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OCTOBER 2019

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USING Cabinet Vision means that at Chris Sharp Cabinets Ltd the company can give an accurate price for any job.

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'We can come in with a bottom-line figure to stay competitive. It's a bespoke kitchen, but not a bespoke price,' concludes Mr Graves.

For the full story, please turn to Page 17 of this issue.

GREAT PLATFORM

BRITISH furnishing manufacturers interested in finding out about the marketing and operational benefits of holding the Manufacturing Guild Mark are encouraged to attend a free open day this October at Biesse Group UK's Daventry headquarters on October 24th.

'Holding a Manufacturing Guild Mark provides a great platform for any company involved in the UK furniture industry to showcase their business, hence why we have committed to supporting this initiative and we look forward to welcoming everyone to the event,' says Biesse Group UK chief executive officer, Steve Bulmer.

The open day will also include a tour around Biesse's state-of-the-art tech centre.

For full details turn to Page 20 of this issue.



A VIP PASS

WEINIG's new ProfiRip 450 Speed multi-blade buzz saw has been given a VIP pass at Josef Wyss AG in Büron, Switzerland.

The multiple cutting and processing of different widths ensure better use of the raw material.

Furthermore, the top saw shaft achieves higher cutting quality and there are even more plus points for the new machine:

The new ProfiRip 450 Speed is a robust

machine for day-to-day sawmill operations that can also achieve high feed speeds.

It offers excellent user-friendliness, the shortest possible set-up times and optimal profitability, whether it is being used as an optimizing rip saw, or as a pure multi-blade rip saw.

Read all about one of the latest installations of this machine in a Swiss sawmill by turning to Pages 21 and 22 of this issue.



Weinig's ProfiRip 450 offers extreme flexibility and optimal wood recovery with up to four removable saw blades.

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FERWOOD – THE FIRST PORT OF CALL

WHEN faced with a broken down CNC machine, the options very quickly narrow down. You can't afford to halt your production line, so do you take a gamble with your quality and outsource your work, or do you revert to manufacturing by hand while you wait for a spare part to arrive?

Either way, it's going to cost you. However, for established fabricator, Seamless Solid Surfaces, the first port of call was reconditioned machinery specialist, Ferwood UK – and within four days of the breakdown, a Ferwood functional CNC was sourced, financed and installed.

'We'd just found out that our old CNC machine had an electrical fault and the spare part was going to take up to three weeks to arrive,' begins managing director, Gary Wade.

'We couldn't afford to be without a CNC for three weeks. It would have cost us up to £2,000 for every week that the machine was out of action,' he adds.

The Wakefield-based business needed to find a solution and quickly.

'The engineer who came out to try and repair the CNC suggested that Ferwood might be able to find me a replacement machine quickly. A representative from Ferwood talked to me though a suitable machine on the Tuesday, I saw the CNC in action on the Wednesday and it was delivered and fully installed on the Friday. All I had to do was make room for the machine in the workshop and supply some wires. It was unbelievable. I'd never experienced anything like it,' says Gary.

The CNC needed to work effectively on acrylic and solid

surfaces, such as Corian, Staron, TriStone and Hi-MACS and work seamlessly with an existing template laser. It would also need to work quickly and effectively on commercial batch orders and a growing number of domestic worktops each week. The four axis, 12-tool SCM Record 100 AL ticked all the boxes and after being function tested by a Ferwood specialist, it was ready to be installed.

Once installed, an engineer spent three days



training the team on the machine's features.

'Training was a must for us,' explains Gary. 'I needed my team to hit the ground running and there was a great deal of kit on this machine that we hadn't used before. We predominantly use a 12mm cutter on our most popular materials, but the level of training we received gave us a greater insight into the machine's capabilities, the jobs we could complete and the speed it performed at. A job that would have taken us 30 minutes can now take us just five minutes,' explains Gary.

It has also allowed the fabricators to approach jobs differently. Gary explains:

'We're now cutting plywood kitchens that, in the past, we would have cut on a saw. The CNC lets us pre-drill holes for dominos and shelf pegs, massively speeding up the process and limiting the chance of mistakes being made. We've also recently made a curved jig on the CNC, which will be used as a mould. Previously, we would have had to do this by hand, which would have caused a great deal of material to be wasted.'

It's also made the company's production more efficient.

'We can now supply our fabricators with everything in kit form. They no longer have to look at a drawing and mark everything out. It reduces errors and makes each job quicker. I can now get an extra half job a week out of each



member of the team. That's a huge return for the company and has made the new CNC a worthwhile purchase,' says Gary.

In fact, it's made such an impact on the business that Gary is now looking at buying another CNC machine.

'This CNC was a big investment for us, but we are now reaping the rewards. A second CNC could well be on the cards soon. I will certainly be contacting Ferwood when I'm in a position to buy another.'

'I thought that the guys at Ferwood were brilliant and they reacted so quickly. The whole process has been crazy. I would never have thought it possible to see a machine demonstration, organise finance, arrange transport and install a machine in the same week.'

'Knowing that they can also offer fully refurbished machines is also a huge plus point and, with an experienced team behind them, I wouldn't think twice about using them again. I've been thoroughly impressed with the whole experience,' concludes Gary.

For further information please call 0113 286 6689. Visit www.ferwoodgroup.com.

OVVO - FURNITURE ASSEMBLY MADE SIMPLE

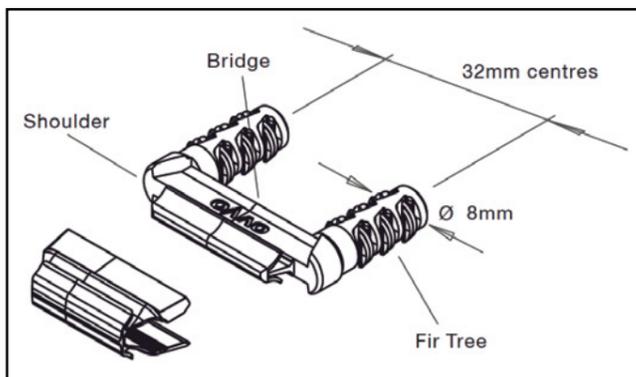
OVVO, the multi award-winning, patented invisible connection system company, has announced its most recent innovation, the V-1230 Series.

The new Ovvo V-1230 Series recently won a High Product Quality Award at Interzum 2019, a leading trade fair for materials and components for furniture production, which was held in Germany in May.

Permanent nesting solution

The Ovvo V-1230 Series brings the innovative, award-winning design features of Ovvo to a new range of components, which allow manufacturers with all types of woodworking equipment capabilities to access the benefits of Ovvo.

The new V-1230 Series enables furniture designers and manufacturers to design furniture that is quick and simple to assemble and offers significant time savings throughout the assembly process by placing the end user experience at the heart of the design process.



The Ovvo V-1230 Series consists of a range of components which now allow manufacturers with nesting, drilling and end milling capabilities to easily integrate the patented Ovvo connection profile into their designs and deliver significant benefits and improvements for the end user, without the use of tools, screws, or glue.

Releasable nesting solution

All components work in all board types, solid woods and

panels from 15mm and above and all work interchangeably:

- Ovvo V-1230 for nesting – a new, push-in, connector that fits in standard 25mm drill holes. No tools, no screws and no glues are needed.
- Ovvo V-1230 for drilling – a new invisible push-in connector featuring two self-locking, dowel-shaped "pins" with 32mm centres that use inbuilt tolerance of the housing to deliver superior joint strength.
- Ovvo V-1230 for end milling – an invisible three-part

system that delivers superior inbuilt tolerances and automatic alignment.

- Ovvo V-1230 for drawer slides – easily attaches and automatically aligns drawer slides without tools. It can also be used for attaching other metal brackets to various types of furniture components.

For further information tel Ovvo on 00 353 42 937 0070. Visit www.ovvotech.com

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ALPHACAM PROVES TO BE THE KEY IN VOLTOMIC'S CLIMB TO SUCCESS

A COMPANY specialising in manufacturing components for climbing walls makes full use of saw blades, end mills, drills and other tools as part of a complex and sophisticated machining process, just a year after investing in their first CNC machine tool and Alphacam software.

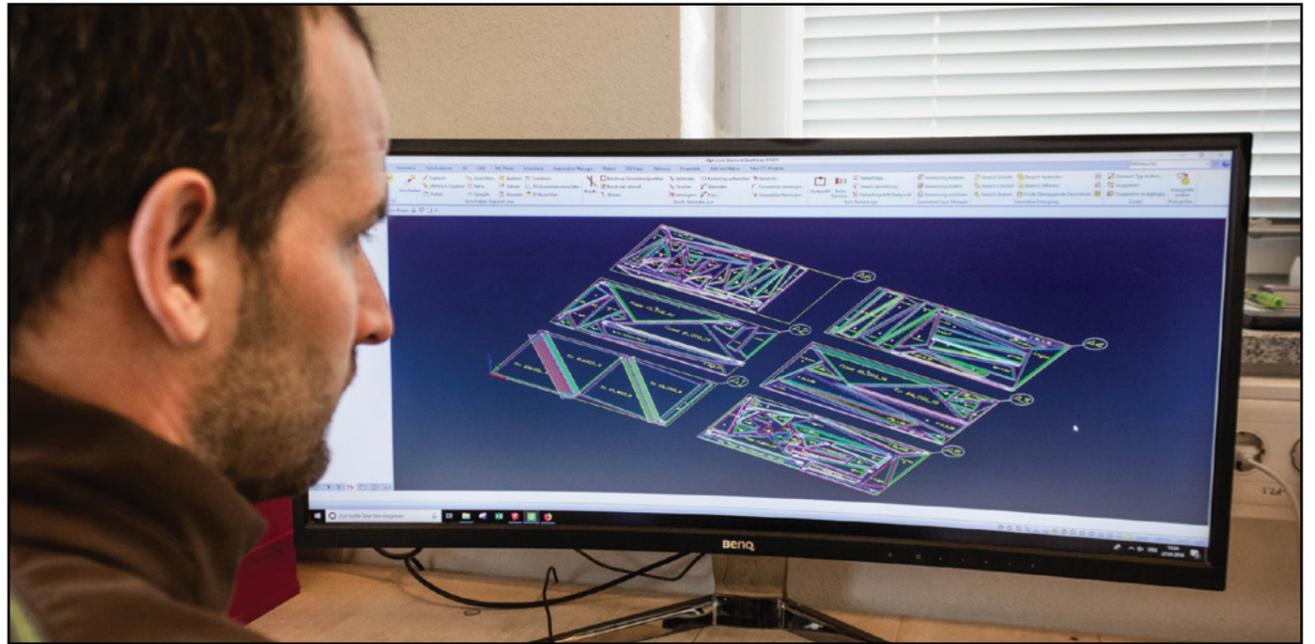
Voltomic's wall structures add a new dimension to climbing and bouldering. As well as building new climbing walls, the company can construct routes on pre-existing walls.

'It's possible to create a completely new wall shape, fast and comfortably, giving customers maximum variety,' says joint managing director, Stephan Müller.

The base material for their applications is multiplex birch panels that are bonded with a PU polyurethane reactive adhesive before being screwed together.

Until about a year ago the team still did everything manually, including cutting the birch panels, along with the large prism climbing features (known as volumes) that are attached to the wall, mini boards, profiles and bolder walls, with portable circular saws, orbital sander and cordless screwdrivers.

How different today! Stephan and his brother, Thomas realised that they needed to take a new technology-focused approach for the company to grow and, as a result, they have now implemented a five-axis nesting process on their recently acquired Format-4 Profit H 500 MT machine tool,



programmed with Alphacam software.

'The times when we went through a handful of portable circular sawblades every day to machine the birch panels are well and truly over,' says Stephan.

It also means that they can now offer a vast number of different volume shapes. In addition to the now 1,500 standard shapes – prior to investing in the Format-4 and Alphacam the maximum number that could be handled was only 50 – the company can easily configure almost any new shape.

Stephan uses Sketchup to initially model new volumes from planar sections. Then Alphacam enters the equation, with its STL Hans extension for transforming STL files into a compatible CNC format identifying those planar sections within the 3D space and preparing them for panel generation.

The Alphacam panel macro then automatically creates the panels to the specified thickness, including connectors and the required mitres, before splitting them into individual component files.

Alphacam's Automation Manager compiles production jobs from any number of those components.

'After that it only needs a mouse click to start machining. The process includes the high-performance nesting tool arranging them for optimum material yield (saving up to 15 per cent in material, compared with the former process) and cycle times. It also has to take a sophisticated perforation pattern into account,' says Stephan.

'The five-axis CNC machine then starts by drilling what will become the volumes' outsides – this includes blind holes for sinking screws.

After this, the panel is rotated

for the rest of the machining,' he adds.

During the process, the saw blade, end mill, drill and other tools are all applied as part of what Stephan calls a "sophisticated machining process."

He adds that Alphacam identifies important details.

'For example, as part of five-axis formatting, around 0.5mm is left at the bottom, guaranteeing that even the smallest parts can be safely machined without slipping out of place.

'The final cut is only made once all CNC machining has been completed. A number is engraved into each of the 20 to 30 parts from one nest, making it clear where each one belongs in the final assembly,' explains Stephan.

The complete panel machining process takes between 45 minutes and one hour at Voltomic's premises in Rosenheim in Bavaria... and the company's choice of end mill ensures machine downtime for changing cutting tools is minimized.

Formatting multiplex material quickly wears out hardened metal blades, so Voltomic use diamonds.

'When we purchased the Format-4, cutting tool manufacturer Aigner recommended Konstantin Mini, an end mill using replaceable milling and drilling diamond blades,' says Stephan.

'According to Aigner, the downtime when cutting applied multiplex panels is reduced by up to 30 per cent with diamond blades, compared to hardened metal tools.

'Alphacam is our paramount software tool. Its high-performance nesting optimises the arrangement of many individual parts in the panels and generates all the required CNC programs.

The combination of this five-axis nesting on the Format-4 Profit gives complete rational machining through sophisticated strategies,' says Stephan.

'This will become increasingly important in the near future. We currently produce around 5,000 climbing wall volumes a year, but production figures are expected to grow as climbing will become an Olympic sport in 2020,' concludes Stephan Müller.

For further information tel Alphacam 01189 756084. Visit www.alphacam.com



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WEINIG: HEAD OF COMMUNICATIONS KLAUS MÜLLER LEAVES THE COMPANY

KLAUS Müller can look back on a remarkable 50 years with the leading technology provider for solid wood processing. During his long career, the 65-year-old has passed through many stations.

He assumed his first responsibility as a trainer in the field of tools with an international sphere of activity. In product and sales training, he taught young Weinig sales people technical know-how. Then he was entrusted with the management of the trade fairs.

In 2004, his area of responsibility grew significantly when he was appointed as head of marketing communications. From this point on, Klaus Müller was also the single point of contact for trade journalists from all over the world.

During his successful career, he actively accompanied Weinig's rapid development into a complete supplier for the entire value chain of solid wood processing with a high level of technical competence.

During his time at Weinig, the company's product portfolio underwent technological change from simple four-siders to hi-tech automated machines and from manually operated single machines to fully digital system solutions.

From the beginning of his career, Klaus Müller has worked uninterruptedly for Weinig and has been closely associated with the premium brand. His love of the sustainable material wood made the company his spiritual home.

"Do what you can do and do it with passion", was not only his motto, but also shaped his appearances in the industry. The intensive exchange with people was of outstanding importance for the retiring head of communications.

Looking back, he regards the many discussions with experts as an essential enrichment. He was in his element when he communicated with the major trade fair companies, as well as in the countless meetings with media representatives. Around 80 of them experienced Klaus Müller's departure from the international scene at this year's LIGNA.

Everyone at Weinig would like to thank Klaus Müller for the excellent co-operation over many years and wish him all the best for the new phase of his life.

As part of the viaWeinig strategy, the group's marketing activities will be restructured.

Oliver Kunzweiler (45) will take over as head of the central strategic Group marketing with effect from September 1 2019. In addition, Mr. Kunzweiler will assume operational management of marketing for the solid wood division.

The graduate mechanical engineer started his professional career as a development engineer for precision tools. This was followed by leading positions in the areas of product management, international sales and marketing at well-known companies in the automotive supply industry. Since joining Weinig AG in 2015, Mr. Kunzweiler has been responsible for technical marketing in the Weinig Group.

'With the professional orientation of all marketing activities in the Weinig Group, we are responding to the strong development of our Group,' says Mr. Kunzweiler.

'Our aim is to consolidate our position in national and international markets, to

focus on specific target groups and to sustainably expand this position,' he adds.

Left to right: Change at the helm: The "new" head of central marketing, Oliver Kunzweiler, chief executive officer, Gregor Baumbusch and Klaus Müller.

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Model TSM22, the most popular Pocket Router in the Castle range has been re-designed with a new lift up table top to provide the following features:

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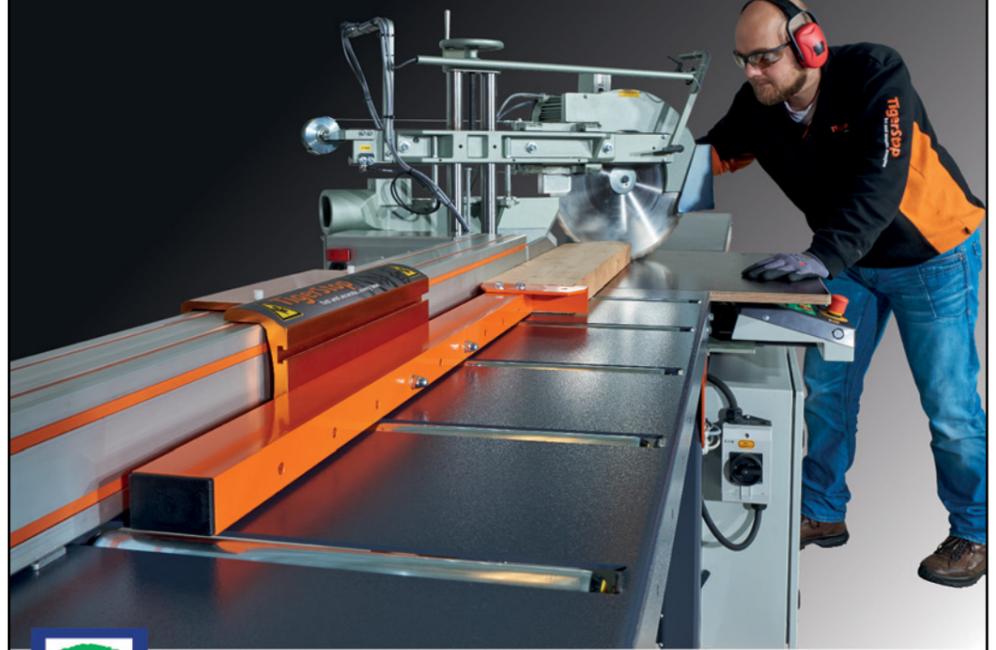
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WOOD WASTE HEATER PROVES TO BE A GOOD INVESTMENT FOR STOKE COMPANY

A MANUFACTURING company in Staffordshire has purchased a wood waste heater from Wood Waste Technology to save money on its operating costs.

Stoke Fire Doors Ltd offers a complete range of fire door services, including manufacture, supply and fit BM TRADA accredited internal fire doors, fire exit doors, fire rated doors, timber fire doorsets and glazed fire doors.

The company operates from a 10,000ft² unit in Tunstall, Stoke-on-Trent, although with its mezzanine floor and roof height the volume of space is probably more like 18,000ft².

The existing mains gas heating was proving expensive to run, costing between £6000-£7000/year and the company was hiring skips each week to take away manufacturing waste, so the management team decided to invest in a new wood waste heater.

Director of Stoke Fire Doors, Mark Daniels looked on the Internet for recommendations and discovered that Wood Waste Technology, based in Stafford just down the road, came highly recommended for its British-made wood waste heaters.

Mark was impressed with the range of heaters manufactured by Wood Waste Technology. He especially liked the ability to add a summer heat dump, to allow waste



wood to continue to be burnt throughout the hotter months, by sending the heat direct to atmosphere.

After a quote and site survey, Stoke Fire Doors ordered a WT15 heater, which was installed by Wood Waste Technology's experienced engineers into a dedicated unit outside with the heat piped into the main building.

'This is by far the best investment we've made in our business to date! The team at Wood Waste Technology is extremely knowledgeable, providing us with much needed guidance and advice,' says Mark.

'Our unit is placed near a residential estate, but because Wood Waste Technology is a Carbon Trust Accredited Supplier, they checked out that there would be no problem having one fitted.

'We've definitely made the right decision for our business buying the WT15. It's great that we can burn all our waste wood and other suitable rubbish, so need to send less waste to landfill.

'Our waste disposal bills have reduced tremendously, saving us around £5,500/year, in addition to which we no longer have any heating costs.

'I would highly recommend that any

wood-related manufacturing businesses investigate the benefits of investing in a wood waste heater,' concludes Mark.

'We're delighted to have helped Stoke Fire Doors save money on heating and waste disposal,' says managing director of Wood Waste Technology, Kurt Cockroft.

'We're happy to have a no-obligation chat with any business who is looking into biomass solutions, to help people understand whether it's the right investment to make,' adds Mr Cockroft.

Wood Waste Technology offers a full range of wood waste heaters, from small, hand-fired units to larger fully automatic systems and offers site survey and design, as well as manufacture, installation and on-going maintenance.

The company also services all types of wood waste heaters and supplies

genuine spares which are claimed to be up to up to 60 per cent cheaper than other suppliers.

In addition, Wood Waste Technology is the UK's official distributor for Gross Apparatebau GmbH, a German manufacturer of dependable, precision engineered shredders and briquetters.

The company is also a distributor for Putzmaus boiler tube cleaning systems - a powerful, but gentle routine maintenance solution that is quick and easy to use and helps to increase boiler efficiency and lower operating costs.

For further information tel Wood Waste Technology on 01785 250400. Visit www.woodwastetechnology.com, www.grossuk.co.uk or www.putzmaus.co.uk.

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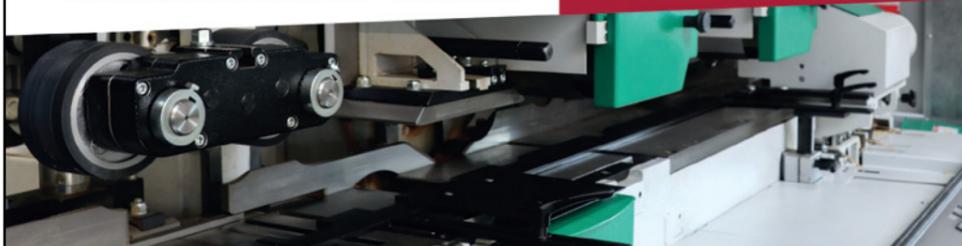
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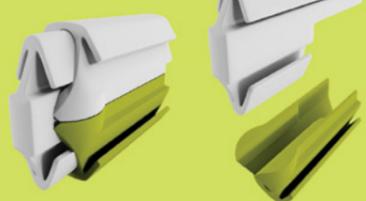
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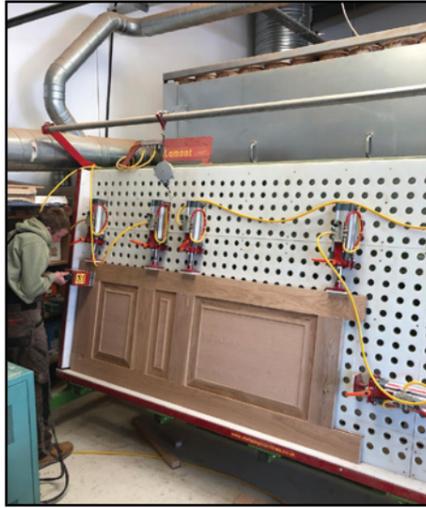
A WIDE VARIETY OF DIFFERENT CLAMPING OPTIONS ON OFFER FROM ALAN LAMONT

NORD Build & Design Ltd specialises in higher end refurbishments. Working in the London area, the company has an excellent reputation for its bespoke interiors and joinery. Founded in 2011, the company now employs five people. Through word of mouth, it has on its books sufficient work for the next six months.

Last year Nord Build & Design Ltd invested in a clamp and Woodwelder from Lamont.

'We were making doors and had quite big orders,' says owner, Donatas Urbonavicius.

'It took so long to clamp everything by hand and keep everything in the clamps in a small space. Imagine if I made of lot of frames today (say 40): if I were using sash clamps, I would need to leave them overnight. With this machine you clamp, weld, take it out and you are on to the next one,' says Donatas Urbonavicius.



Once the need for a clamping system was realised, Donatas began to research the market.

'We searched for different makes. Some looked expensive and were only made for specific purposes. However, Lamont offers a number of different options.

'Alan Lamont listens to what you want and makes the machine to meet your requirements from scratch. This ability to be bespoke was very attractive. You need to make sure that you know what sizes you will be working with. Our machine is designed for 3.2m workpieces,' says Donatas

'We use the Lamont system extensively: for doors, drawers, windows, boxes and carcasses, for example. We also use it to laminate a few pieces of timber together. It is used for everything.

'It saves space as well as time. The clamping machine is up on the first

(mezzanine) floor, next to the sander. It fits well into our premises.

'The system also offers improved accuracy: with the pre-sets you are always square. You can double check with the tape measure, but it is not really necessary,' explains Donatas.

Asked if he would recommend the Lamont system and the company, Donatas replied:

'Yes, of course. Alan is very flexible, he will always call and ask you for the details of the machine you want. There have already been a few enquiries from people visiting our workshop who have seen the system and asked for Alan's contact details.

'One is our timber supplier. They have been in business for a long time and are a big timber yard, but also offer a laminating service. Other joiners also come in, look at it and like it: they can all see the advantages,' concludes Donatas.

For further information tel Alan Lamont on 07785 268 992 Visit www.clampingmachines.co.uk

MAJA FOSTER HEADS SOFTWARE SPECIALIST'S GLOBAL MARKETING STRATEGIES

HEXAGON Manufacturing Intelligence has appointed Maja Foster as global marketing director of its production software business.

Joining the company after seven years at machine tool manufacturer Mazak, including the last three as European marketing manager, Maja brings a wealth of metalworking industry experience to her new role, in which she will be setting marketing strategies for all product lines under the Production Software umbrella.

In addition to the marketing responsibilities, Maja will also lead product management, a specialist team whose tasks include gathering market intelligence, performing market analysis



and defining future product content and direction.

After completing three degrees – M.Eng in structural engineering, B.Eng (Hons) in civil engineering and BSc (Hons) in international business and marketing, Maja has worked for British, German and Japanese B2B organisations and has held senior marketing positions for 13 years, including being the highest ranking female in the world for a leading global manufacturer.

During that time she gained experience in setting and delivering international marketing strategies, managing international teams, managing multi-million pound projects and budgets and optimising marketing processes.

'Maja's experience, along with her passion for manufacturing, made her a perfect fit for a role that consolidated both marketing and product management functions,' says chief executive officer of Hexagon production software, Steve Sivitter.

'We're really excited having her as part of our senior management team leading critical parts of our business,' he adds.

Away from the office, Maja is a self-confessed petrol head with a passion for Formula 1 and driving fast, modern cars.

For further information tel Alphacam on 01189 756084. Visit www.alphacam.com

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1 4 8

DAWN OF A NEW AGE IN CUSTOMER SERVICE

CUSTOMER service used to be about answering telephones and responding to written requests, but Mirka's fast paced, social media-driven society has put this function firmly in the spotlight.

Consumers now post on a variety of social media platforms about anything from a positive experience with a product to an issue with an item being out of stock.

With the rapid evolution of these channels and the immediacy of the content, Mirka has started to see the likes of Twitter, Facebook and Instagram become customer service portals, as well as places where people can publish selfies, or thoughts on the job at hand.

This change is a good thing for the customer service side of the business, as it allows organisations to see what consumers are saying about their products, as well as providing them with channels through which they can build relationships, educate, advise and highlight key messages to a large and engaged audience.

Mirka uses Twitter not only to promote its products, but also to direct customers to other areas, such as customer services.

Sometimes 280 characters are not enough to provide all the information required, so Mirka aims to drive traffic back to the company's website, where users can find out more detailed information and where they can potentially look at other solutions.

Mirka also points users to the company's added value services, such as its approved service centres and uses social media to request feed-back to help the company to continually improve what it is offering to its customers.

Whilst some companies may take the view that there is a downside to these channels, as they offer an immediate way to get in contact with the brand (often in a negative way), they have a strong upside, if handled correctly.

A good customer service team would respond to comments, or questions within 30 minutes to one hour of receiving them.

Even if the posting is negative, the person should feel warmer towards the company, because he or she is being listened to.

With Twitter, businesses should think carefully about the tone of the response. Mirka aims to answer in a more conversational voice, as it humanises the brand and makes people feel as if they are talking to a real person instead of an automated system which is simply churning out generic answers.

Mirka prefers to direct message (DM), or take the query offline, so that the company can make contact and provide full details as required.

For Instagram, the platform is used more as a customer service tool to educate users through product imagery shown in its natural environment, as well as provide them with relevant information eg where to find products or how to register a warranty.

The advice and information posted on social media is starting to play a bigger role as part of the customer service strategies of businesses, because having a good online presence shows your customers that you care about them and are willing to listen to their queries, or issues and are very accessible.

This, in turn, will lead to a greater rapport being built with them, leading to goodwill towards the brand, the end result of which is usually increased sales and greater profitability.

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CHESHIRE MOULDINGS GOING FORWARD WITH THE HELP OF WEINIG MACHINERY

CHESHIRE Mouldings is growing all the time, both in terms of capacity and market share.

The St Helens-based company began over 30 years ago and didn't even have a workshop to call its own when it started out, initially working out of a series of old converted sea containers in Warrington first as a stair parts manufacturer, before subsequently branching out into mouldings mostly serving independent merchants.

The company has won the business of major national merchants, together with that of one of the UK's foremost retail/DIY groups.

'We have reached a level where national merchants now consider us as serious contenders,' says managing director, John Carney who is undoubtedly the driving force behind Cheshire Mouldings' success.

John Carney's head for business was all too clear from a very young age, when he recognized a gap in the market and began manufacturing stair spindles, newel posts, dado rails and architectural mouldings for the merchant trade.

Cheshire Mouldings now boasts an annual turnover of just under £40m, which adds up to a pretty impressive achievement for a company which sprung from such humble beginnings.

It has also achieved recognition as one of the London Stock Exchange's "Top 1,000 Companies To Inspire" on no fewer than four separate occasions.

Nowadays, the company can justifiably claim that its production has displaced that of rival manufacturers, rather than being the result of any upturn in market conditions.

It only took one company to set the ball rolling and that customer couldn't have been more significant.

In June 2011, Cheshire Mouldings concluded a two-year solus deal to provide the National Buying Group (NBG) with a range of products, including stair parts, small mouldings and decking accessories. According to John Carney, business with the NBG proved to be the catalyst for further growth.

'Following this initial success, a major national merchant group with more than 200 branches took us on after seeing how successful we were with the NBG,' adds Mr Carney.

More recently Cheshire Mouldings dipped a toe – and ended up making quite a splash – in the retail sector, securing the business of a leading DIY shed.

Juggling the trade and retail sectors hasn't presented any problems, as the products offered are broadly similar, but with some key differences.

'Typically a moulding is 2.4m in length, but they are taking 0.9m lengths – an out-and-out DIY product – and experiencing phenomenal success,' says John Carney.

'We rolled out a 150-store trial of 0.9m strip woods and it immediately proved to be successful.

'We also provided a secondary range, which includes quadrants, scotias, dowels and some primed mouldings for 150 trial depots,' says John Carney.

Other recent developments at Cheshire Mouldings have enabled it to keep up with the demand for its products, including the opening of a new 40,000ft² distribution centre about 400 yards from its main site.

The move resulted in improved efficiencies and, according to Mr Carney, it has acted as a stepping stone, allowing the company to move on to "the next level".



Cheshire Mouldings founder and managing director, John Carney pictured here with national sales manager, Jacquie Capper.



In 2011, Cheshire Mouldings concluded a two-year solus deal to provide the National Buying Group (NBG) with a range of products, including decking accessories.



Cheshire Mouldings began manufacturing stair spindles, newel posts, dado rails and architectural mouldings for the merchant trade and the company is continually working on product development for its stair parts and on new mouldings concepts.

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CHESHIRE MOULDINGS GOING SELECTION OF WEINIG MOULDERS

MOVING its storage and distribution allowed the company room to install its new moulding line, comprising two Weinig Powermat planer/moulders with automated infeed, outfeed and stacking equipment; a Waco inline resaw and a Stenner single centre resaw. It is now a complete turnkey operation

The moulder is the centre piece of any production facility. This is where the most value is added when creating a profiled moulding from square timber and this is certainly the case at Cheshire Mouldings where two of the German machinery manufacturing giant's Powermat 2,400s are in operation.

The Powermat series represents the optimal machine for profitable production for any application and any company size – from the small workshop to industrial series production.

These machines cover the widest range of applications, whether in profiling of mouldings, window production, beam planing, flooring production or pre-planing.

With their modular design, the Powermat series can be adapted to meet individual requirements in terms of quality, flexibility and performance and can also be customised for customer-specific special solutions.

Thanks to the intelligent machine controls, automatic positioning of the spindles and the patented PowerLock system, set-up of the machine is quicker, easier and safer than ever before.

A range of options can also be added to exploit the full performance potential of your Powermat. Hence, the Powermat is suited to all requirements – whether machining solid wood, engineered wood, plastics or even composites.

The Powermat series embodies 100 per cent Weinig quality, which is imbued with decades of experience. There can be no better guarantee of profitable production in line with current market requirements.

The variety of products in industrial series production is

immense. However, no matter which market you are servicing, you will always have the right machine concept in the Powermat 2400 – the planer/moulder of choice in use at Cheshire Mouldings.

The Powermat 2400 offers both a high-performance platform for the demanding requirements of every day multiple shift operation, as well as great flexibility. This is assured by a modular system with a wide range of aggregates, tools and feed speed solutions. The modular design and large number of options enables the most diverse applications.

Whether planing beams at 10m/min or producing mouldings at 100m/min; whether 4,000 rpm, or up to 12,000 rpm – Weinig can be relied upon to build the ideal Powermat 2400 best suited for individual company requirements.

With spindle speeds up to 12,000rpm, jointing technology and strong feed systems, the system provides optimal conditions for series production combined with the legendary Weinig surface quality.

The Powermat 2400 offers truly state-of-the-art technology in profiling. It already fulfills high demands as a stand-alone machine. However, the full potential could be far greater.

By upgrading the machine with the PowerMech automation system, the user can increase efficiency significantly further.

The PowerMech modules provide the key to maximum profitability and optimal productivity.

The functional units range from an infeed, or outfeed system through scanning and conveying to packing and stacking.

With the high level of automation it is up to the individual user to decide how far you want to exploit the amazing capabilities of the Powermat 2400.

Jointing technology and hydro tools produce excellent surface quality. Together with the Weinig PowerLock system, they are unbeatable.

In the Powermat 2400, the user can choose this combination and easily benefit from it: jointed tools developed by Weinig ensure that all knives in the cutterhead have an absolutely identical cutting circle.

This means that PowerLock produces excellent surface quality at up to 10,000rpm and at maximum feed speeds!

Both the straight jointer for four-sided planing – automatic, or manual operation – and the fully automatic profile jointer can be used.

Weinig know-how and experience guarantee complete process reliability of our leading edge technology.

Depending on the condition of the raw material, it may be advisable to have a strong machine infeed. Particularly with bent, damp or heavy pieces, it is advisable to have a strong machine infeed that supports the transportation of parts through the machine.

The three-roller infeed ensures optimal feeding force for strips and boards, particularly when combined with infeed mechanization.

A heavier version is available in the four-roller infeed with two opposing roller pairs. In either case, it is not possible to straighten the work piece.

John Carney attributes a good deal of the success of his company to the strong partnership that Cheshire Mouldings has developed with Weinig over the years, accessing advice, expertise and technology, which has spurred on the company's growth since its inception in 1988.

'Weinig supplied me with my very first moulder over 30 years ago and the company has never looked back since those early beginnings,' says John Carney.

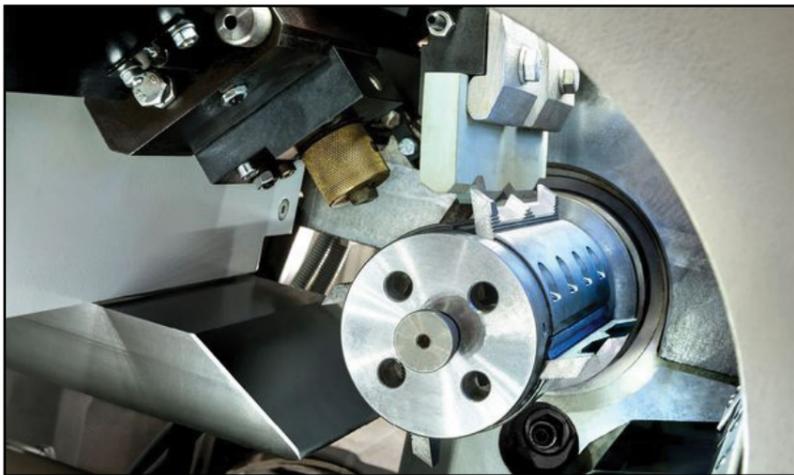
While business may be booming for Cheshire Mouldings, Mr Carney is realistic about the



Weinig Powermat moulders provide the key to quality and productivity at Cheshire Mouldings. Here is Weinig's Powermat 2400 moulder. It is a particularly flexible machine, which is claimed to set new standards in its class in terms of operation, set-up times and safety.



Weinig's clever Power Lock system enables speeds of up to 12,000rpm to be achieved.



Jointing technology and hydro tools produce excellent surface quality. Together with Weinig's PowerLock system they are unbeatable. With the Powermat 2400 you can choose this combination and easily benefit from it.

wider market.

'We are continually working on product development for our stair parts and on new mouldings concepts,' he says.

Recent launches include two new stair part ranges – one with wrought iron and one with glass – and the development of a new wall-mounted hand-rail system.

Design trends are moving away from turned components towards "very contemporary stop chamfered spindles, flat caps on newel posts, square posts, chrome tubes and glass" and, whilst walnut is becoming increasingly popular, there is a big swing towards oak.

'We're also selling a lot of ready primed components,' says Mr Carney.

'This is why we concentrate on design and innovation – you've got to be forward thinking,' he adds.

It was winning a Howden's Joinery contract to supply stair parts in 1997 that sparked a shift in the company.

'In those days, Howdens only had 27 branches – they now have over 700 – but this represented big business for us,' says John Carney, whose business still remains one of the original suppliers to the nationwide joinery supplier.

Within 10 years, the business had reached a turnover of approaching £1m and the decision to move to bigger premises in St Helens meant a substantial additional investment in new machinery.

'From the moment I began using Weinig machinery I knew it was a brand worth investing in. Their ongoing technical support and service packages are simple and effective and their customer service is second to none.

'These days we don't look anywhere else for our machinery needs. Our manufacturing site is filled with Weinig kit, including five moulders, BK bandsaws, a CNC router and a recently installed finger jointing line,' says John Carney.

As the business continued to grow year on year Weinig was challenged to put the necessary infrastructure in place to fulfil large scale contracts that would inevitably see Cheshire Mouldings increase its turnover from £17 million to £26 million in one year alone.

These new machines not only needed to offer a continuously high level combination of accuracy and precision, but they were also required to assist in the process of de-skilling the production lines, reducing down-time and increasing production.

'In the months after winning one big contract, we invested in two new machines – a finger jointing line and a crosscutting line both of which were installed in a new, large, dedicated

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FORWARD WITH THE HELP OF A AND OTHER MACHINERY

factory, which was occupied by Cheshire Mouldings.

'There was never any doubt that we would use Weinig, as the German machinery manufacturing giant understood our business perfectly and, most importantly, we knew we could trust them to create a solution that worked,' says John Carney.

'Our original finger jointing line required four men to operate it and was producing 2,000m/day. The new line only requires three men and produces 10 times that amount,' proclaims John Carney.

'We wouldn't have been able to achieve such impressive results without Weinig's help,' he adds.

'We know what we want to achieve, but that does not necessarily mean that we always know how to achieve it.

'Weinig are the experts and we rely on their expertise. We appreciate the fact that, as a company, they have the knowledge and understanding to make our vision a reality,' adds John Carney.

Cheshire Mouldings was among the first companies in the UK to install Weinig's clever Power Lock system, which enables speeds of up to 12,000rpm to be achieved. This is twice the feed speed of conventional machines. Whatismore, the tools can be changed in a matter of seconds.

With PowerLock you can double your linear production every day, slash unit costs and shorten delivery times – all with outstanding surface quality.

Tools with PowerLock clamping are not conventionally clamped, but rather with the PowerLock holder, play-free, centrally and with maximum strength – in the moulder and in the tool grinding machine.

At the push of a button, the clamping is released and the tool can be easily removed from the machine in the blink of an eye.

Thanks to PowerLock clamping, the true running accuracy achieved on the grinding machine can be completely transferred to the moulder. There is no tolerance for fit and, therefore, no gyration of the tool!

3t of pull force makes the tool holder and tool into one unit. The result is that the PowerLock system has more than double the rigidity of the hydro system.

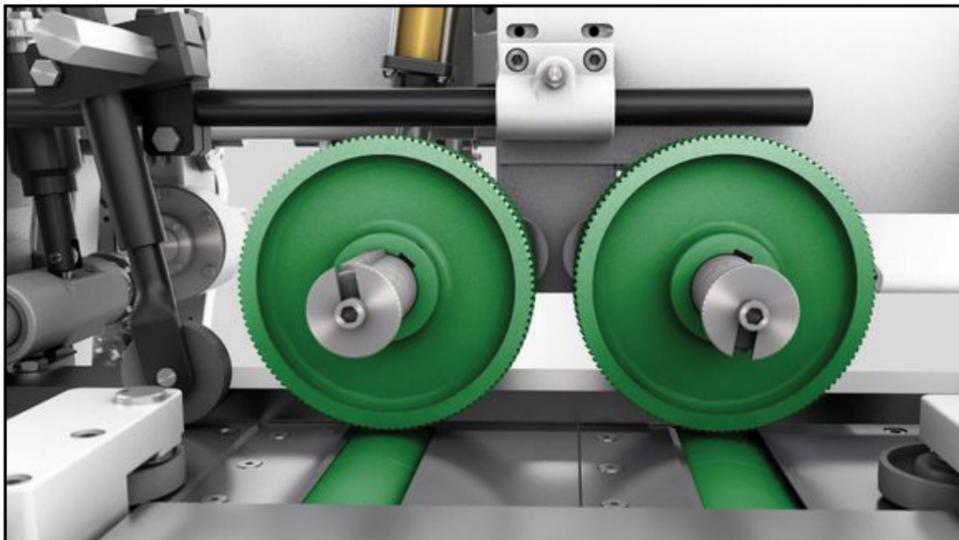
This rigidity and spindle speeds up to 12,000rpm guarantee perfect surfaces at supreme feed speeds.



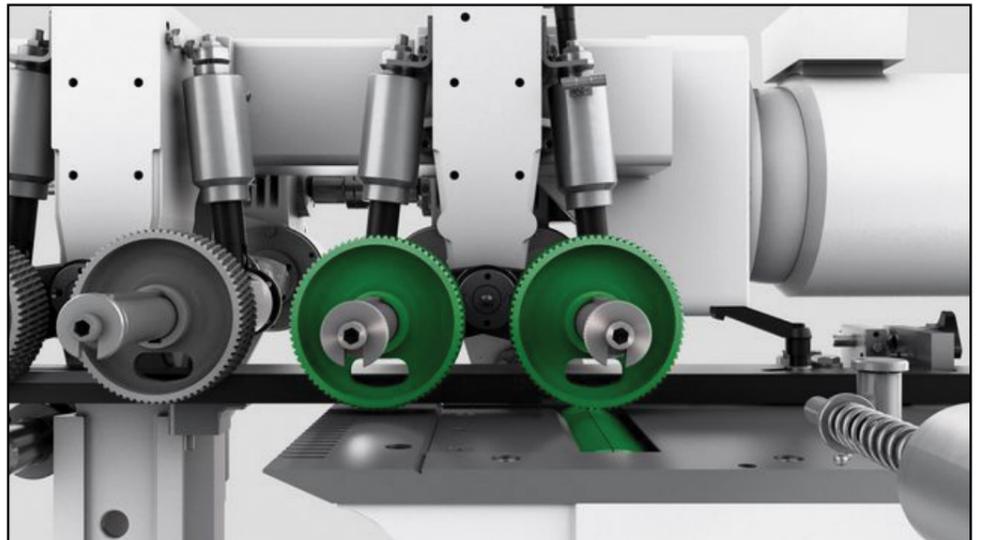
Taking the lid off Weinig's Rondamat R1000 CNC grinder.



The Rondamat 1000 CNC is a fully automatic tool grinder. This means that even the changeover of grinding wheels between rough, smooth and finish grinding happens fully automatically.



Weinig's Powermat 2400 is characterised by a strong machine infeed, which supports the transportation of parts through the machine.



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Cheshire Mouldings was also the first company in the UK to purchase a R1000 CNC grinder from the renowned German machinery manufacturer.

'I still believe that the R1000 was the best thing we've ever bought. It is quite superb,' says John Carney.

'We manufacture quads and dowels that go from 6-20mm, but thanks to this Weinig grinder, we only need one person working in our tool room, even though they are performing grinding operations for no fewer than five moulders. Added to this, the accuracy is absolutely superb and the blending is perfect.

The Rondamat 1000 CNC is a fully automatic machine, driven by the latest MoulderMaster software, without the need for an operator.

Once set-up, the Rondamat 1000 CNC runs unattended, with the MoulderMastersoftware negating the need for templates.

'This is an exceptional, state-of-the-art machine, which offers outstanding ease of use and helps maximise productivity for

our customers,' says managing director of Weinig UK, Malcolm Cuthbertson.

In the Rondamat series, Weinig provides a tailor-made tool grinding machine program to meet individual demands and circumstances - from manual machines to fully automatic.

The common feature of all models is their exceptional precision. They are all built according to the same high quality standards as Weinig moulders. So it is certainly not by chance that so many sharpening services work with Weinig Rondamat grinders nowadays.

The appropriate grinding wheel can produce and sharpen HSS, as well as Stellite, or carbide knives.

A comprehensive range of options is offered, which also allow profiling and the grinding of tools for specialist production, such as shaft tools.

On the Rondamat 1000 CNC the highly efficient organization of the work area plays an ever increasing role in optimizing manufacturing processes.

Ultimately, the full performance potential of a moulder can only be achieved when the tools are sharpened, measured and available when needed.

The Rondamat 1000 CNC grinds and sharpens tools fully automatically according to a CAD drawing created by Moulder Master providing the basis for producing accurate profiles on the moulder.

When it comes to efficiency and added value, the Rondamat 1000 CNC will raise any tool room to the next level.

The fact that the Rondamat 1000 CNC is a fully automatic tool grinder means that even the changeover of grinding wheels between rough, smooth and finish grinding occurs fully automatically.

The grinding wheels are clamped using an HSK receiver, which allows a quick changeover.

The other grinding wheels are stored in a magazine with three slots. For each grinding wheel, the diameter is measured mechanically in order to bring it into the right position to the knife rest.

In this way, the Rondamat 1000 CNC works autonomously and the operator is free to manage other tasks in the meantime.

Moulder Master links together the processes, which take place prior to production.

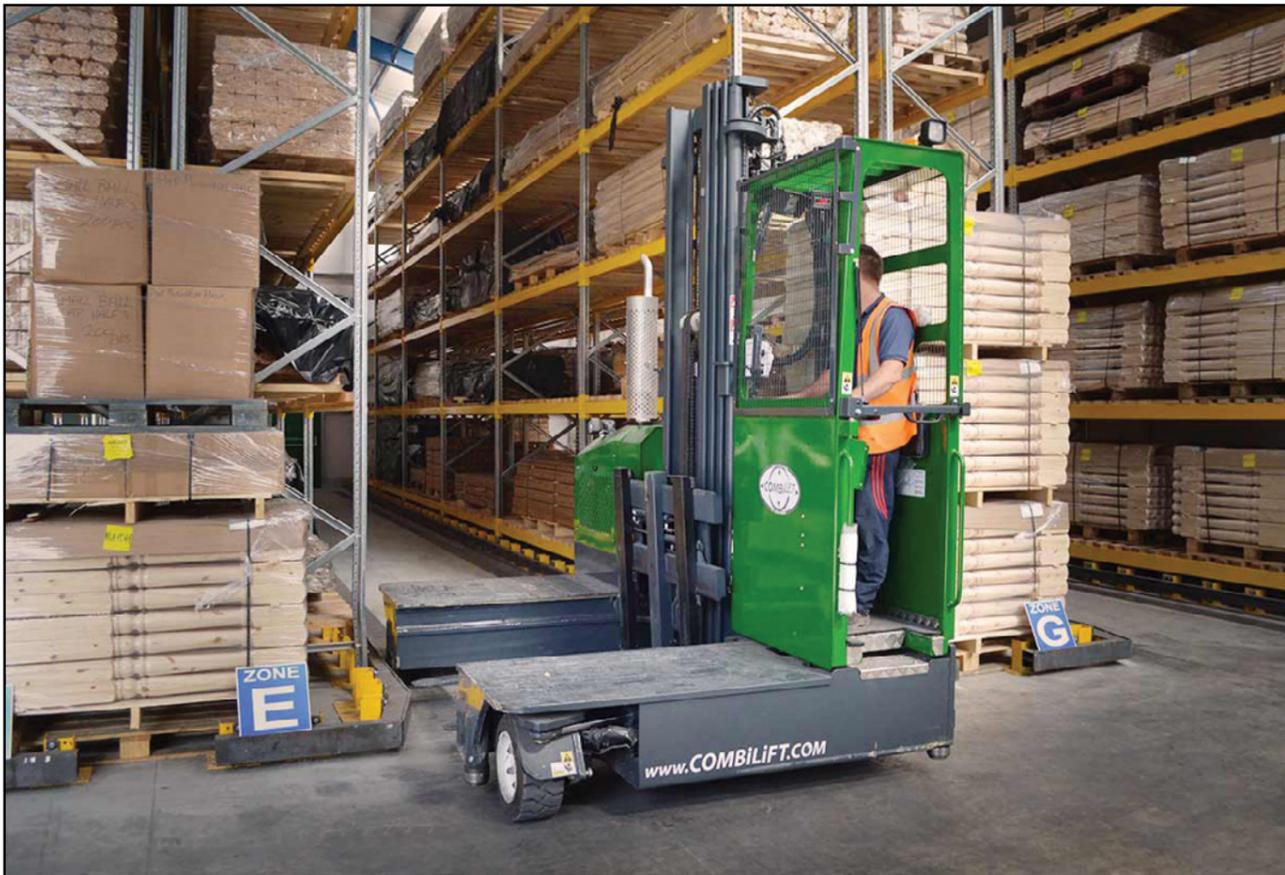
The necessary information will be sent to the required locations in the tool grinding room, or the production area.

Errors will be minimized, process security improved and consistent high quality of the end products is ensured.

In this manner, Moulder Master supports efficient and economical manufacturing with the moulder.

All tool data is managed at the centrally located operator terminal. Operating errors are reduced through clear menu guidance and graphic display of the tools.

The high level of precision of the Rondamat 1000 CNC when



Cheshire Mouldings is currently assessing the advantages of the introduction of rollers to move wood from one location to another instead of using fork-lift trucks, following the advice of Weinig UK's managing director, Malcolm Cuthbertson, who was responsible for presenting a complete overhaul of the current manufacturing processes at Cheshire Mouldings as part of Weinig's "Blue Sky Thinking" concept.



Cheshire Mouldings has achieved recognition as one of the London Stock Exchange's "Top 1,000 Companies To Inspire" on no fewer than four separate occasions.



Moulder Master links together the processes which take place prior to production, with the necessary information being sent to the required locations in the tool grinding room, or the production area.

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grinding lays the foundations for producing precise profiles on the moulder.

The efficiency of the machine set-up requires the tools to be measured. Only then, using the measuring points, can the moulder be set up, so that the spindles are in the exact position and the very first moulding comes out of the machine with a highly accurate profile.

The Weinig OptiControl Digital is the ideal measuring stand, because the data can be sent directly from here to the machine controls. This saves protracted work setting up the machine. It also guarantees a highly accurate profile.

'Modernising our production with the installation of the latest machinery from Weinig has helped us to add £20m to our turnover in the past five years, as well as reducing our labour costs,' proclaims John Carney.

John Carney's constant hunger to push the boundaries of manufacturing and increase turnover is one of the reasons the Cheshire-based company has won a string of industry awards.

'How do we take our business to the next level?' is a question that John Carney put to Weinig UK's managing director, Malcolm Cuthbertson, who was responsible for presenting a complete overhaul of the current manufacturing processes at Cheshire Mouldings

Weinig's "Blue Sky Thinking" concept involves making a close inspection of a customer's complete manufacturing cycle – from raw materials to packaging.

Suggestions followed for an improved factory layout – one which offers a clear and concise end-to-end solution that allows for the more effective use of existing machinery and one which allows for subsequent expansion at a later date.

John Carney admits that rapid growth has resulted in some areas of production being slightly disjointed, with different areas being bolted on to each other rather than forming a completely smooth production line.

However, Weinig has now taken a close look at the practices currently in place at Cheshire Moulding and created a plan that will help the company to reach its goal of becoming a fully-automated factory in the future.

'We are currently assessing the advantages of the introduction of rollers to move wood from one location to another instead of using fork-lift trucks, the integration of production planning software and the installation of intuitive machinery that can manage stock control, handling and optimise machining automatically.

'Our industry is constantly evolving and I honestly believe that you need to invest in the future if you want to stay ahead of the game,' says John Carney.

'We are presently seeing a trend for primed and wrapped products emerging, so we are having to change elements of our production to respond to this and it is our small section mouldings where we see major growth.

'We will continue to work with Weinig and will implement their plans into our factory over the next 12 months,' says John Carney.

'Having a strong relationship with our suppliers and ensuring that they have the same forward-thinking attitude and flexibility in their approach to business is a must for us. That's what makes Weinig a great fit for Cheshire Mouldings.

'Weinig has been with us every step of the way for over 30 years now and, with the introduction of new technology, design services and their commitment to maintaining high levels of customer service, Weinig will continue to be an important partner for us in the years to come,' concludes John Carney.

For further information on Weinig tel 01235 557600.

Visit www.weinig.com

For further information on Cheshire Mouldings & Woodturnings Ltd tel 0800 085 3465.

Visit www.cheshiremouldings.co.uk.



CHESHIRE
mouldings

Love the home you're in



All tool data on the Rondamat 1000 fully automatic CNC tool grinder is managed at the centrally located operator terminal. Operating errors are reduced through clear menu guidance and graphic display of the tools.

The Weinig OptiControl Digital is the ideal measuring stand for use with the Rondamat R1000 CNC grinder, because the data can be sent directly from here to the machine controls. This saves protracted work setting up the machine and it guarantees a highly accurate profile.



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RAISING AWARENESS OF FIRE DOORS THAT PROTECT US WHILE WE SLEEP

THIS year fire door safety campaigners were busy stressing the life-saving role that fire doors play in protecting us while we sleep, as part of Fire Door Safety Week, which took place last September and which was run by the British Woodworking Federation (BWF).

The awareness week, now in its seventh year, focussed on the critical role fire doors play in protecting us when we're asleep, particularly in specialised housing, such as care homes, children's homes and sheltered housing, as well as houses in multiple occupation and communal properties.

Research conducted for this year's Fire Door Safety Week amongst care home workers revealed concerns about fire safety, as well as a lack of clarity about the crucial role that fire doors play in care home buildings.

'We all need to feel protected and especially so when we are asleep. Fire doors play a vital role as the first line of defence against fire and smoke, containing their spread while buildings are evacuated,' said chief executive of the BWF, Helen Hewitt.

'However, they must be properly installed and maintained and good

fire safety practice must be shared and followed. That's why we continue to raise awareness every year through Fire Door Safety Week,' continued Helen.

'Good practice is especially important in buildings with multiple occupants and residents who may be vulnerable. It is quite literally a matter of life and death,' she added.

Numerous events and campaign activities were staged throughout Fire Door Safety Week, which is supported by a number of agencies, including the Home Office's National Fire Safety campaign, the National Fire Chief's Council and London Fire Brigade.

A free tool-kit of resources, available at www.firedoorsafetyweek.co.uk, is available to help landlords,



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 Table Adjustment: -15° - +47°
 Band Wheel: 600mm
 Saw Blade Length: 4425mm
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 Clearance height/width: 400 / 590mm
 Motor: 230v / 415V
 Input: 2800W / 3800w

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'Fire doors play a vital role as the first line of defence against fire and smoke,' says chief executive of the BWF, Helen Hewitt.

tenants and anyone with an interest in, or responsibility for, fire safety at a property to get involved.

September also witnessed the launch of a hard-hitting video underlining the powerlessness of tenants and residents to protect themselves from fire, if responsible authorities fail to take action over fire safety.

Brand new for this year's campaign was an interactive mock criminal trial, aimed at providing manufacturers of fire safety products, consultants, contractors, designers, installers and other potential duty holders with an insight into where they may be liable in the event of a fire incident.

'We encourage individuals and organisations to get involved, to share our free resources and run their own publicity campaigns and events to support the campaign's vitally important messages,' added Helen.

The campaign aims to build on the success of 2018's Fire Door Safety Week, which reached over 35 million people through PR, social media and events with the message: shut the door on fire and smoke.

For further information tel BWF on 0844 209 2610. Visit www.bwf.org.uk

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FULL KITCHEN PLANS COMPLETED IN CABINET VISION IN JUST 20 MINUTES

Stage 1: Designing a 20-unit kitchen for a developer took a matter of minutes with Cabinet Vision.

Stage 2: The material was ordered at 4.55pm the same day.

Stage 3: The following day it was cut, drilled, edged, assembled and delivered by 12.30pm

'I DID that simply to prove a point,' says managing director and owner of Chris Sharp Cabinets Ltd, Paul Kettleborough.

'I wanted to know just how quickly we could produce a kitchen. Although we had to machine multiple panels, our CNC machine was running at up to 80m/min,' says Paul.

Employing a dozen people at the company's 15,000ft² workshop and showroom in Lincolnshire, the company generally produces two kitchens/week for end-user consumers, with a number of others for property developers.

Having recently invested in Cabinet Vision software to complement the company's Alphacam package, there is now the capacity for designing and manufacturing around 20 a week.

With a long-standing history of making both softwood and hardwood furniture, the company decided that there was a need to diversify, as cheap imports began to have an effect on business and they moved into the purely bespoke kitchen market.

Three years ago, Paul bought the company from Chris Sharp, having worked there for over 20 years and he decided to concentrate solely on kitchens.

Alphacam had been the main software for furniture production for many years, and the company continued to use it to design and manufacture the cabinetry components for their kitchens, which Paul admitted was not the optimum tool for casework assemblies.

'It was taking a long time to program our three-axis SCM Ergon machine tool,' says Paul.

'We'd have a standard 600mm base unit with the holes and tool-paths – but if a customer wanted a 550mm unit, for instance, I'd have to take it down by 50mm.

'So in time, my Alphacam program had up to 150 different units. If a kitchen contained 600mm, 500mm and 400mm units, I'd put them on a separate sheet and nest them through Alphacam, which was a long-winded process when compared to Cabinet Vision, because it's not optimised for that type of work,' explains Paul.

So, the natural progression was to invest in Cabinet Vision for carcass work.

Design manager, James Graves now receives customers' orders as an ArtiCAD drawing from their external designer and imports it into Cabinet Vision.

'As I've got a library of the 60 or so cabinets that we use regularly, I create the rooms by dragging and dropping the units into the project and then editing them,' says James Graves.

'The ArtiCAD file is often just a plan with dimensions on, usually in increments of 50mm, but with Cabinet Vision's parametric capability and the parameters already set up, if I drop a 600mm unit in and change it to 587mm, all the relevant sizes and joins are changed accordingly. Each one literally takes just seconds and I can complete a full kitchen plan in around 20 minutes,' proclaims James.

Being able to customise each unit is particularly valuable when he is working with the company's range of handle-less cabinets.

'We prefer to have these carcass-pressed, so we can choose that the jointing technique is all dowelled rather than KD-fitted. However, I can have KD fittings, if required and I have full control over their location and orientation.

'I can make all fittings on shelves up to a certain height face down and the ones above it face up, so when the customer looks at it, they don't see where the fixing joints are,' explains James.

Cabinet Vision's powerful communication tool with the CNC nesting machine, S2M (Screen-To-Machine), sends the NC code to the Ergon, which includes all the cutting and drilling instructions for the machine.

Alphacam comes into play with the handle-less units, notching out the areas on the side of the panels for the profile to fit into, by sending machining code to the Homag Weeke CNC.

Paul Kettleborough explains that operation can't be performed on the Ergon.

'As it's notched out, we wouldn't be able to put the panel through the linear movement on an edge-bander...it just wouldn't accept it. So we put it through as a rectangular piece,

which is edge-banded on one edge and, as it's neatly notched out for the profile on the Homag machine, the edge-band stays intact. Alphacam is also used to produce any curved, complex shaped and hardwood doors. All these programs are carried out solely with it,' explains Paul.

Alphacam also indirectly drives a Koch machine tool, by working in tandem with Cabinet Vision

'As the Cabinet Vision files go to Screen-To-Machine, it stores the programs in Alphacam, along with the position of the holes that need to be drilled horizontally.

'All holes, both on the main faces of the panels and the edges, are designed and placed there by Cabinet Vision.. I pull up the nested program in Alphacam and those on the face are drilled by the Ergon.

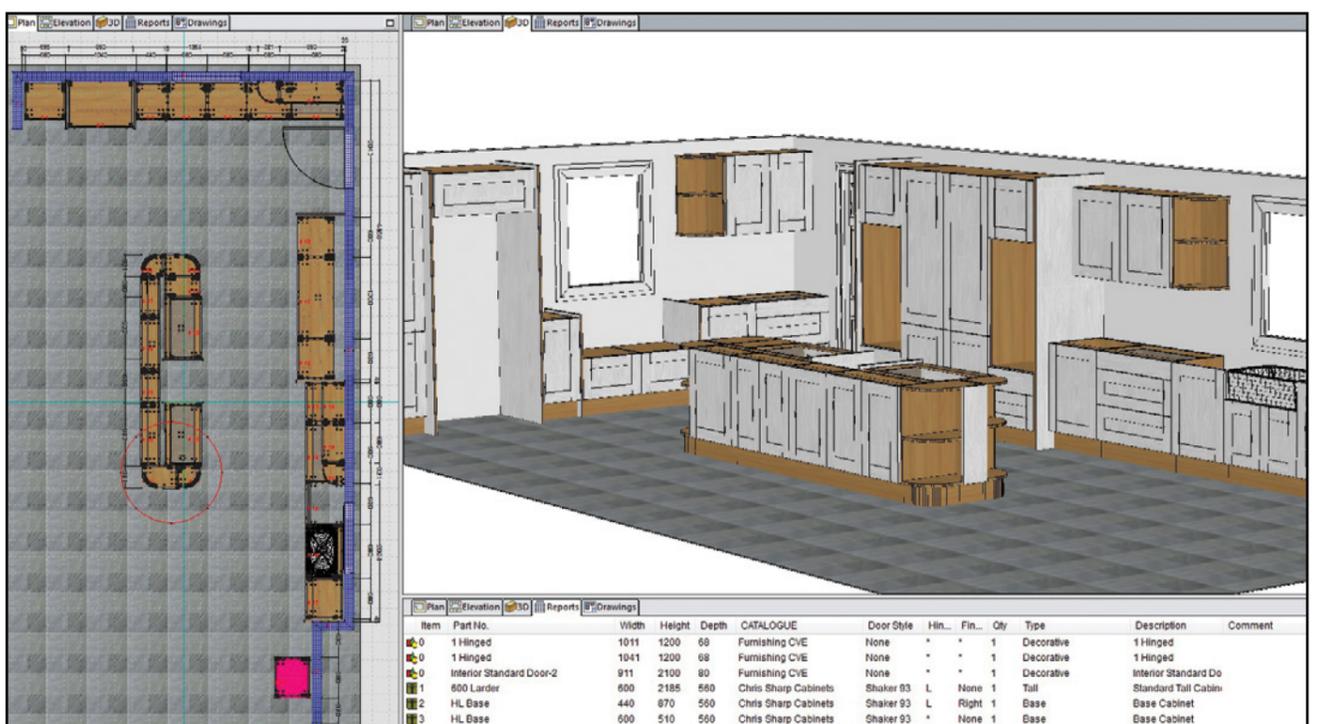
'However, I can also get the same file in a different format, which gives the hole sequence for that individual panel and the horizontal holes are drilled on the Koch machine,' says Paul.

In conclusion James Graves says that another advantage of using Cabinet Vision is that it means that the company can give an accurate price for the job.

'All materials and their price are in the system, so I can see at a glance how much each unit costs and the price for

the whole kitchen, right down to the screws. We can come in with a bottom-line figure to stay competitive. It's a bespoke kitchen, but not a bespoke price,' says James.

For further information tel Alphacam/Cabinet Vision on 01189 756084. Visit www.alphacam.com or www.cabinetvision.com



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MARTIN WOODWORKING MACHINERY REPRESENTED IN SCOTLAND BY DERAL

DERAL Ltd, based in Airdrie in Scotland was established in 1984. Whether you are looking for new, or used woodworking machinery, you should look no further than Deral Ltd.

Deral Ltd offers a wide range of new machinery from some of the top manufacturers in the industry.

When you purchase a new machine from Deral Ltd you can be assured that you will be acquiring reliable machinery from a well-known manufacturer in the knowledge that you will be able to benefit from Deral's full after sales support.

Over the years, Deral has steadily built on its reputation for offering high quality support and the fact that the company has consistently increased its engineering workforce over the years to meet customer demands, which enables a quicker response time.

The company's philosophy is to provide the customer with advice as to the correct machine for each and every application and the right specification, combined with comprehensive after sales support. The importance of these factors should never be underestimated.

In order to ensure that the advice given to customers is based on the latest technology, Deral's sales staff regularly attend seminars and manufacturers' product knowledge courses.

In specifying a machine for a customer, in addition to current production needs, it is essential that consideration is also given to future requirements.

Deral employs multi-skilled engineers all of whom are trained in the latest technology. Full advantage is taken of manufacturing courses to maintain a high level of expertise. Deral's company goal is to be recognised as the preferred choice for advice and the supply of quality machinery and services.

In 1989, due to customer demand, the decision was taken to supply both new and used machinery.

Deral has taken great care in selecting the best possible partners, who provide superior technical specification on all their machines, combined with excellent after sales support.

One such manufacturer which Deral was keen to work with was the renowned German woodworking machinery manufacturer, Martin.

Martin produces a wide range of woodworking machinery, including spindle moulders, sliding table saws, planers, shapers and sanding equipment.

One machine from the Martin range that remains ever popular with Deral's mainly Scottish based clientele is the T60C sliding table saw.

This represents an ideal entry into the premium compact class. It strikes a perfect balance between price and performance, because all the key components of the circular saw T60C are designed exactly as you would expect from a Martin machine.

If a higher price does not directly reflect a higher performance, the T60C intentionally makes a "more compact" choice.

Focused engineering combined with an operating technology reduced to the basics make the T60C an excellent partner for anyone who is looking for a reasonably priced introduction to the top division of sawing. Every T60C saw promises a perfect balance between price and performance.

Scoring saw unit

The unit individually sets both the scoring position left and right on the basis of the stored saw blade data fully automatically.

The operator specifies the scoring height electronically and the setting is also provided automatically.

The adjustment ranges of the two axes are clearly displayed and easy to understand. Any requisite fine adjustment is therefore child's play.

It goes without saying that all settings are stored and not lost when switching off the unit.

A special feature of the scorer is the pneumatic lifting/lowering of the scoring saw blades. As a result, the unit is activated in seconds and also quickly taken out of service again. This reduces noise and increases safety.

SafeLight

If the scorer is running, the light integrated in the table insert draws the operator's attention to the operating situation. Martin thereby provides the user with a considerable increase in safety.

ScribeMaster

The "ScribeMaster" scoring saw system allows the scoring width to be set easily on the stationary scoring saw unit. Fiddling around with shims between the scoring saw blades is therefore a thing of the past.

Cross-cut table

The sturdy cross-cut table is part of the basic equipment featured on the T60A saw. The cross-cut fence can be used in either the front, or rear position of the cross-cut table with just a simple movement.

The large angle scale integrated in the table allows precise mitre cuts between 0 deg and 50 deg to be executed by simply turning the cross-cut fence.

The T60C sliding table saw represents excellent value for money and it is therefore no surprise that Deral's customers consider it to be the machine of choice for a wide range of applications in a joinery workshop.

For further information tel Martin on 00 49 8332 9110. For further information on Deral Ltd tel 01236755350. Visit www.martin.info or www.deral.co.uk



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THE W EXHIBITION & ELEMENTS ALL SET TO DELIVER A RECORD BREAKING SHOWCASE

THE W Exhibition, the only UK trade show for the joinery and furniture industries and its components-arm, Elements, are on course to deliver a record-breaking showcase when doors open at the NEC, Birmingham next September (September 27-30, 2020).

The organisers have announced that over 80 per cent of space has already been sold for 2020, with a number of exciting updates planned for the biennial exhibition, which brings together some of the world's leading suppliers of woodworking machinery, materials and tooling.

Over 9,000 visitors are expected to attend the September 2020 showcase, with Elements once again showcasing the very latest in finishing products for the KBB, furniture production and interior design markets.

Free to attend, The W Exhibition and Elements 2020 is the only place for carpenters, joiners, machinists and much more to see running woodwork machinery, the latest materials, components, software, tools and innovations for the woodworking sector.

Visitors can expect to see a wide variety of industry leading brands. The W Exhibition and Elements 2020 will include the launch of a new Tooling Village with the latest hand-held tools on display.

Also new for 2020 is the launch of a dedicated seminar and learning programme designed to deliver best practice tips

and tackle the very latest industry themes and trends, all delivered by experts from across the field.

'We've listened to our audience and have developed the show content to meet their evolving needs,' says managing director of Montgomery Design and Build, Nickie West.

'There really isn't any other event in the UK where you can see this much live woodworking machinery up close - many of our exhibitors do a year's worth of business in just four days.

'We're delighted to announce that the show is already over 80 per cent sold with a full year to go until we open our doors to visitors.

'Our exhibitors have thrown their weight behind both The W Exhibition and Elements to help us put on a record-breaking showcase,' adds Nickie.

It was a simple decision following the success that we had at



The W Exhibition 2018, which was our best ever UK show,' says Biesse UK's marketing manager, Andrew Baker speaking about the company's decision to exhibit in 2020.

'It provides a great platform to meet new customers and also further engage with existing customers to demonstrate how our solutions can help them,' adds Mr Baker.

The W Exhibition & Elements will continue to support its official charity partner; Help For Heroes with money raised at the event going towards funding workshops and recovery centres across the UK for ex-servicemen and women.

The Exhibitor Innovation Award will also return for 2020 with the aim of highlighting some of the most exciting and innovative products being launched in the market in 2020/2021.

For further information tel Montgomery on 0207 886 3000
Visit www.montex.co.uk



POLL REVEALS ALARMING LACK OF FIRE DOOR KNOWLEDGE ACROSS TRADES

DESPITE reporting a growth in demand for fire safety products and devices over the past year, a new poll by online ironmongery supplier, IronmongeryDirect has revealed that over half (54 per cent) of tradespeople do not know how to check that a fire door is operating correctly and that it complies with regulations.

The poll also found that 84 per cent of respondents don't believe that there is sufficient fire door safety information readily available to tradespeople, despite extensive media coverage about the dangers of inadequate fire protection following the Grenfell disaster in 2017.

The results were published in support of the seventh annual Fire Door Safety Week in September, which aimed to highlight the importance of fire doors and increase good fire safety practice across the trade industries.

The online poll follows a national survey of 2,000 adults, which was carried out by IronmongeryDirect.

The results show a disturbing lack of general awareness on the life-saving role that fire doors play, with almost six in ten (59 per cent) of the general public admitting that they do not know how to identify a fire door.

'Fire door-sets are a critical fire safety measure, designed, tested, manufactured and third party certified to exacting standards,' says chief executive officer at the Fire Industry Association, Ian Moore.

'For that reason, they need to be maintained in line with the door-set manufacturer's instructions with the correct replacement parts,' he adds.

The research emphasises the need for tradespeople and the wider public to be more aware of the essential role that fire doors play in keeping them safe.

Fire doors are designed to withstand fire for between 30 and 240 minutes and, when maintained correctly, they can make a remarkable difference in terms of saving lives and reducing spread during a fire.

'We are pleased to see an increase in the sale of fire safety

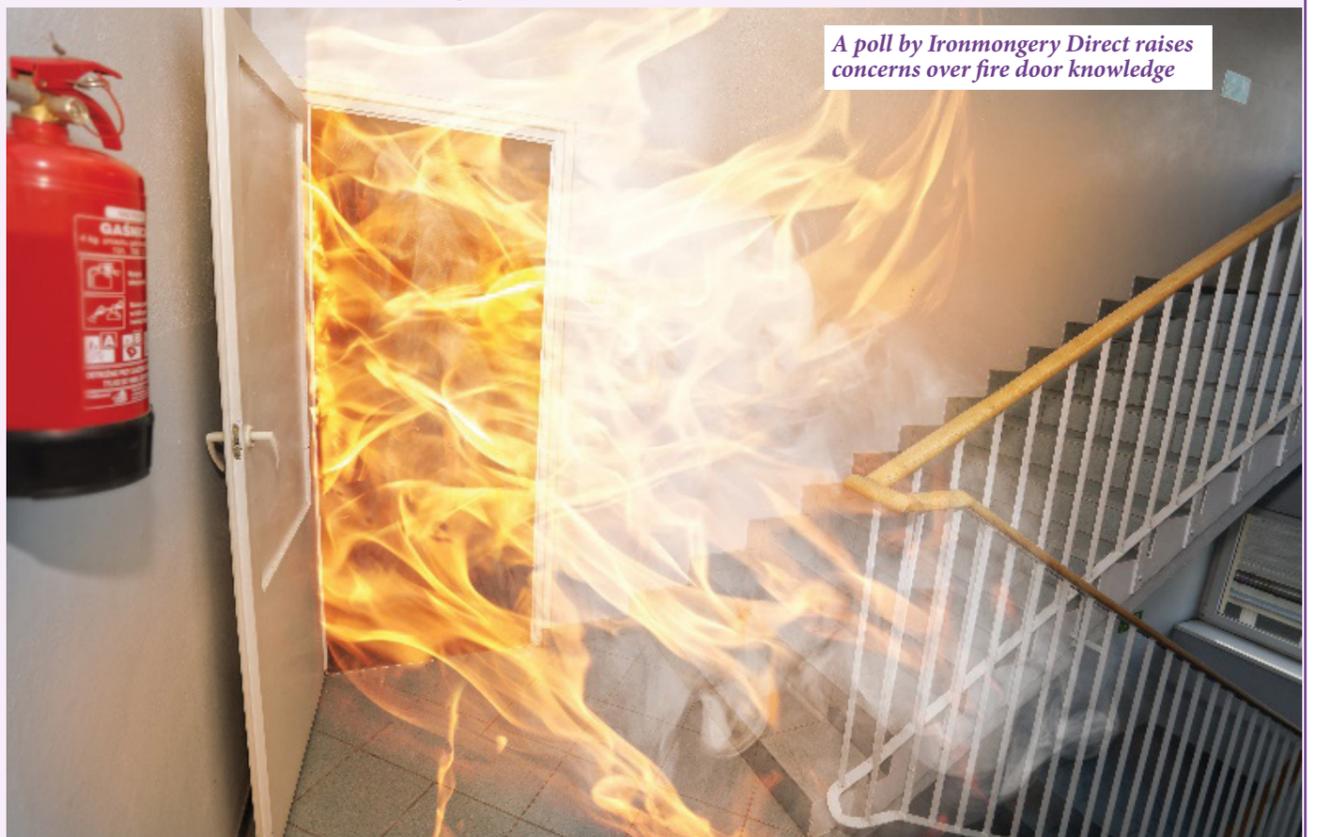
products across the industry,' says managing director of IronmongeryDirect, Wayne Lysaught-Mason.

'However, it is worrying that a large proportion of tradespeople still seem to lack basic fire door safety knowledge.

'A well installed and maintained fire door can really be the difference between life and death for building occupants.

'We urge all tradespeople to use our new online fire door checklist to help assess whether fire doors they are responsible for are safe and legally compliant,' concludes Mr Lysaught-Mason.

For further information visit
www.ironmongerydirect.co.uk/fire-door-checklist



A poll by Ironmongery Direct raises concerns over fire door knowledge

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BIESSE GROUP TO HOST THE FURNITURE MAKER'S COMPANY'S FORTHCOMING MANUFACTURING GUILD MARK OPEN DAY

BRITISH furnishing manufacturers interested in finding out about the marketing and operational benefits of holding the Manufacturing Guild Mark are encouraged to attend a free open day this October at Biesse Group UK's Daventry headquarters.

Awarded by The Furniture Makers' Company and in partnership with Biesse and Lectra, the Manufacturing Guild Mark has been the mark of excellence, distinguishing Britain's top furnishing manufacturers, since 1993.

The mark is awarded to manufacturers on completion of a successful independent audit, performed by FIRA International, which assesses high standards across all aspects of the business, including manufacturing, design, product quality, marketing, finance, commitment to training, employment conditions and sustainability.

Manufacturers of any size operating within the wider furnishing industry, including furniture, beds, upholstery, kitchens, carpets and flooring, are eligible to apply for the mark.

Currently 19 British manufacturers hold the Manufacturing Guild Mark, including Bisley, Delcor, Ercol, Gratnells, Harrison Spinks, Herman Miller, Jay-Be and Wren Kitchens.

The open day is taking place on Thursday October 24th 2019 and will include an overview of The Furniture Maker's Company and what is involved in the Manufacturing Guild Mark audit process.

Visitors will also have the opportunity to meet an existing Manufacturing Guild Mark holder and find out first-hand the positive promotional impact the mark has had on their business and how the audit process has enabled them to improve operationally and embrace change at the business.

'Holding a Manufacturing Guild Mark provides a great platform for any company involved in the UK furniture industry to showcase their business, hence why we have committed to supporting this initiative and we look forward to welcoming everyone to the event,' says Biesse Group UK chief executive officer, Steve Bulmer.

'We promote the fact that we hold this award in our stores, on our website and in our marketing communications,' says managing director of Delcor, Rick Petini.

'We want our customers to know that we have this seal of approval. It's a guarantee for them that we are a British company, that does things right,' adds Mr Petini.

'The Manufacturing Guild Mark gives us recognition. It gives our customers more confidence in our brand, ensures them that they are getting the best quality product, the best service and that we will be there to support them today, tomorrow and in the future,' says UK operations director at Herman Miller, Charles Winn-Jones.

'The open day will also include a tour around Biesse's state-of-the-art tech centre, during which delegates will get to see demonstrations of Biesse machinery.

Interested parties can choose to attend either a morning, or afternoon session, with a working lunch in between, giving delegates an opportunity to network.

'We are holding this event to explain the benefits to potential holders of achieving the coveted Manufacturing Guild Mark - an award that celebrates the often unsung capabilities of great British furnishing manufacturing companies, big and small, at a time when a receptive audience is growing in the UK,' says Manufacturing Guild Mark chairman, Ben Burbidge.

'We'd like to thank co-partner, Biesse for hosting the event at their headquarters - the team share our passion of promoting exceptional British manufacturers and we're very grateful for their support,' adds Mr Burbidge.

Companies interested in attending one of the free open day sessions can register via Eventbrite - <http://bit.ly/MGMopenday>



Open Day
Thursday 24 October
 Biesse Group UK headquarters
 4 Lamport Dr, Daventry NN11 8YZ

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For further information tel guild marks manager, Sheena Kotecha on 020 7562 8520 or contact her by email: guildmarks@furnituremakers.org.uk

For further information on the Furniture Makers Guild tel George Cooper on 020 7562 8522. Email: marketing@furnituremakers.org.uk

For further information on Biesse tel 01327 300366. Visit www.biesse.com

DUTCH COMPANY SUPPLYING PAINT TO THE JOINERY TRADE SECTOR

ANKER Stuy is a market leading Dutch paint supplier to the joinery sector. The company's strength is that it offers a range of products which are tailored to the needs of individual customers irrespective of the size of their operation.

Typical users range from small joinery outlets producing 10 windows/week, right up to larger companies manufacturing 1,000 windows/week.

Anker Stuy has the knowledge, technical support and products to fulfil each operation and production process.

Anker Stuy's unique TRICRYL® water-borne coating technology is ideal for external joinery applications.

It offers proven long-term durability and is easy to apply and quick drying (a complete paint system can be applied in just one day).

This product offers exceptional UV-protection by utilising the highest UV absorbers and also offers unique colour pigment quality, (the colour red will remain red for many years).

In addition, a care and maintenance program is available that can be linked to the long-term guarantees offered by the Dutch company.

Anker Stuy is an Accoya system supplier and is KOMO certified and tested by the SHR wood-testing institute in the Netherlands.

The unique product properties are combined with very experienced technical support.

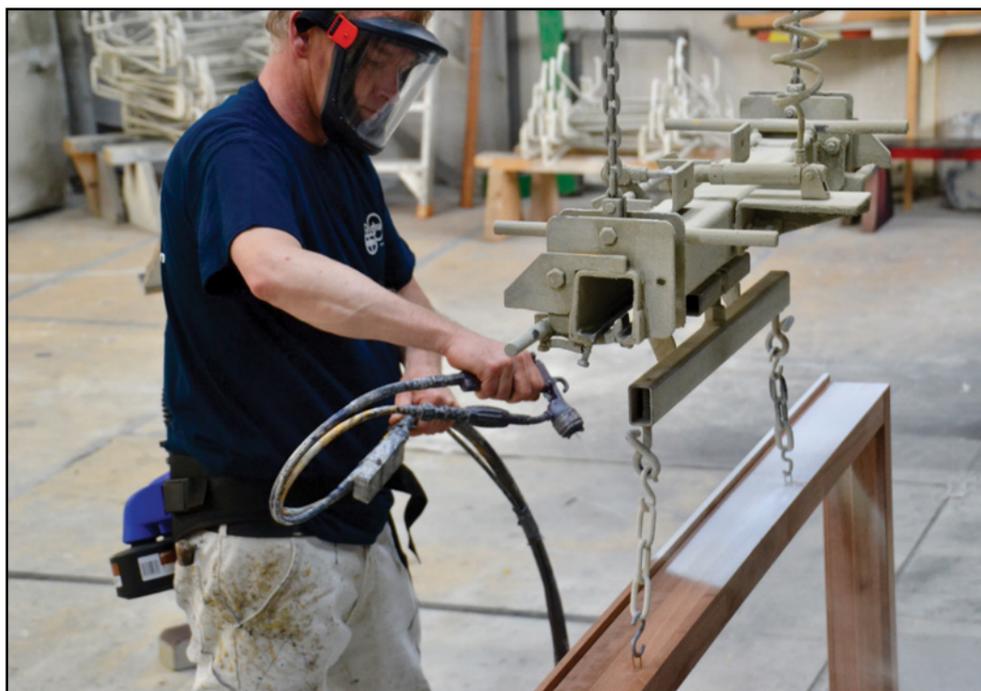
UK general manager, David Christie has many years of experience in this industry and can support joinery companies on request.

With UK warehousing facilities in Peterborough, Anker Stuy is able to offer a next day delivery service and to perform colour matching, using the latest spectrometers and tinting equipment.

The Anker Stuy company is a third generation family company with a no-nonsense approach and short lines of communication, attaching great value to working in partnership with customers in the best possible way, offering efficient service and high quality products.

The company's products are also available from Anker Stuy's distributor partner, Mighton Products which also offers a next day delivery service, along with a colour matching service.

For further information tel Anker Stuy on 01733 215444. Visit www.ankerstuy.nl.



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PROFIRIP 450: THE BENCHMARK IN TERMS OF PERFORMANCE FLEXIBILITY AND TIMBER YIELD

EVERY innovation must pass an acid test at some stage. Weing's new ProfiRip 450 Speed multi-blade buzz saw has been given a VIP pass at Josef Wyss AG in Büron, Switzerland.

A picture-perfect test scenario: the Wyss sawmill produces glulam lamellae, crate and packaging products, as well as construction timber.

In 2006, the company also invested in a chipper and circular saw line in addition to its reciprocating saw. The slab timber is cut with an edger. The latter was reaching the end of its service life at Wyss.

'Repairs were piling up. We were also not sufficiently flexible with our old system,' explains Stefan Wyss.

'As a satisfied customer, we wanted to give Weing the opportunity to test its prototype,' he adds.

In contrast with other machines with a chain bed on the market, the ProfiRip 450 Speed has a roller feed. This is particularly useful for softwood sawmills, such as Josef Wyss AG, for whom throughput capacity is a priority.

'The objective was not to achieve higher cutting volume,' explains Stefan Wyss.

'The advantage of higher added value was much more important to us,' he adds.

The multiple cutting and processing of different widths ensure better use of the raw material. Furthermore, the top saw shaft achieves higher cutting quality and there are even more plus points for the new machine.

'Previously, cutting on the edger was highly inflexible. With the three-fold blade adjustment, we are now completely flexible,' says Stefan Wyss.

Wyss can also process different panel widths interchangeably without having to adjust the system.

From the test phase: the new ProfiRip 450 Speed is a robust machine for day-to-day sawmill operations that can also achieve high feed speeds.

Width cutting plays a decisive role in solid wood processing, as rip optimizing means cost minimization. Whether producing slats, or finished material, as a cutting unit for glued panels, or for wood optimization, ProfiRip provides the ideal solution for increased productivity with outstanding wood recovery.

It offers excellent user-friendliness, the shortest possible set-up times and optimal profitability. Whether as an optimizing rip saw, or as a pure multi-blade rip saw.

The system's versatility makes it ideal for all operations – from interior fittings to the furniture industry and from solid wood panel production to the sawmill.

Greater flexibility and intelligent system solutions are the core themes for today's developers and innovators. Weing delivers the right concepts.

Weing's outstanding system components allow continuous operation to the highest standards.

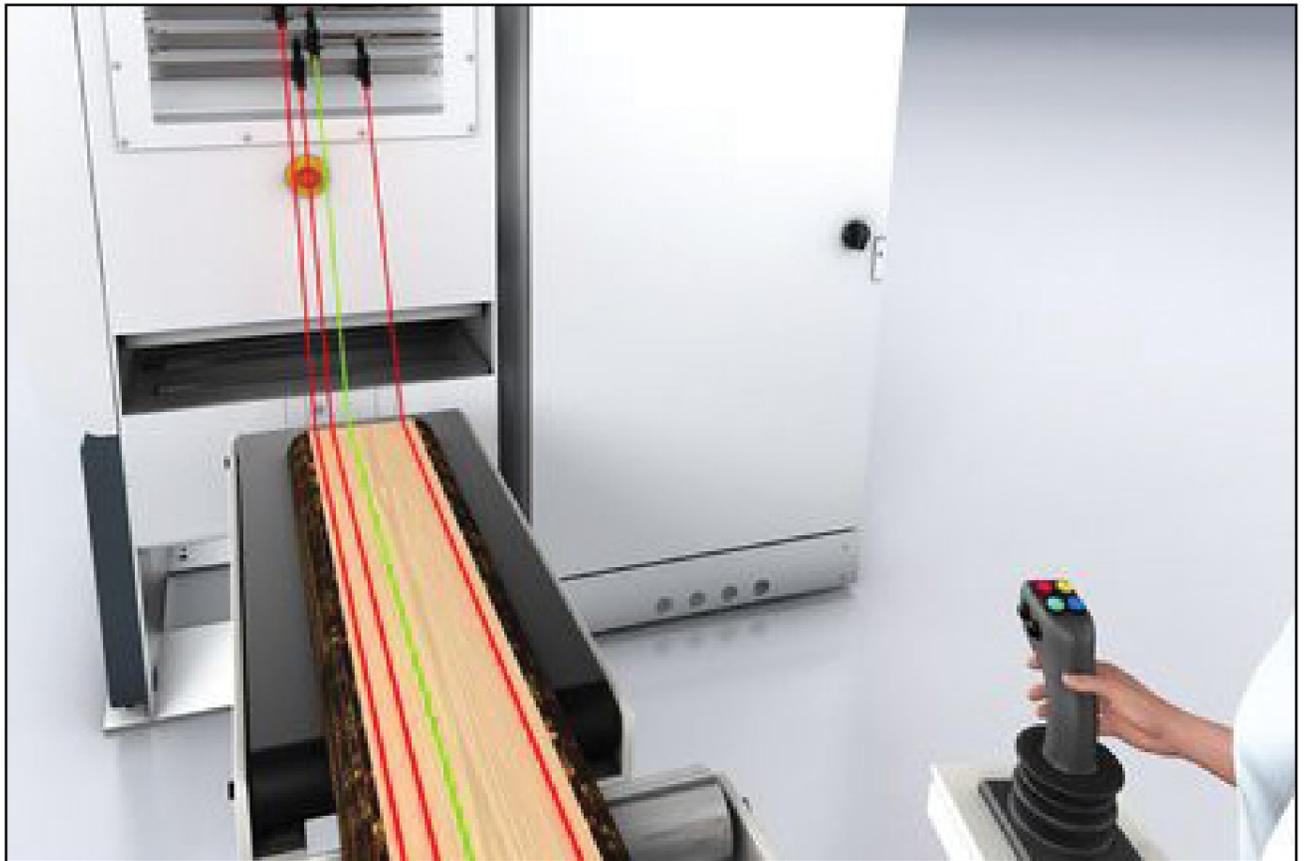
In addition to the standard models, Weing can also produce customized solutions in all performance classes. It is that easy to turn your ProfiRip into a high-performance system!

The ProfiRip 450 features optimization and multi-blade rip saws with up to four adjustable saw blades for optimal wood recovery.

- Optimal cutting quality.
- Up to four automatically adjustable saw blades.
- Short set-up times.

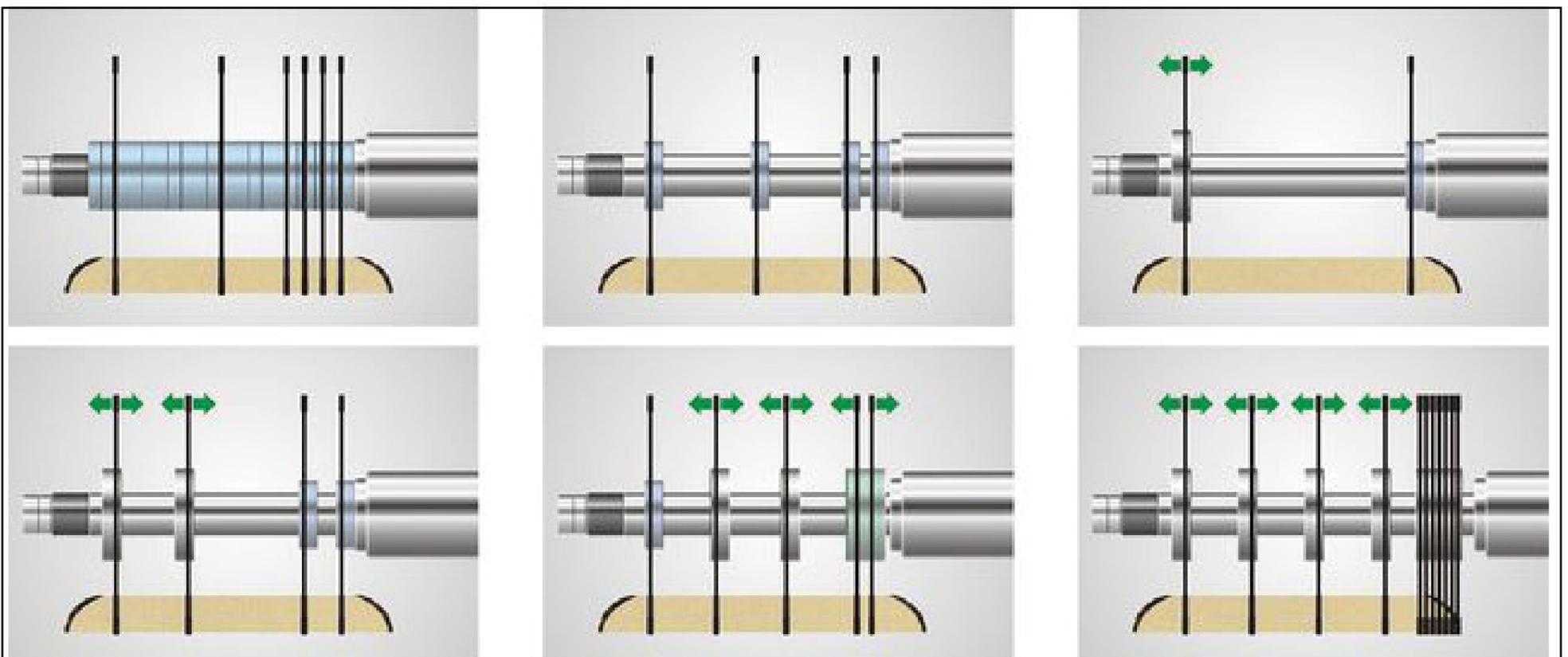


The new ProfiRip 450 Speed multi-blade rip saw was given a VIP pass at Josef Wyss AG in Switzerland.



The TimberMax 3.0 optimization program allows the operator to extract the most out of the raw materials.

CONTINUED ON PAGE 22



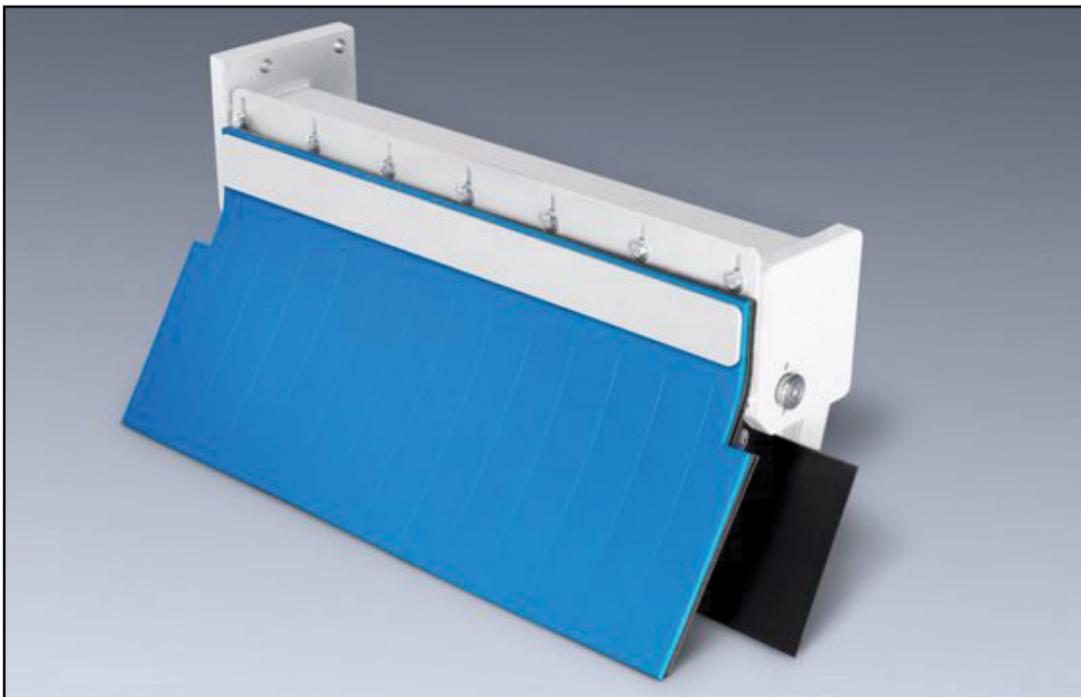
The RaimannLine moving blade technology ensures efficient use of the raw material.

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PROFIRIP 450: THE BENCHMARK IN TERMS OF PERFORMANCE FLEXIBILITY AND TIMBER YIELD



The double-sided prism guide is constructed of specially harmonised alloys which guarantee the long service life of the feed system.



On the ProfiRip 450 the SafetyPlus feature provides an additional Kevlar curtain complements the conventional splinter curtain and optimally seals the danger zone.

...CONTINUED FROM PAGE 21

- Large performance range.
 - Variable for a range of applications.
- Weinig's ProfiRip 450 is a veritable powerhouse and is ideal for fulfilling the highest demands in terms of modern production.

It is ideal in the performance range of up to 160mm cutting height. It offers extreme flexibility and optimal wood recovery with up to four movable saw blades, coupled with optimal production performance with processing widths of 450mm.

With an optional roller feed for feed speeds of up to 160m/min, the ProfiRip 450 represents optimal performance, flexibility and productivity.

The double-sided prism guide of the feed chain is completely play-free. The accurate work piece transportation that this achieves is a pre-requisite for precise cutting results. The specially harmonised alloys also guarantee a long service life for the feed system.

In terms of ripping, changing timber widths, qualities and defects means that average wood losses are 8 per cent with a standard fixed arbor set-up.

The RaimannLine moving blade technology ensures efficient use of the raw material. With up to four movable saw blades, users can adapt the ProfiRip individually to any rough board.

Optimizing wood recovery in this way reduces your material and warehousing costs significantly. In other words, wood optimization means cost minimization.

The almost unlimited combinations of fixed and adjustable saw blades also decisively increase the flexibility of your production, thus enabling just-in-time and small batch production.

Another feature on Weinig's ProfiRip 450 is SafetyPlus, which provides optimal protection for the machine operator.

An additional Kevlar curtain complements the conventional splinter curtain. This optimally seals the danger zone. This patented safety feature is fitted as standard on all Weinig rip saws.

Options available on the Weinig ProfiRip 450 include the patented Quickfix solution, which allows for speedier and simpler machine re-tooling.

Another option is the TimberMax 3.0 optimization program which allows the operator to extract the most out of the raw materials.

Whether the user is focussed on pure width optimization, or the quality features of the wood, TimberMax 3.0 calculates the most profitable ripping solution for every board. The adjustable saw blades are then positioned automatically.

A choice of two feed concepts is available to adapt the ProfiRip optimally to individual requirements. The tried and trusted Weinig feed chain is the method of choice when it comes to optimal cutting quality. Nothing rivals the precision of the double prism-guided chain.

Alternatively, ProfiRip can be equipped with solid feed rollers, achieving speeds of up to 160m/m. Twenty boards/min or more is no problem.

The concave geometry of the feed rollers, specially developed for high power transfer, guarantees reliable throughfeed,

For further information tel Weinig on 01235 557600. Visit www.weinig.com

A CUT ABOVE THE REST!

Welcome to the Industrial Woodworking & Panel Processing Website!

Our website provides an introduction to the magazine and is updated every single month. It is designed to be quick and extremely easy to use with every one of the previous year's magazines appearing on-line, providing the woodworking professional with easily accessible information at their fingertips.

Quite simply, our website provides you with relevant and informative information in a straightforward, no nonsense style.

Whether you want to view our current issue BEFORE the magazine itself is published, or whether you wish to research articles which have appeared during the previous 12 months, it is all readily available to you.

John Emslie - Publisher

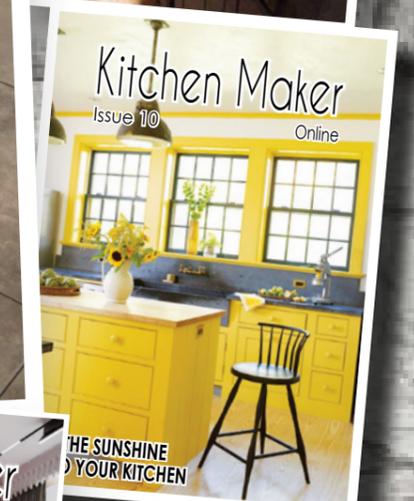
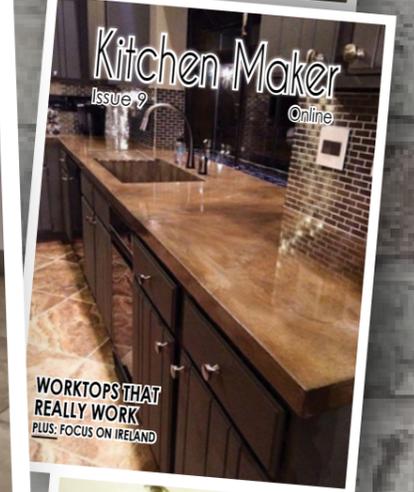
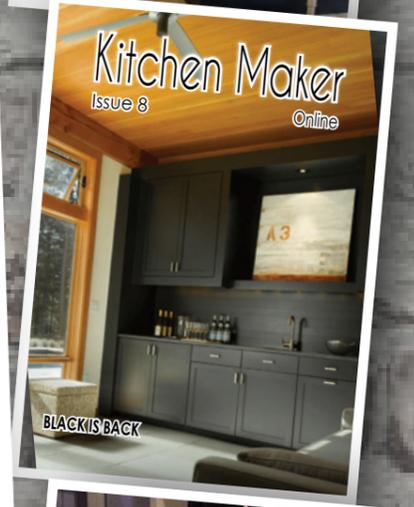


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