the WOODPLUS CNC machines and the WOODPLUS CN350 and P350 panel saws, WOODPLUS developers already have their sights set on the future. Looking to expand their machinery range, incorporate tools and develop glues, they are already researching, testing and creating the next instalment of the highest quality products with the newest technology, all made specifically for the Australian manufacturer.

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Healthcare - a cabinetmaking hot spot

Hospitals, aged care and other health care facilities are hot button issues in Australia. Billions of dollars of tax payers' money continues to be spent building new and refurbishing existing hospitals and other healthcare facilities.

Rapid advances in science underpin increasingly sophisticated medical treatments and advances in related technology. This all means that the fitting out of hospitals and a range of other medical facilities is a specialised, high tech business.

Some cabinet making companies specialise in this medical space - in the design, manufacture and installation of medical and healthcare fit outs. One such company is Resicom Joinery, located at Kempsey in regional NSW.

Whilst Resicom has considerable experience delivering all types of commercial projects the company has a particular emphasis on healthcare related work, including hospitals, aged care facilities, as well as working across other types of commercial corporate and residual projects.

Operations manager Gary Sinclair says Resicom Joinery designs, manufactures and installs projects across NSW and has a work force of around 30.

"We have an annual turnover of in the vicinity of ten million dollars of which 70 per cent is in the healthcare space. Currently we have major projects associated with multimillion dollar hospital upgrades and expansions underway at Gosford, Sutherland and Armadale hospitals."

Resicom Joinery: impressive reputation in design, manufacture and installation of medical and healthcare fit outs.



Resicom production manager Jesse Ball, with Gary Sinclair ... specialists in large scale, high throughput, repetitive manufacturing.



However, not all Resicom Joinery work is healthcare related. School fit outs, commercial office space fit outs, and residential cabinet work and joinery are all part of the mix.

Gary Sinclair says a common factor is that most of other company's projects are large scale with high throughput, repetitive manufacturing. "We are comfortable, say doing a hundred plus bed aged care facility fit out. We currently have a four million dollar 126 bed and 16 independent living unit retirement complex project."

He says Resicom Joinery is constantly striving to improve its delivery techniques with a strong focus on continual improvement. "So machinery, reliability and quality are critical to our production. We essentially have a long standing and successful relationship with Homag."

"Amongst our machinery we have a relatively new Homag automated gantry storage and materials handing system, CNC flat bed nesting machine and edgebander. We are working on an expansion plan that will include another Homag router. So without a doubt our relationship with Homag is central to our business performance and future plans," says Gary.

Technical sales executive Grant Jones said Homag is particularly proud to have a collaborative working relationship with Resicom Joinery. "They have clearly established themselves as one of the country's leading healthcare facility fit out specialists."

"We at Homag are extremely pleased that we have been able to be part of the Resicom journey and very much look forward to that continuing in the future," says Grant.

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A modern statement in design innovation

Inspired by the latest European trends, the Farmers Oak range sets a striking direction for classic kitchens by combining a textured facade with sleek, minimalist lines.

Farmers Oak kitchen doors feature an enduring crown cut oak recess panel and are available in natural, weathered and rough cut oak finishes. Available in Shaker or SLAB profiles, select a natural timber or choose from the ANY1 colour options.

STYLE TIP: Add a striking custom aluminium splashback from DecoSplash to complement your Weathered Oak design (Light Marble featured above).



For more info, contact the Lincoln Sentry National Customer Service Centre on 1300 551 919 or visit www.lincolnsentry.com.au



by Dean Brakell, CEO,
Furnishing Industry Association Australia

That's the way I was taught.

Back in my day...

My mother, when cooking a ham, would always cut the bone. I asked her one day why she did this and she replied, 'that's what my mother did'. So off I went to visit my grandmother and she, like her daughter, cut the ham bone before cooking. I was fascinated as to why and when I asked my grandmother why she did this, she replied, 'that's what my mother did'. I was lucky enough that my great-grandmother was still alive so I went off and visited her. I asked the same question as to why she cut the ham bone before cooking it and she replied, 'I had to cut the ham bone because the ham was always too big for the pot! Why didn't someone just buy a bigger pot you might ask!'

My point here is that we have entered into a new era, and employers need not react to every whim of a new generation, nor can they hold onto old ways of thinking and expect new generations to conform.

National apprentice completion rates across all sectors is 42%. 58% of all apprentices don't finish.

It is a large investment and commitment from a business owner when they embark on employing an apprentice. It takes time and patience to see a return on their investment. I would hate to think how much money is wasted both publicly and privately on apprentice training based on the current national completion rates.

The business owner has spent their hard earned on recruitment, induction, administration, on-the job training and training fees and from the public purse, Federally, the Australian Apprenticeship Centre has been paid to establish the Training Plan Proposal and the State government has paid the Registered Training Organisation for training that has been delivered for no tangible outcome.

Far too many times we see an apprentice start, and within a short period of time, the apprentice decides to leave. Why is this the case?

If we as employers make apprentices do brain dead tasks, day in a day out, don't rotate and expose them to all aspects of the industry (including observing all Work Health & Safety), just because 'that's the way I was trained', no amount of on or off-the job training can stimulate anyone, let alone getting an apprentice through 4 years.

Generation Y and Z have very different values to that of the majority of current business owners and supervisors. Traditionally, employers values would include: work ethic, task focus, authority, structure, tradition and long careers whereas Gen Y & Z would be work/life, team focus, empowerment, flexibility, innovation and many jobs. But what to do?

We have an aging workforce and more people will be exiting our industry than entering it, thus creating an ongoing skill shortage. The below table shows you how many gen Y and Z's were in training at the end of 2015.

NSW Apprentice Numbers 2015 ¹		
Name	Birth Years	NSW Apprenticeship numbers 2015
Builders/Veterans	1900s-1945	34
Baby Boomers	1946-1964	3,918
Generation X	1965-1979	9,612
Generation Y	1980-1995	41,696
Generation Z	1996-2009	33,379
Generation Alpha	2010-?	Too young!



On and off-the job training will be a strong motivator for trainees and apprentices. It is important to involve them right from the start by providing practical job tasks to complete. Sure, mundane jobs are part and parcel of the learning journey. The key is to mix it up. If an apprentice or for that matter a trainee feels at all dispensable, there is a high probability that you will lose them or you will diminish their motivation to attend work.

- Encourage responsibility. Assign personal, significant tasks which you can oversee, giving the apprentice a sense of purpose

¹ NSW Department of Industry Supervising Your Apprentice or Trainee Jan 2017



- If the apprentice or trainee is underperforming, address the situation positively and professionally, outlining where they can improve and setting out clear goals
- Provide support throughout their training journey. Assign a mentor, perhaps an older apprentice, who can be the apprentice's first point of contact. Hold regular meetings with the apprentice to see how they are getting on
- Apprenticeships have the best chance of success when both the apprentice and their employer work together to achieve mutually beneficial results
- Access to a trusted advisor to discuss and provide other support services when needed around-
 - o Advice on career progression and opportunities
 - o Advice on licensing and business building opportunities
 - o Guidance on dealing with conflict and other personal issues

Check with your local state Department for any resources available to assist with supervising your apprentice or trainee in the workplace.

Mentoring your apprentice-ISMAA

If you have a first or second year apprentice, there is a great initiative sponsored by the Federal Government. The Industry Specialist Mentoring for Australian Apprentices (ISMAA) is a fully funded free targeted program to support 1st and 2nd year apprentices and trainees.

The ISMAA program aims to significantly increase retention and completion rates for apprentices in industries undergoing structural change and those impacted by critical skills shortages-such as cabinetmaking.

Win-Win; Benefits both the employer and the apprentice

Employer benefits

- A better prepared and focused apprentice to support your business
- An additional layer of support to ensure your apprentice/trainee progresses
- Visibly improved attitudes and behaviour in terms of work attendance, on-the-job training and performance

Apprentice/trainee benefits

- Support in settling into your new/existing career work environment
- Provide a thorough understanding of the industry, its challenges, workplace expectations, and how to maintain focus

FIAA's Mentor team, through the ISMAA program, can provide your apprentice or trainee with on-the-job support, technical skills development and advice to assist them successfully progress through the stages of their apprenticeship.

Every apprentice or trainee will receive at a minimum, six 1-hour face to face visits during their first 2 years. A tailored mentoring plan is developed with each apprentice reflective of their needs, goals and training aspirations.

FIAA is contracted to deliver the ISMAA program in NSW, South Australia and the ACT. For more information, please contact ismaa@fiaa.com.au or for other state providers, information can be found at www.australianapprenticeships.gov.au/programs/industry-specialist-mentoring

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With a reinforced structural design, the Coast system is engineered to carry a maximum 70kg weight capacity per

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by Bronwyn Foord
Window and Door Industry Council Inc.

The WADIC and Weinig tour to Fensterbau

FENSTERBAU Frontale 2018 is the world's number one international trade fair for windows, doors and facades and was held on from 18 - 21 March 2018 in Nuremburg, Germany.

For those of you who attended the WADIC Expo held in Melbourne in October 2017 or were on the WADIC mailing list you would have received an invitation to be part of the Fensterbau Technology Tour, a Weinig and WADIC joint initiative. For that reason, as general manager of WADIC, I attended the tour with members, predominantly small to medium joinery manufacturers, and three representatives from Weinig Australia including Neil Forbes (CEO).

Although we have Biesse and Felder as our supplier members, they were more than happy for WADIC and members to go on the Weinig Tour as at least it was an opportunity for WADIC members to go to Fensterbau as a group and have further exposure to their brands as well. So with that in mind we visited a range of our members stands, both machinery and hardware, that were showcasing their products on the international stage along with lots of new brands and faces as well.

Daunting – you better believe it

We arrived in Vienna on Saturday and enjoyed some time out before we visited a company called Svoboda, meeting with the principal Alois Svoboda and his son Philipp. Svoboda employs 25 people and produces 3,000 to 4,000 windows and doors out of larch and white oak each year. This company is a family run company with father, mother and son involvement, not unlike any one of our member companies in Australia. Svoboda faces the same challenges that we all deal with with staff and business decisions regarding machinery and methods of manufacturing. Manufacturing methods varied from dowel joints to tilt and turn applications. This company seemed to manufacture assemblies which aligned with

the UK and Australian style as well as more European influenced designs.

Once we arrived in Germany, we visited Holz Schiller GmbH, a German family owned company that has focused on timber products and timber trading for 370 years with the head office located in the centre of the Bavarian forest employing 600 plus employees. Holz Schiller has 4 very large automated production factories located in Germany and Czech Republic, offering structural and laminated FSC and PEFC certified timber for sandwich panels, doors and windows, winter gardens (conservatories) and terraces in red pine, spruce, red grandis, accoya and more. The same family has handed the business down from generation to generation with the younger generation coming on line to follow in their forefathers and families foot-steps. Most impressive. The majority of the machinery has been custom designed collaboratively with over 50 Weinig machines installed and designed to fit with their specific needs.

Several other factories within Germany were visited by the group before attending the Fensterbau exhibition. For members, it was one of the highlights. Not only to see the mode of manufacture but also to see the factory setup, manufacturing techniques, machinery in operation and to hear individual testimonies. Members were also very interested in different coatings and their spraying and drying set ups as well as some of the handtools not often used in Australian factories.

Fensterbau

It was very informative travelling with the Weinig team of Neil Forbes, Darryl Barker, Ian Staniforth and Markus Gube (Regional sales manager for Windows Product Unit). Weinig was very generous with their time and a good time was had by all.

The Leitz Australian team invited us to travel

with them for the first morning to the exhibition where we were introduced to the CEO of Leitz, Juergen Koeppel. The display of tooling and saw blades was very impressive. Leitz is a new member of WADIC and we hope to enjoy a productive relationship with the Australian team going forward.

A lesson to be learned for anyone venturing to Fensterbau in the future is that the exhibition plan and listings are in two books. One of which lists the timber related machines and products separately to the rest. We only found this out on the last day which meant that some exhibitors were overlooked.

WADIC member interest was focused on all ►



Factory spray area with carousel system.



► brands, shapes and sizes of 5 axis CNCs, optimise and docking saws, material handling/ vacuum lifts and mobile glass suckers, spraying equipment and hardware suppliers. Centor had a very impressive presence with its bifold door system and we caught up with Garry Stone (General manager Asia Pacific Region) from Centor in our travels.

We met up with the two Stefans (Kremer and Marquart) from Felder Australia whilst visiting

the Felder stand where we caught up with other Australians as well showing interest in Felder's 5 axis CNC.

When WADIC members were asked what was the highlight of the Weinig tour, it was the factory visits combined with the camaraderie of the fellow members. Members attending for their first time were introduced to more technical machines than they personally use in their factories and the experiences by those

The group visiting a factory in Vienna, Austria.

members who already have CNC machines was generously shared.

Conversation often turned to the day-to-day challenges experienced in everyone's businesses and how those challenges are overcome or at times "suffered". The lack of good staff was on everyone's lips, pushing many to upgrade their factories and trying to understand the impact going the CNC route on their businesses and staff. What hinders most, having overcome the price tag, is relying on others to run the CNC, leaving many feeling vulnerable if they are not confident to learn to program and run the machines themselves. The fact that your staff become the programmer or relegated to being more assemblers and finishers than machinists changes the dynamics of a traditional factory. Over the last few years WADIC has seen a dramatic growth in the uptake of CNCs. Fensterbau confirms our feeling that there will be a significant uptake in the next two years. ■



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“Design meets digital”

- Homag is giving a face to the digital future

Homag is staying one step ahead of the market in order to be able to provide optimal support to companies that operate in the woodworking trade as they move into the future. The Holz-Handwerk trade fair held on 21-24 March was a historic moment for Homag. For the first time, Homag has shown itself in a completely different light. With a new, modern machine design, new, consistent and coordinated product names as well as tapio-ready machines for the journey into the digital future.

The new generation of Homag machines

In line with the motto “Design meets digital”, Homag has designed all the machines to be even more intuitive and unique for users. Operating the machine will become a unique experience thanks to the progressive, function-oriented design, and the innovative power of the operating system used by the machine will become even more apparent. Furthermore, the machines and systems can now easily and quickly be connected to the tapio ecosystem.

“Design meets digital”: the new generation of Homag machines



Homag has also given the product names a clearer structure: from now on, the name of each machine will clearly state its function. For example, visitors at Holz-Handwerk found Homag edge banding machines under the name EDGETEQ, and machines using saw technology are all now named SAWTEQ.

The “autonomous cell”

It was live in action at the Holz-Handwerk trade fair: the first fully-autonomous workshop. It consists of two fully-automated cells. These cells are connected by a handy tool which works autonomously: A driverless transport vehicle (DTV), which undertakes organisation of the parts logistics, was being put to use. The “autonomous cell” is able to take full advantage of its flexibility in trade as well as in the industry, and opens up new options for production.

Cell 1: high-tech edging with integrated workpiece handling

The EDGETEQ S-500 edge banding machine (previously KAL 370 profilLine) offers maximum flexibility when combined with the LOOPTEQ O-600 return conveyor (previously TFU 521). The return conveyor and the edge banding machine are interconnected thanks to the woodFlex cell control system.

Cell 2: robot management for the vertical CNC processing machine

Almost 100% uptime, a high degree of repeat accuracy and precise part handling: at Holz-Handwerk, a 6-axis robot undertook automated parts handling for the DRILLTEQ V-500 vertical processing system (previously BHX 200).

Cell 3: flexible interlinking thanks to driverless transport vehicles

Small, autonomous logistics tools (automated guided vehicles (AGVs)) connect the two fully-automated cells and supply the drilling cell with finished stacks from the edging cell.



Software: the ControllerMES production control system from Homag is the key to interconnected communication in the cell. It generally communicates with the individual control system of the automated edge cell and the CNC robot cell, as well as with the control system for the AGV.

Software as a service — intelliDivide

Since Ligna 2017, tapio has created an open ecosystem for the entire woodworking industry. Playing a neutral role in this process, tapio offers a technological, digital base for partners. Homag is currently working hard with experts at tapio on new features and apps which should allow the user to get even more out of its production.

The first result was demonstrated live at Holz-Handwerk: intelliDivide. The “software as a service” optimisation based on tapio provides users of Homag panel dividing saws with significantly higher computing capacity and can therefore provide several variants of optimisation results in a short space of time. This means that with intelliDivide, the operator is able to choose from a variety of options, including a result based purely on reducing waste, a result based on the shortest machine run time or on the most simple handling, perfectly adapted to the relevant requirements.

New high-tech solutions for trade

Nowadays, the variety of materials and the individuality of character of furniture are steadily growing, as are the demands on companies operating in the woodworking trade. Committing to the future means automated and digital solutions are increasingly coming into focus and this is because if manufacturers want to manufacture in an efficient way in the future, they need to continue to evolve. In this vein, Homag was demonstrating the pertinent high-tech machines at Holz-Handwerk, as well as individually-adaptable, holistic solutions.

Storage and panel dividing technology

- New saws with lifting table for trade: a new model will be added to Series 2. Starting from Holz-Handwerk, a saw with lifting table feed will exist alongside the single saw.

This allows the saw to be loaded automatically, which is ergonomic and enables even greater performance.

- The new CADmatic 5 saw control system: Starting from Holz-Handwerk, the SAWTEQ B-130 (previously HPP 130) and Series 2 will feature the modern CADmatic 5 saw control system. The special feature is the assistance display, which thinks in terms of the machine operator. It will always show the next step until it has been carried out - for even more ease of use.
- Suction traverse in X geometry: even the smallest of the Homag storage systems now provide maximum flexibility when transporting various materials. The reason for this is the STORETEQ S-200 storage system (previously TLF 211) being combined with the ST 71 suction traverse in X geometry.

Edge technology

- Edge processing with flexibility: this year, the edge experts at Homag were placing emphasis on three-in-one options. The new 3-profile technology provides fast, automatic and repeat-accuracy switching between three profiles and 20° chamfer. Anyone wishing to switch between edge-gluing processes (PU, EVA, or AirTec invisible-joint technology) in short intervals of time can now operate all three edge-gluing processes on one machine.
- Entry-level maximum edge quality: the EDGETEQ S-200 (previously Ambition 1130 FC) is the ideal all-rounder. The combination of joint trimming unit, twin-motor snipping unit, trimming unit and three finishing units is impressive. Homag was also able to automate the units for the first time.

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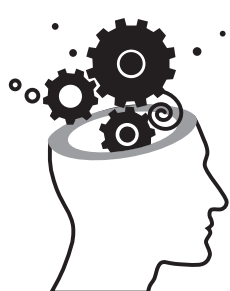
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by Lee Gabbett
SCM Group Australia Pty Ltd



Should you use trade finance?



IF YOU'RE running a workshop, there will inevitably come a time when you need to update your equipment or expand your range.

While the end result of a brand new shiny piece of machinery is

incredibly tempting, it's vital to your bottom line that you don't get caught up in the process and forget to consider all elements of your decision - particularly, how you should pay for it.

In the woodworking industry, a new piece of machinery is a significant investment, even more so if you need to update multiple pieces

of equipment. So, are you best saving your cash and paying up front? Or should you use trade finance?

Buying up front

While paying for your new machinery up front is the simplest option, as well as the benefit of potential depreciation benefits come tax time, you need to think hard about what this outlay will do to your cash flow in the short term.

It is also important to consider the lifetime of the equipment you are purchasing. Will it be outdated in a matter of months? Years? Will you be able to front the cash for an upgrade when the next in line is available? This could be the key to being able to stay competitive in your market.

Trade finance

There are obvious benefits to using trade finance for major purchases. It's not always realistic to be able to save enough for a large machinery purchase. Trade finance can allow you to continue with your day to day business, while still being able to invest in the capital you need to be able to effectively service your customers. Financing is the best option for companies needing to buy large scale equipment where the costs surpasses your cash flow.

Choosing how to pay for your capital is an important discussion to have with your accountant. Don't make the mistake of missing out on tax write-offs or locking yourself into a piece of equipment that you is might outgrow as your business grows. ■

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Quality dust control systems

Kitchen Innovations (KI) in Melbourne is a market leader in the manufacture of quality kitchens and continues to experience unprecedented growth in sales and production. The company's acquisition of an additional site and expansion of its manufacturing process incorporated the installation of a new 'state of the art' automated process.

Australian Dust Control (ADC) has had a long-standing relationship with KI over many years providing dust extraction solutions to all its locations. The most recent project incorporated a fully automated process comprising Biesse CNC machines, twin beam saw, edgebander and drill.

Giulio Marsili, managing director, commissioned ADC to design, manufacture and install a complete 'turnkey' dust extraction system. The model is an ADC, AKF7, "ATEX Certified" chain filter. The ATEX certification complies with the rigid European industry requirements, regarding explosion proofing dust extraction equipment. The airflow of the system is 60,000m³/hour, using a 90kw extraction fan. The design includes

the energy efficient VSD, variable speed drive and differential pressure transducer to automatically control fan speed, so suction levels are constant as control dampers open and close. This in turn generates significant savings in energy bills. On average, users can save the cost of the VSD installation in just over 12 months. The savings continue into the future paying off the complete dust extraction system.

The waste discharges directly into KI's waste bin, but the system allows for future connection of a "waste to energy" installation, that involves a boiler and a possible generator. This will eliminate landfill costs and dramatically reduce heating costs within the production process. Being able to tailor a design to meet individual needs of each customer is a key factor in the success of ADC.

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by Tim Reardon, principal economist,
Housing Industry Association



The benefits of a strong immigration policy ...

Debate around Australia's immigration policy has re-emerged in early 2018. There is a significant chance that immigration will become a headline issue at the next Federal election. With internal division within the Federal Government around this area of policy, the next 12 months are likely to see a range of views debated.

Australia is by no means alone when it comes to debate over immigration policy - just look at Europe over the last couple of years.

The topic of immigration is a divisive one. Here at home a number of core challenges have led to a strong anti-immigration sentiment. Border security, congestion, house prices and jobs are all issues that generate community interest.

Traffic congestion is a very big issue, especially in Sydney and Melbourne where 40 per cent of the nation's population lives. Congestion be it on roads, trains, ports, hospitals or our suburbs, is the result of decades of underinvestment in infrastructure. It is easy to blame recently arrived migrants. State and Federal governments failed to adequately plan for the mini-natural population boom Australia had as a result of the Howard Government's baby bonus policy in the 2000s. The number of schools and the resources of those schools are now fully stretched in a number of states. Yet increased population through immigration rather than the lagged impact of a natural population boom is the easier target for blame.

There are a number of vocal and high-profile advocates recently calling for restrictions on immigration numbers into Australia. While their argument is generally delivered through a one-dimensional and simplistic narrative, the 'small Australia' view resonates strongly with a many.

From the housing industry's perspective, we see the issue from a different perspective.

Australia needs a strong immigration policy. Now that Australia's mini natural population boom is ending, the focus needs to turn to the impact of an ageing population and the crucial role that Net Overseas Migration (NOM) has to play in the years and decades ahead. Australia's future prosperity is indelibly linked to the economy's ability to attract skilled

migrants of working age. Australia's fertility rate is back to a historical average and the population is ageing at an accelerating rate - consequently without overseas migration the nation's overall population growth will continue to slow to a rate that is detrimental to Australia's economic growth and improvements in our living standards.

The evidence that a strong immigration policy is of net benefit to Australia is both comprehensive and compelling. Crucially, one key benefit is an increase in the growth of Australian residents' incomes.

The various Intergenerational Reports (IGR) released by the Federal Government over the last sixteen years have all recognised the economic benefits of net overseas migration.

The latest IGR released in 2015 made the following observations:-

- Lower levels of net overseas migration would lead to lower population growth rates over time and, therefore, lower economic growth.
- Historically, immigration has been an important source of labour supply for Australia. Since at least the 1980s, immigration has made the largest contribution to growth in Australia's working age population (aged 15 years to 65).
- Migration also has an impact on the age distribution of the population. Migrants, on average, are younger than the resident population. Migration reduces the average age of the population and slows the rate of population ageing. This increases the proportion of the population that are of working age and raises aggregate workforce participation, increasing economic growth and taxation revenue.

The positive impacts of immigration that HIA's internal research and that of other organisations' have found was reinforced in mid-April in a joint report produced by the Commonwealth Treasury and the Department of Home Affairs.

This research, commissioned in 2017 included key findings such as:-

- Migrants deliver an economic dividend for Australia due to current policy settings which favour migrants of working age who have skills to contribute to the economy;

a different perspective

- This leads to higher rates of workforce participation and likely productivity benefits. This, in turn, increases Australia's Gross Domestic Product (GDP) and GDP per person, with positive flow-on effects for living standards ... migration improves the commonwealth's fiscal position, since migrants are likely to contribute more to tax revenue than they claim in social services or other government support; and
- Cutting the current intake risks costing the federal budget billions of dollars, lowering economic growth and damaging the living standards of Australians.

Despite the research and evidence over many years by government, industry and academics, the debate around immigration is often driven by ill-informed perceptions. It is important to dispel the myths and misperceptions regarding perceived adverse impacts from immigration.

The Federal Government needs to develop a realistic and fact-based immigration policy against the backdrop of an informed discussion. In promoting a strong immigration policy it is vital that the government successfully manages the public perception of immigration.

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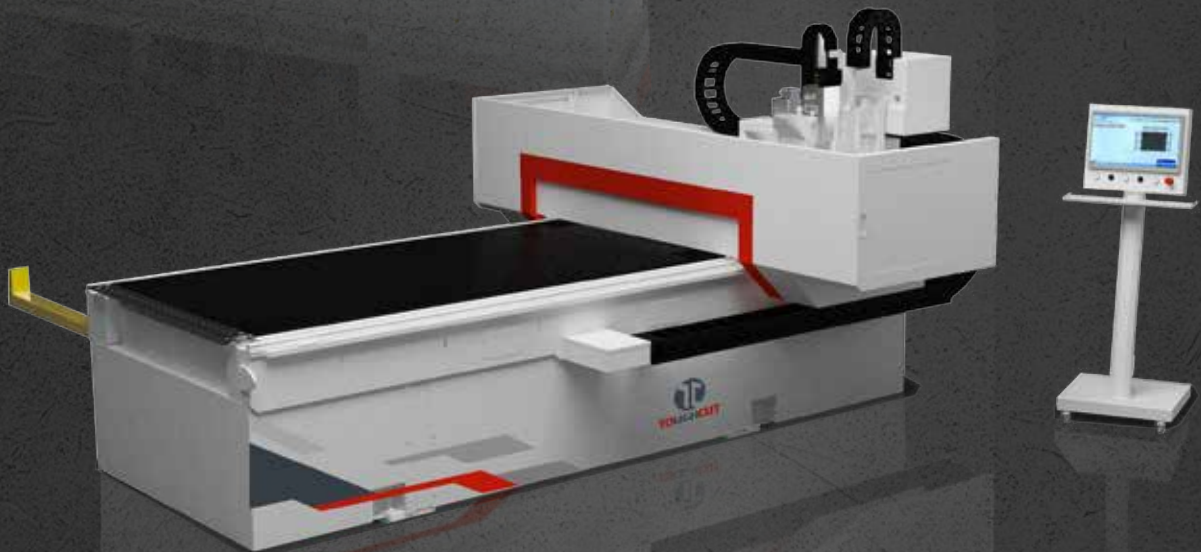
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Hettich unveils new additions to Magic LED lighting range

Hettich's new LED Magic lighting solutions feature the latest in European design excellence and are the perfect touch to complement and complete any living space - from the kitchen to the bathroom and everywhere in between.

The Magic range has a wide variety of products to suit any application, from mood to task lighting, and includes a new range of low voltage LED lights that give off virtually no heat and use limited energy – but now with more power.

The possibilities are endless with the new Magic lighting range. Add some pizzazz to a kitchen with the Versa Inside 120 HP light positioned above a splash back. With a flexible LED light band it complements nicely with Hettich's range of profiles to lift the atmosphere of any kitchen design.

Meanwhile Hettich's new LED Superspot is extremely versatile and can be used as a high quality furniture light or even

for ceilings. Available in warm and cool white with an anti-glare ring in stainless steel look, it is suited for a range of applications from the kitchen to the bathroom or even a shop.

Another option for task lighting is the new MultiLite Flood, which can be fitted on shelves to highlight glassware or even display cabinets. With its aluminum look / chrome finish and warm white or neutral white tone, the MultiLite Flood is perfect for making living spaces work beautifully.

Lighting plays a key role in creating perfect storage solutions, with clever in- and under cabinetry, and under bench lighting, all working to make it easier to reach items. The new MultiWhite system allows the user to switch between warm and cool tones to suit the needs or the mood. Using the simple wireless solution, it allows preferred lighting settings to be programmed into the system.



There's also the LuckyLite Pro which works well in dark corners and units. LuckyLite Pro runs on batteries – a new feature in the LED light market – and is operated by a very clever motion detector so that there is no need to fumble around for a light switch in the dark.

While there are many options with the new Hettich Magic lighting range, the most important detail lies with what atmosphere need to be created. Hettich has a strong commitment to customer service and always works with customers to ensure the right effect is achieved.

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Maintaining quality for doors and panels specialist

Vinyl-wrapped doors and panels remain the core business of family-owned company, Janper Pty Ltd located in the outer Melbourne suburb of Bayswater. The company has over thirty years experience in the cabinet making industry and a hard-won reputation as a leading supplier to the trade of specialist, high quality coated doors and panels.

However, managing director, Paul Janssen says the company also designs and manufactures a range of other cabinetry for trade customer across Australia

Paul says innovation has been a critical aspect of Janper's business formula. "Over the years, we have spent millions of dollars investing in research and development and state-of-the-art manufacturing equipment."

"From automatic routing systems, to our high pressure vacuum press, this reflects our determination and commitment to keep abreast of Australian and international standards in quality."

With a workforce exceeding 30 Janper is a prominent member of Victoria's cabinetmaking industry. The company has an impressive line up of woodworking and other machinery that includes five flat panel nesting stations, a modern, sophisticated vacuum form press and edgebanders.

To support its quality manufacturing processes Janper has recently installed a German-manufactured Holzher Accura edgebander. These edgebanders are gaining a reputation as a leading, high performance brand in Australia. The new Accura edgebander will support the company's existing Holzher Arcus edgebander that is continuing to give accurate, reliable service.

Weinig general manager Neil Forbes says Holzher Accura edgebanders are renowned for setting the highest, professional standards for edgebanding and this is especially critical for Janper; a company that has built its reputation on high quality specialist products.

Paul says the company's Duraform® doors offer the highest calibre finish that has made Janper a leading manufacturer of vacuum formed doors in the industry.



Machine operator Phil Snowden with Paul Janssen ... innovation has been a critical and millions of dollars have been investing in research and development and state-of-the-art equipment.

"With over 50 different designs and ten edge treatments, architects and designers frequently specify Duraform® doors for their projects," he says.

In addition Janper edge doors and panels are available in a wide selection of colours and designs inspired by top European designers.

As indicated, Janper's manufacturing process aims to meet the most stringent requirements in terms of quality and flexibility, and in this regard Holzher Accura series edgebander is a critical part of the manufacturing production line.

Weinig's Victorian technical and sales representative Ian Staniforth says the Accura edgebander is ideally suited to the

sophisticated manufacturing processes employed at the Janper factory.

In developing the Accura edgebanders, the focal point has been 100 per cent repetition accuracy, fully automatic and flexible conversion and perfect appearance of components produced.

"Accura edgebanders redefine edgebanding and are designed for highest requirements in terms of quality and flexibility," he says.

Requiring only 6.5 metres of floor space, the automated Accura edgebander series offers professional complete processing with invisible joints with Glu Jet Thin Film technology; integrated multifunction cutting technology; a 100 per cent repetition accuracy, work piece thicknesses up to 60 mm, and edge thicknesses up to 20 mm.

Paul concludes that Janper has enjoyed a long-term, very good relationship with local Weinig technical service and sales staff. "We are very satisfied with our relationship – they are part of our business success – and we look forward to that continuing into the future."

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Phil Snowden operates Janper's recently installed Holzner Accura edgebander.

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Woodtron's focus when designing machines is quality, efficiency and reliability. Designed with the latest CAD software, modelling and simulation is conducted to assure high levels of rigidity and reliability. To complement the machines, Woodtron uses only the highest components from all over the world to ensure long-term reliability of the machines.

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Biesse at AWISA 2018: systems, software and services for the automation and digitalisation of the factory

Automaction is the new concept that provides the inspiration for Biesse's participation in AWISA 2018: 1500 square metres of 4.0-ready technology and innovation.

"The brainchild of the Thinkforward business philosophy, Automaction perfectly epitomises the practical, concrete nature of Biesse solutions for the creation of an automated and interconnected production process. Actions not words, products and no longer prototypes, numbers and results," declares Federico Broccoli, Biesse Wood Division director/sales - Subsidiaries Division director. "And Automaction's numbers are precisely what conveys the real value that our products and services deliver: with more than 45,000 customers worldwide, we perform more than 10,000 demos every year in Biesse showrooms and branches, and boast more than 1,000 plants worldwide, designed and developed by the BiesseSystem team. In addition, we offer over 100 different models of machine for each type of wood and technological

material machining operation, and over 300 different sizes of machine to meet the personal needs of each customer," concludes Broccoli.

Companies from all over the world have chosen Biesse for its ability to accompany customers through the process of digitalisation of activities and automatising of production, with concrete solutions such as SOPHIA, B_AVANT and a complete range of panel handling systems and made-to-measure solutions for turnkey factories.

Visitors to the exhibition will be able to experience the cutting-edge technological innovation that characterises Biesse and test the tools that enable customers to obtain greater value from machines.

In addition to the numerous technologies present on the stand dedicated to the entire range of woodworking processes, Biesse will also be presenting the new features of the IoT - SOPHIA app, designed to bring major improvements to the personalised interaction with the customer in accordance with the machine in use, enabling significant reductions in the time taken to provide assistance.

Furthermore, a range of CNC machines, edgebanders, sanders, vertical boring, as well as advanced materials and stone machines will be on display at AWISA, offering



unrivalled levels of system customisation and flexibility, two key requirements in the world of production today.

Specifically, these solutions will include the all-new Rover K FT, Biesse's numerical control machining centre with gantry structure - the most compact on the market - designed to offer maximum performance in an extremely compact solution with the minimum working dimensions. Amongst Biesse's range of CNC machinery will be leading sanding solutions with the Viet Opera R and Viet Opera 5, flanked by Biesse's edgebanding versatility with Stream, Akron and Jade.

Finally, Winstore will be on display, an automated machine for the optimised management of panels for large contract manufacturers, which guarantees production with reduced times and costs. It can be integrated into nesting and sizing cells with a significant increase in productivity.

Of the various innovations dedicated to the automation of factories that Biesse offers its customers, B_AVANT is of

particular note - the supervisory system for the integrated and efficient management of all production flows, in accordance with processing requirements.

"For Biesse, AWISA is a landmark event and a point of reference for the wood industry, in which we invest heavily. For us, this trade fair represents a global showcase of enormous value. It enables us to demonstrate to visitors to the event just how concrete and tangible the technologies we develop are, and the ways in which our machines can increase the competitive value of our customers, helping them to stand out in the market " declares Raphaël Prati , director of marketing and communications for Biesse Group.

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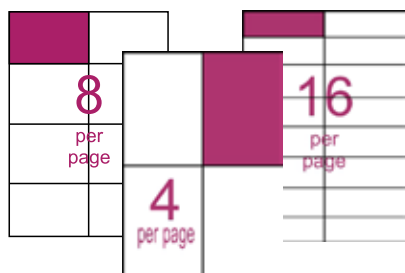
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In addition to printed copies of the catalogues, the Häfele online experience has been expanded to keep up with the fast pace of every needs and requirements.

Häfele knows that up to date information 24 hours a day is needed, that customers need live chat for immediate assistance, that they need to know the CAD details of that certain product and want to know what has been

ordered in the past to speed up the ordering process. All this and more can be done with the ever-improving Häfele online platforms.

Häfele will continue to invest in product innovation and development to ensure customers are always up to date with world trends and the latest technology available.

To order a copy of the Furniture Fittings or Architectural Hardware catalogues visit www.hafele.com.au or find Häfele at stand 4511 at AWISA 2018.

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Measuring curved surfaces - no problem with Flexijet 3D

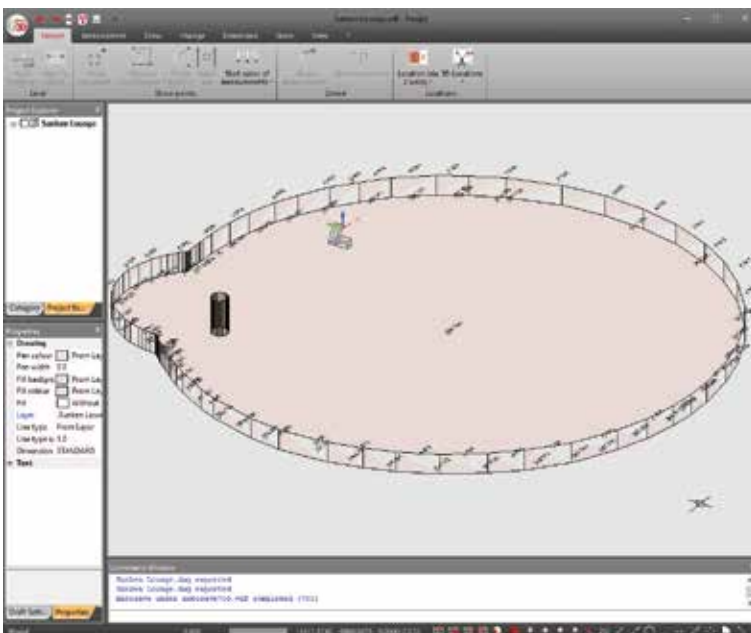
The Flexijet 3D laser measuring system site measures and instantly creates a 3D CAD drawing. It is so versatile that it accomplishes site measuring tasks with speed and accuracy. It not only handles mundane tasks like measuring walls, pipe penetrations, bulkheads, windows and many other elements with ease, but will handle the most demanding measuring assignments. Cabinet makers and others that have ever had to measure curved walls or other curved elements to construct joinery to these surfaces will know the issues. The normal practice would be to spend hours making MDF templates and then somehow redrawing these in joinery construction software. Well, Flexijet 3D does this with ease and in a fraction of the time making manual templates obsolete. It will measure and instantly create on site, a true CAD model and then export it in DXF or DWG format (amongst others). The file can then be imported into software such as Pytha®, Microvellum®, Sketchup®, AutoCAD® and Rhino® to name a few.



In the following example, Flexijet helped a joinery project at a residence located in an exclusive Melbourne suburb. Amongst the extensive joinery items that needed to be constructed, two in particular are highlighted.

Firstly, a circular sunken lounge where stonework had to be installed. This measurement task was completed in 20 minutes. After this time, an accurate digital template of the entire sunken lounge area including the variations in height of the lower and upper floor levels was on file. The file was then exported as a DXF and emailed from site back to the office for the in-house designers to work with. A task completed with ease and with an accuracy of 0.9mm.

Secondly, a curved wardrobe. This scenario involved the construction of a wardrobe in a curved wall recess. Accurately measuring the walls using manual templating techniques would involve substantial time and effort, not to mention the digitising of these templates so that they could then be used in design software. With Flexijet 3D, the entire room was measured and modelled with ease in under an hour. Using Flexijet's 3D "series of measurements" feature, the curved walls were measured using the internal motor drive with user defined measurement increments. Just define the



Flexijet 3D model of sunken lounge, left and the completed stonework.

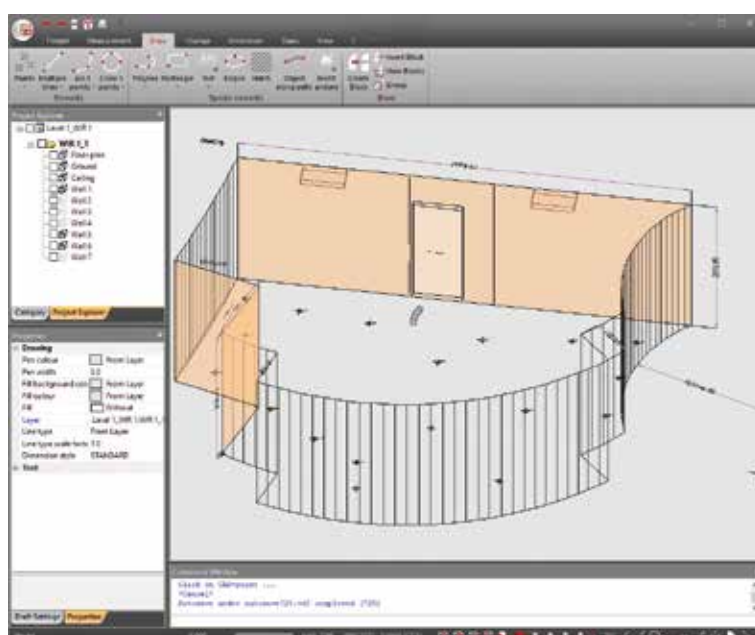
measurement series, then let Flexijet 3D do the rest... and relax with a coffee while the measurements are being made.

In summary, Flexijet 3D is an innovative measuring system that has revolutionised site measuring. To have the ability to not only measure but instantly draw measurements on site is a huge leap from the days of deciphering hand written measurements on a note pad from a tape measure and cross-hair laser. Having the visual model to refer to while the measurements are being performed gives instant feedback and reduces the likelihood of missed measurements. How many times has someone had to travel back to site to get that measurement that was missed? The increase in efficiency and accuracy with Flexijet 3D will provide a return on investment in a very short time.

See the demonstrations of Flexijet 3D at AWISA 2018, stand 4604.

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Completed walk in wardrobe and the Flexijet 3D model.

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Titus Tekform exhibiting the latest hardware solutions at AWISA 2018 in Sydney

Visitors to the Titus Tekform stand will have the opportunity to experience the following innovations: Titus new generation hinge T-type Glissando tuned to 'ConfidentClose', consumer preferred door closing action; the Tekform Slimline drawer, an extension to the Tekform family of double wall drawers characterised by slim, narrow sides; Stefano Orlati Capri profiles for handleless door and drawer openings; the Stefano Orlati OptiGlaz and OptiMatt board range and Titus multi-purpose damping technology.

New Stefano Orlati handle finishes

Stefano Orlati is a proud member of the Titus Group, combining the Titus Plus innovation, technical expertise and reliability with established design and service.



The 2018 new handle finishes affirm a continued emphasis on providing a comprehensive range of high quality, stylish products that conform with the latest trends. Stefano Orlati handles are now available in an expanded range to include polished brass, satin brass, matt black and titanium grey.

The new handle finishes from Stefano Orlati comprise exciting extensions to existing ranges and three new handle families, all sourced with an emphasis on upcoming European trends.

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Think design; think presentation

A typical day in the shoes of today's design consultant will see them spending a significant amount of time meeting clients, with the end goal being to impress clients and in turn drive sales and increase turnover. So, it makes sense to make customer satisfaction a priority.

It takes the right tools to be able to show customers that the consultant they are dealing with cares about their needs and requirements, and by using state of the art joinery design software it becomes very easy to do just that.

The ability to present realistic 3D renders, is considered industry standard in today's market, and even the ability to demonstrate a live interactive 3D walk through of a project is a common request.

Planit Cutting Edge Solutions has software solutions enabling a business to supersede their competition, meet their customers' expectations and most certainly make a lasting

impression with clients. Planit has the latest technology that will ensure any designer's creation gets the standing ovation it deserves.

Good design is a skill. Good presentation is a choice.

Planit has on of the joinery industry's leading design and manufacturing software, Cabinet Vision, as well as the industry's newest interactive rendering application, Vortek Spaces. Being at the forefront where the joinery industry meets technology has never been easier than it is with Planit.

Cabinet Vision's newest release, Version 11, has taken photo vision presentations to new heights. With the advancement of an entirely new rendering engine, Cabinet Vision version 11 has amped up PhotoVision, and become one of the most realistic and impressive rendering programs on the market. There has never been more flexibility with lighting and material changes in Cabinet Vision, which makes version 11 an



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essential tool for all businesses wanting to showcase fast and efficient designs without compromising on realism or quality.

"Cabinet Vision actually is the heart and soul of the business. Without it, I would be at a complete loss, constantly revising drawings. It's the most important tool that I have." This is how the team at TK Design in Adelaide describe Cabinet Vision for their business

"Some people just don't understand drawings; you can see the blank look on their face. Then you show them in 3D, you turn the room around from different aspects - and they light up," director Tania Kloester commented. "I use the program to help sell the design because sometimes they just don't get it from looking at the plans."

Being an industry leader, Planit can integrate the latest Cabinet Vision packages into a business. Strong alliances with industry partners, such as Nover, means that the user can have complete, ready to use hardware and fittings available in Cabinet Vision at the click of a button, ensuring a complete design, sales and ordering process is not only streamlined, but completely relevant to the materials and products used here in the Australian market.

Planit believes there is always more than one solution. A business doesn't have to stop showcasing its designs at Cabinet Vision. Instantly export a 3D file from Cabinet Vision that can be opened in Vortek Spaces to bring projects to life and engage customers like never before.

Vortek Spaces is moving the industry in a whole new direction. It is a revolutionary visual tool that is so efficient and adaptable, it can take a client from just seeing their design to feeling it. Think virtual reality - something that is set to become the new standard in design presentation. Don't just create a design for the client, create an experience.

Vortek Spaces will refine the vision and convey the design as a live 360° walk through, where clients can interact with their project by taking control of colour selections and material changes. It not only provides clients with a greater understanding of layouts, but Vortek Spaces will assist in quicker colour selections and ultimately the closing of more sales. Surpass competitors and impress clients by offering this comprehensive service that not only enhances the sales process but speeds it up too.



Planit Cutting Edge Solutions is there to help a business every step of the way. To integrate the best design solution into a business. The Planit range of products will allow a business to pride itself on quality and efficiency. Automated software, detailed plans and impressive, even interactive, renders, are just the beginning of how a business can deliver a complete service to its clients. To strive to stand out from competition, and make a lasting impression with clients, is the key to a successful business.

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Biesse Group wins The Digital Technology Award for Italy at the European Business Awards 2018

Biesse Group is among the eleven national winners for Italy at the European Business Awards, the biggest corporate competition sponsored by RSM.

The companies, selected as the best in the 11 award categories, by a group of independent judges composed of business leaders, politicians and academics, will represent their country in the final phase of the competition. In fact, the award is part of an initial competition phase that will continue competing with European competitors.

Biesse strongly believes in the potential of Industry 4.0, and for over a year has been carrying out, with considerable investments in research and development, a project that will revolutionise the processing machinery market:

a platform of advanced and productive services that enables customers to access a wide range of services to simplify and streamline work management. In fact, in the digital factory of the future, through the continuous monitoring of data, it will be possible to watch the transition from mass production to mass customisation.

Since 2007, the European Business Awards has been shining a light on the most innovative businesses on the continent by promoting success, innovation and ethics in the European business community. In the 2016/17 Awards, the EBAs engaged with over 33,000 organisations in 34 countries. RSM is present in all major countries of the world, with a particularly significant presence in the US, China, UK, Germany, Japan, Brazil, Singapore,

India, Australia, South Africa. RSM International is in turn a member of the Forum of Firms of IFAC (International Federation of Accountants), which includes all major networks of global audit firms. The purpose of the Forum is to point to the highest quality standards in the industry and to monitor the effective implementation by its members.

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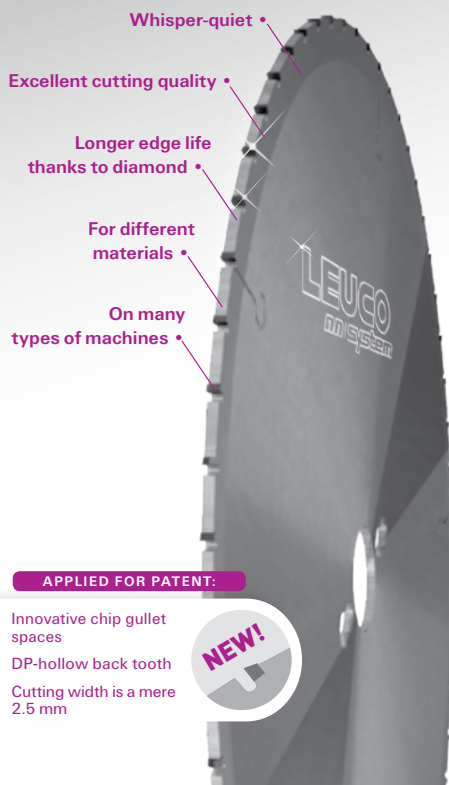
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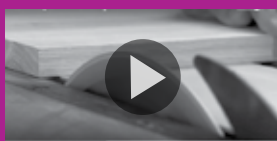


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The Rock N Roll label legacy set to continue

There is a new label machine in town and he (or she) needs a name. And a reader could win a \$50 voucher.

Readers of the Summer AWISA magazine may recall that All About Labels names its new label machines with the majority being somehow associated with the Beatles. So far Beatles related names are Ringo (he is the leader and now Sir Ringo), Barb (his real life wife) and Jeremy (friends with Ringo in the Yellow Submarine).

“Help! We need somebody”. That’s the cry from All About Labels. The company has decided to give everyone a chance to get their creative juices going and is going to give the successful namer a \$50 Coles Myer gift card. If more than one person has the successful name the winner will drawn out of a hat.

Some background. The new machine is another label diecutter. That means it takes large bulk material and turns it into labels on rolls. The machine doesn’t print, it just cuts, slits and rerolls. This new machine is to ease the increasing load on

the other machines so it is to help Ringo and Barb.

All About Labels want to stick with the Beatles theme so readers should use that as a guide. A good tip to start with, Printy McPrintface probably won’t win.

To enter, simply email sales@allaboutlabels.com.au, ring 1300 762 603, or make contact through www.allaboutlabels.com.au, with the suggested name and a short description why it was chosen. To be fair to everyone readers can only have one entry. Entries will close after the AWISA exhibition in July.

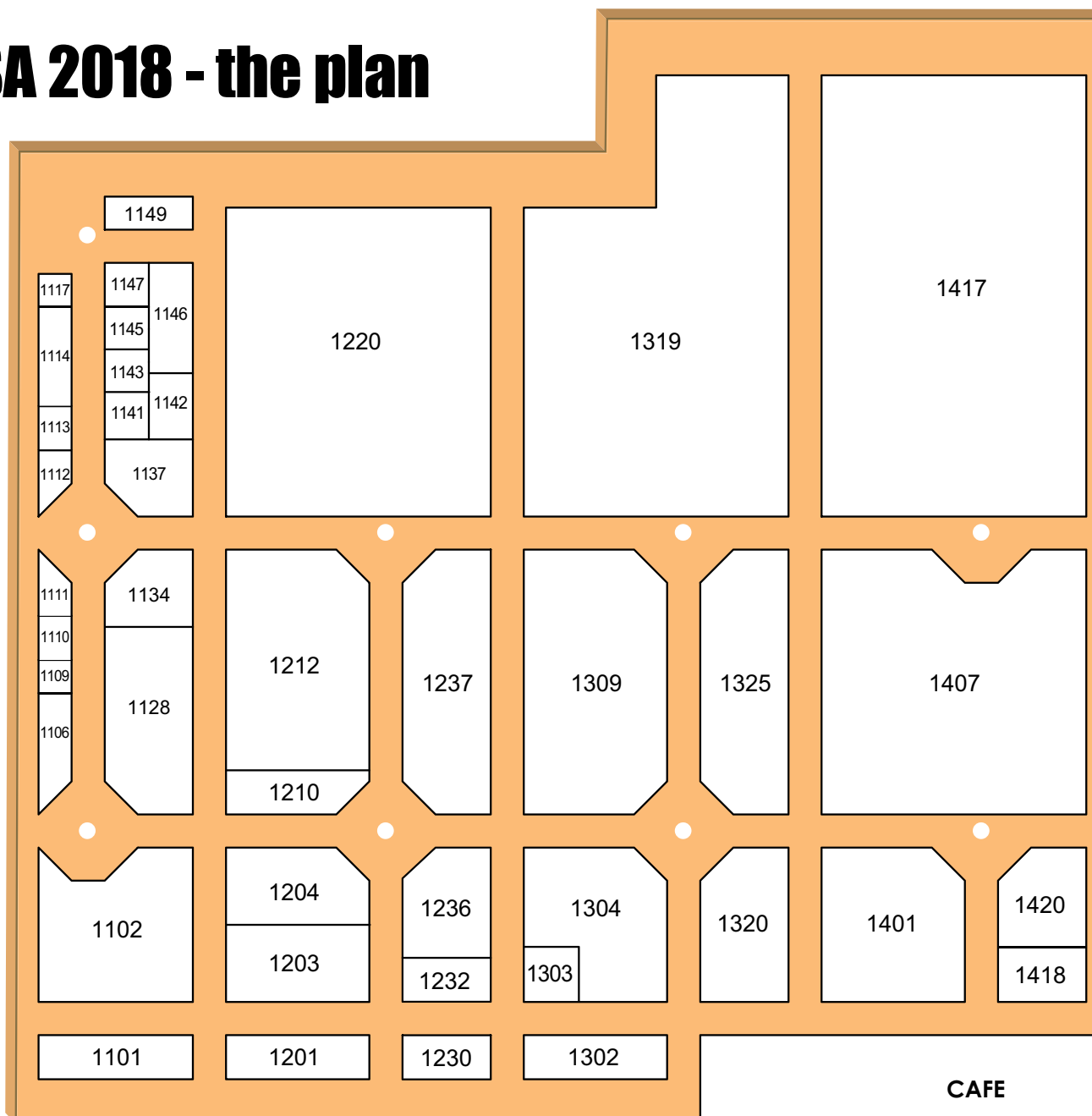
All About Labels specialises in making quality labels in rolls or A4 sheets for cabinet makers (and sometimes the Beatles).

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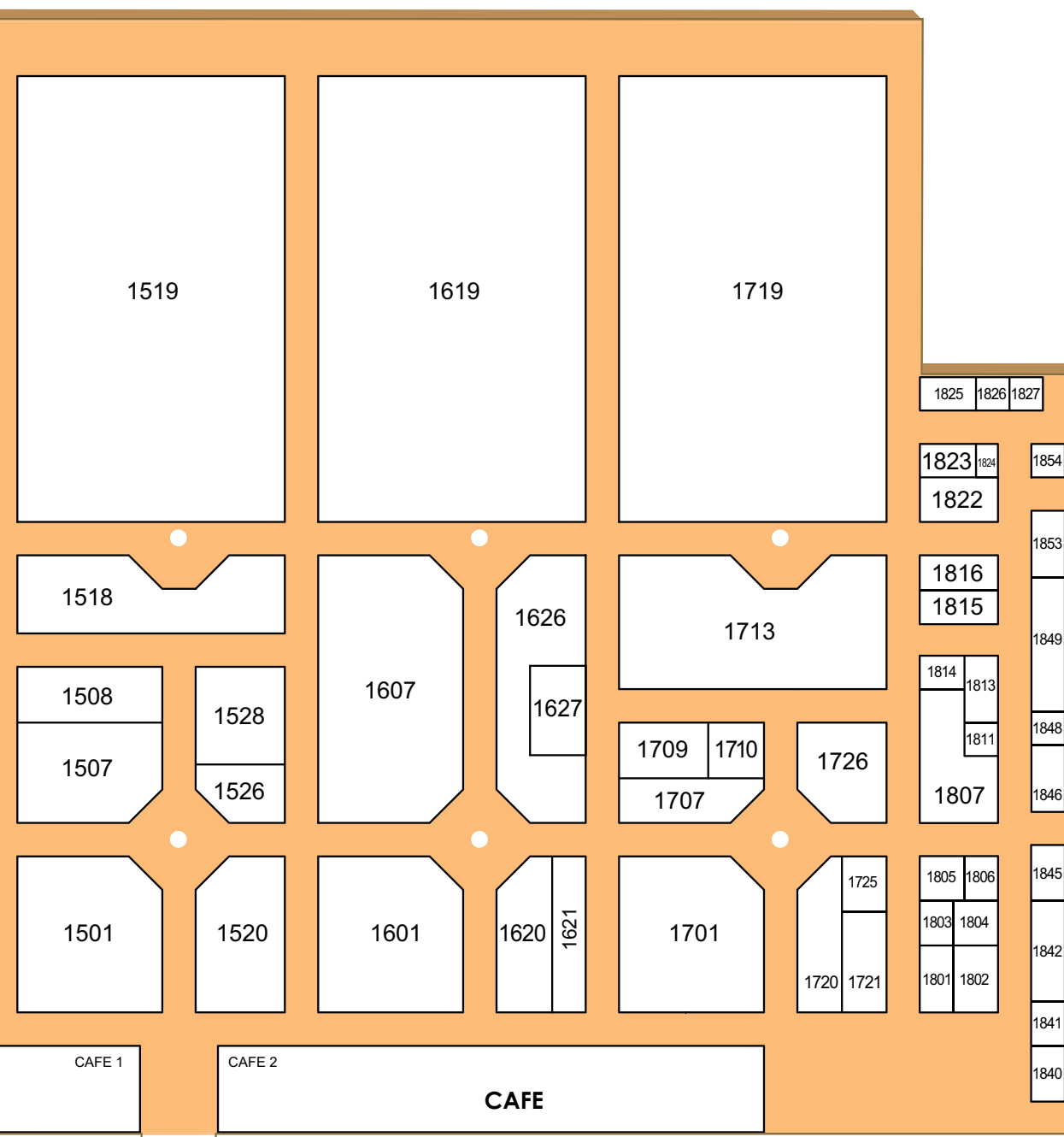


AWISA 2018 - the plan



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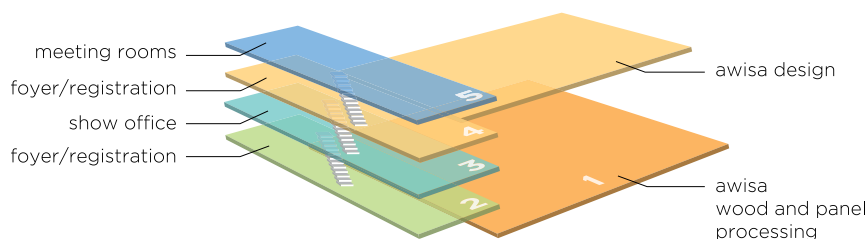


ENTRANCE

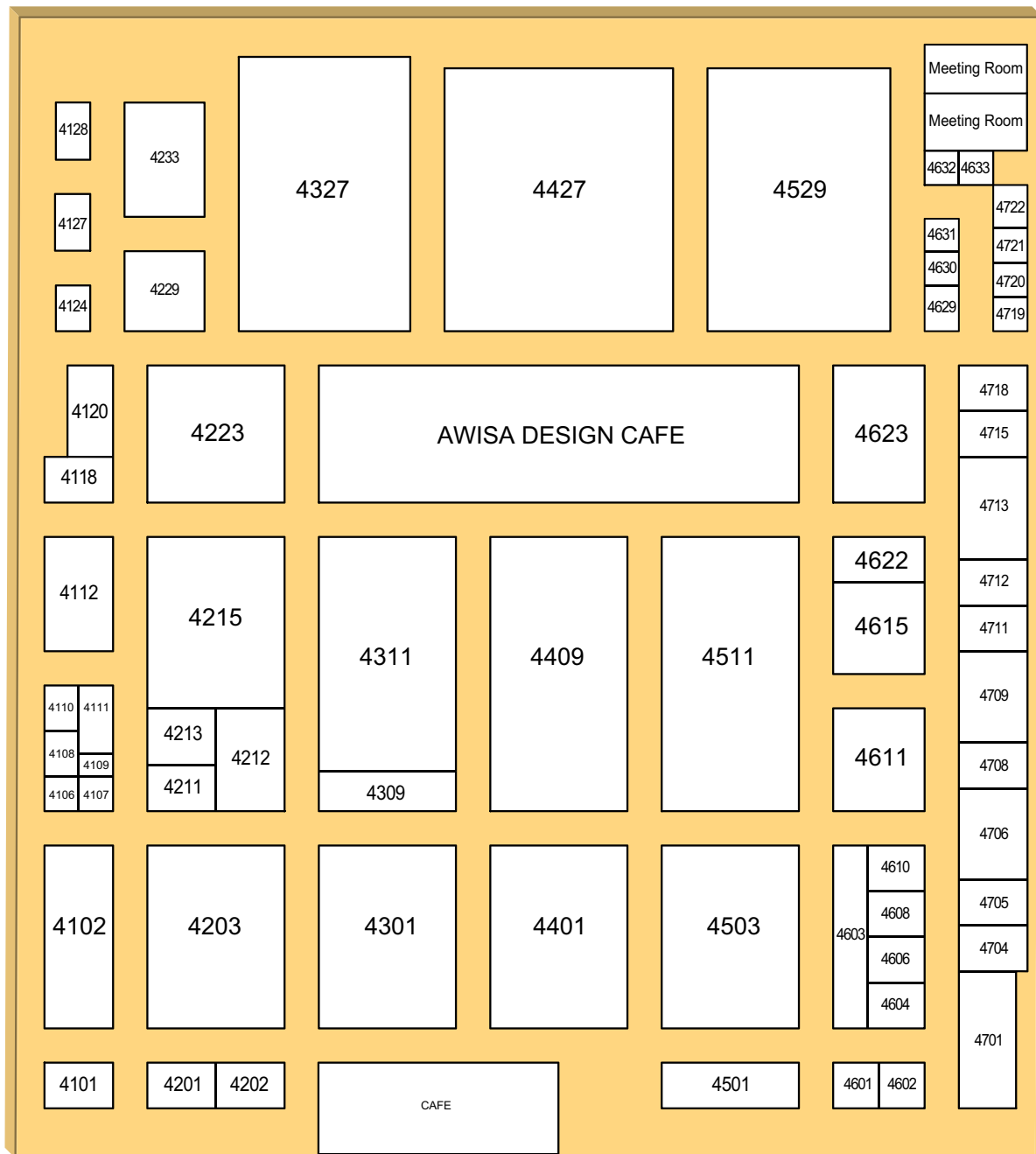
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LIST CORRECT AT 24 MARCH 2018



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Altendorf Group acquires Hebrock of Bünde, North Rhine- Westphalia

Altendorf Group GmbH has announced that it has taken another step to secure further growth opportunities for the company. Altendorf Group has acquired the Bünde-based family business of Maschinenbau Hebrock GmbH and EBM Maschinenbau GmbH in Hüllhorst (NRW) with effect from 25 April 2018. Hebrock has developed and manufactured high-quality edge banding machines since 1980, with distribution channels in over thirty countries. Altendorf Group's strategy of combining complementary, traditional businesses to achieve growth is supported by Avedon Capital Partners of Düsseldorf, a specialist investor in medium-sized companies that has held a majority stake in Altendorf Group since late 2017.

Implementation of Altendorf Group's growth strategy, developed by Altendorf in conjunction with Avedon Capital Partners in 2017, has taken a further step forward with the Hebrock acquisition, which will see premium-segment machinery offered for the global craft trades in the manufacture of board furniture under the Altendorf Group umbrella. Hebrock edge banders are one of the leading brands in their segment, while Altendorf is a global market leader in sliding table saws. There is already a great deal of overlap between both manufacturers' sales activities, which will be able to operate as a single entity in future. Hebrock will be able to tap completely new markets in some regions, while Altendorf Group will continue to expand on the world stage thanks to the extension of its product range to include edgebanding machines.

Because it is important to the Altendorf Group and the Hebrock family to ensure continuity in the company's management. Anja Hebrock-Kiel and Frank Hebrock, the children of company founder Horst Hebrock, are remaining at the company to provide their expertise. In addition, all employees at the company's Bünde and Hüllhorst sites will be retained, thereby ensuring that business will continue to operate smoothly.

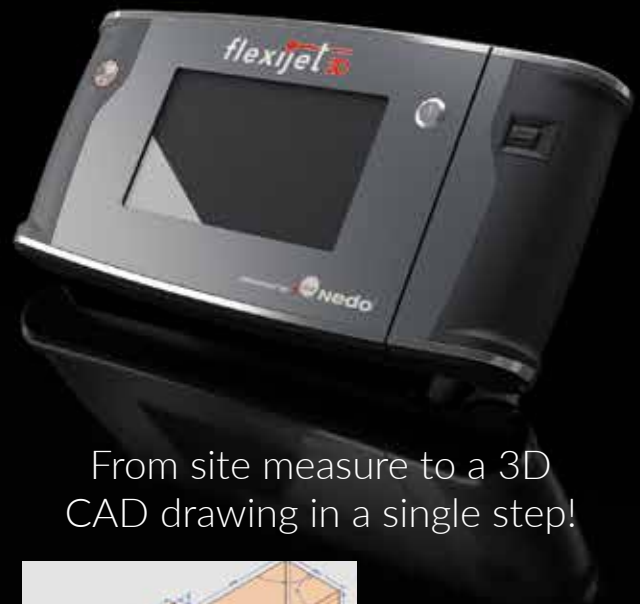
Altendorf Group and the Hebrock family are both of the view that the merger will bring significant synergies in their efforts to satisfy the needs of the market. Given their almost identical target groups, a joint, future-oriented strategy covering sales, development, procurement and marketing activities will offer significant benefits for both businesses.

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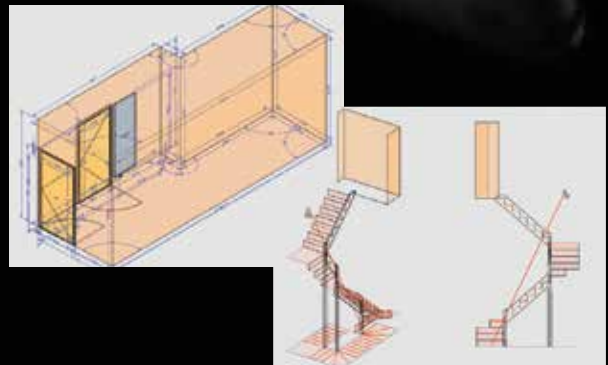
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Australian Woodworking Industry Suppliers Association Limited

AWISA The Association



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

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

AWISA The Exhibition



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

The next AWISA exhibition will take place in Sydney from 4 - 7 July 2018 at ICC Sydney, Darling Harbour, Sydney. For more information visit www.awisa.com 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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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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