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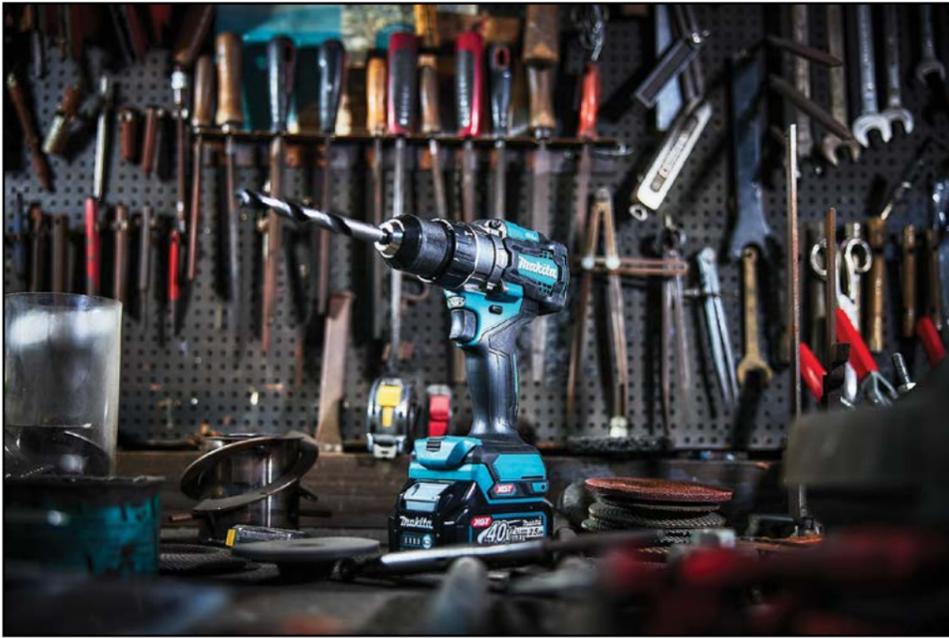
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MAKITA'S NEW POWER TOOLS



MAKITA UK has introduced its new XGT range of cordless high-performance 40V Max tools, with the addition of two models of rotary hammer, a new combi-drill and an impact driver.

Both power tools are ideal for heavy duty applications where cordless may not have previously coped. All four new products benefit from Makita's advanced brushless motor technology.

The HR003G and HR004G 40V max brushless rotary hammers offer outstanding performance with speeds of up to 980 revolutions/min and up to 5,000 blows/min of hammer action.

They feature a variable speed trigger and three function options - rotary hammer, rotary only and hammer only - making them versatile and easy to adjust to each task.

The HR004G is also equipped with a quick change chuck to make switching between drill bits fast and simple.

Both machines include Makita's anti-vibration technology (AVT) for improved operator comfort and safety. To protect users from dust inhalation during operation, the rotary hammers are compatible with Makita dust boxes.

The highly versatile HP001G combi drill is compact and easy to handle. It has a variable

speed trigger and two mechanical gears with a broad range of clutch settings. This makes it easy to finely adjust the output for the task at hand. The HP001G has a capacity of 76mm in wood.

In high gear it has a speed of 2,600 rpm and delivers up to 39,000 blows/min when in impact drilling mode.

To ensure the safety of the user, the machine features Makita's active feed-back sensing technology, which turns off the motor if the rotation speed suddenly slows. This protects the user from injury if the drill bit jams in the material.

The powerful TD001G brushless impact driver delivers up to 220 newton-metres (Nm) of torque with the choice of four power modes, selected using a simple one touch control, in addition to six assist modes.

In the highest power mode, it has a maximum speed of 3,700 rpm and delivers up to 4,400 impacts/min.

'Our XGT platform offers solutions for high demand applications where corded electric tools have traditionally been required and the new rotary hammers, combi drill and impact driver all provide the highest levels of performance, ease of use and operator comfort and safety,' says marketing manager of Makita UK, Kevin Brannigan.

For further information tel Makita on 01908 211678. Visit www.makitauk.com

W20 NOW CANCELLED

W20, the UK's flagship event for the joinery and furniture manufacturing industries, due to take place in Birmingham's NEC in September, has been cancelled.

The exhibition (presumably to be re-christened W21) will return to the NEC from September 26 - 29.



SMART THINKER

KARI TERHO is the director and head of Smart Factory at Elisa Corporation, the leading ICT service provider in Finland.

Prior to joining Elisa Smart Factory, Kari held various leadership positions in service management and was responsible for sales and business development at tier-one wireless service providers and at global blue-chip companies, including Hewlett-Packard. Kari holds a Master of Business Administration qualification.

For the full story on how the COVID-19 pandemic has accelerated digitalisation in manufacturing, please turn to Page 10 of this issue.



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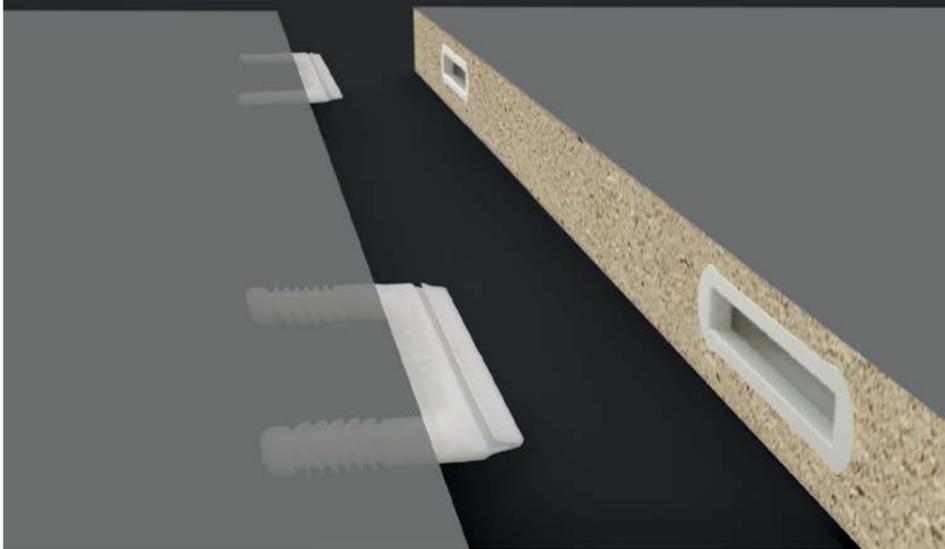
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WEIMA SHREDDERS - TURNING UP THE HEAT



FOR over 110 years the name Althoff has stood for creative work with wood. In the joinery workshops in Blefeld, wood waste accumulates during all stages of production.

With the use of a Weima WL 4 shredder, this can be ideally processed to heat the premises.

Ulrich Althoff GmbH was founded in 1906 and is now managed by Hendrik Althoff.

In the joinery workshops, "ideas made-to-measure" are developed – creative products made of high-quality materials, with proven tools and state-of-the-art machines.

Individual craftsman services, such as house windows and sliding doors, furniture or cabinet systems are part of the portfolio of the family business.

For some time now, the traditional company has been working on the most efficient use of wood waste in order to save energy costs. A Weima ZM 30 four-shaft shredder was in operation for many years and shredded the wood waste.

Over time, the materials worked with in the joinery workshop have changed and with them the requirements for the machines. A new shredder was needed.

Managing director, Hendrik Althoff did not have to think twice.

'I knew that the quality of the machine from Weima was right – there was no alternative for us,' says Hendrik.

Since the end of 2019 a Weima WL4 single-shaft shredder has been in the workshop of the family business. The proven classic is idealized with its robust construction and extremely long service life.

With a rotor diameter of 252mm and a rotor length of 600mm, the shredder deals with all kinds of wooden materials..

The innovative hopper and log spacer design is particularly suitable for shredding large, bulky parts and ensures that no material build-up, or bridging can form.

The high-throughput wood chipper is equipped with the WAP gear developed by Weima, extremely low-maintenance and sensitive to foreign material.

All production machines in the workshop of Ulrich Althoff GmbH are connected to a modern extraction system. Thus, wood chips and sawdust can be collected centrally in a large swarf bunker. The produced wood chips are directly transported into the bunker via a suction system as well.

The shredded wood waste is the burned in a wood burner. This way, the entire building, including workshops, offices and showrooms, can be heated completely without the use of fossil fuels.

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PROVIDING INSPIRATION FROM IN THE 2020 FABRICATOR

FROM holding all prices through to March 2021 to the introduction of carefully considered products, CDUK has reconfirmed its commitment to its customers – with details of all such initiatives outlined in the 2020 Fabricator Product Guide.

The exclusive distributor of Corian® Solid Surface in the UK and Ireland, this family company with a proud 40-year history is dedicated to the service, supply and support of its highly valued network of fabricators.

- New options for the exclusive Primo Signature Belfast sinks from CDUK. A superb addition to any kitchen design, this generous and timeless sink option is now available in Neutral Concrete and Limestone Prima, two innovative and much-in-demand colours of Corian® that answer current design trends.

- Stylish extensions to complement the Axix sinks and accessories range, in the form of the sleek Finire Knurled and RodezTwin Lever taps, in chrome, brushes, steel and all the luxurious PVD finishes by The 1810 company.

- New to the select CDUK tool offering (the result of keen research by in-house experts) is the Betterley surface levelling router, ideal for the swift and easy removal of excess glue. (And as an added incentive, CDUK offers 10% off all tool purchases when you attend a CDUK fabricator training course).

The comprehensive new product guide, with its unrivalled portfolio of both design and demand led complementary products for Corian®, also reveals the winners of the 2020 Cover Star competition.

This special initiative by CDUK seeks out a variety of impressive projects that demonstrate the multiple talents

of both the material and those who work with it.

Gracing the front cover this year is a stunning design for London's famous Colony Club Casino, which has been fabricated by Atelier Joinery Ltd and which creatively explores all the remarkable properties of Corian® in a dramatic and sculptural bar installation.

Using the reverse of the veined colour Arrowroot, this seamless piece demanded painstaking matching and joining to create its monolithic effect.

'This was a fantastic project and we are really proud and honoured to have made the front cover,' says Spencer Neal of Atelier Joinery Ltd.

Featuring on the back cover of the guide is another elegant use of Corian® fabricated by Eric Wilson & Co. Ltd in cladding the lift lobby of the Cardigan Integrated Healthcare Centre.

Using 12mm Corian® Carbon Aggregate, one of the latest in-demand aesthetics, this creates a luxurious mineral effect in a durable, easy-care finish that will stand the test of time.

'We are so pleased to be featured on this year's guide. This project was one of the best we have worked on and it went so smoothly from start to finish with the support from CDUK,' says Eric Wilson.

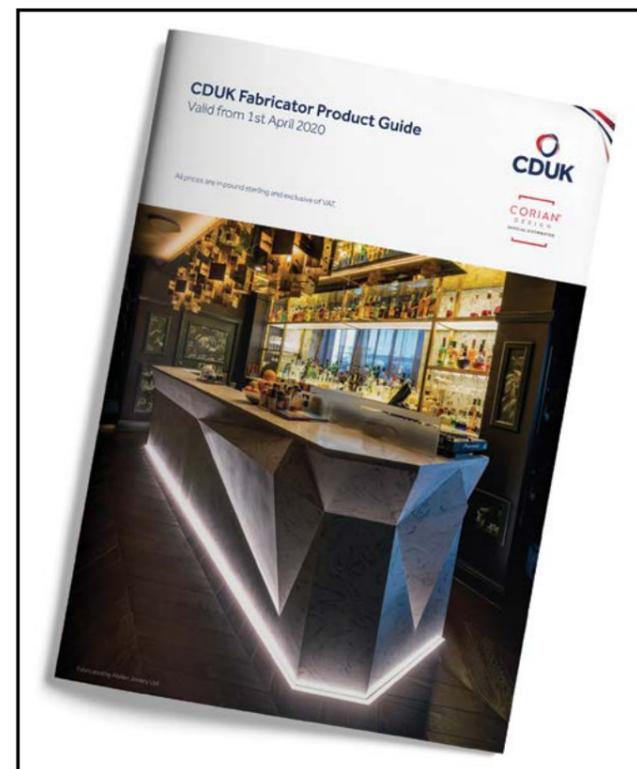
The Cover Star competition is now in its second year and, according to sales director, Andy Noble :

'This continues to be a terrific means of discovering all the brilliant results that our network is achieving with the material. With 22 fabricators submitting 34 entries, we were delighted with the level of engagement and the

inspiring array of applications and creative solutions.'

'This initiative dovetails beautifully with our program of marketing support for our customers, as we can then create PR case studies and share news and information via our website and social media accounts,' says Andy.

'Gathering such great projects together and helping to



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COVER TO COVER AS FEATURED PRODUCT GUIDE FROM CDUK

promote them enables our customers to maximise the results of all their skill, passion and all of their hard work, concludes Andy.

The Fabricator Product Guide includes all the in-depth information and clear guidance on the extensive offering that the industry has come to expect from CDUK, including new products, tools, training, service and

solutions to inspire Corian® Solid Surface fabrication.

The printed guide is available on request once initial training has been completed and, this year, an online page turner version is also widely available for approved Corian® fabricators in the UK and Ireland.

Enquiries about training or becoming an approved Corian® Solid Surface fabricator are welcomed.



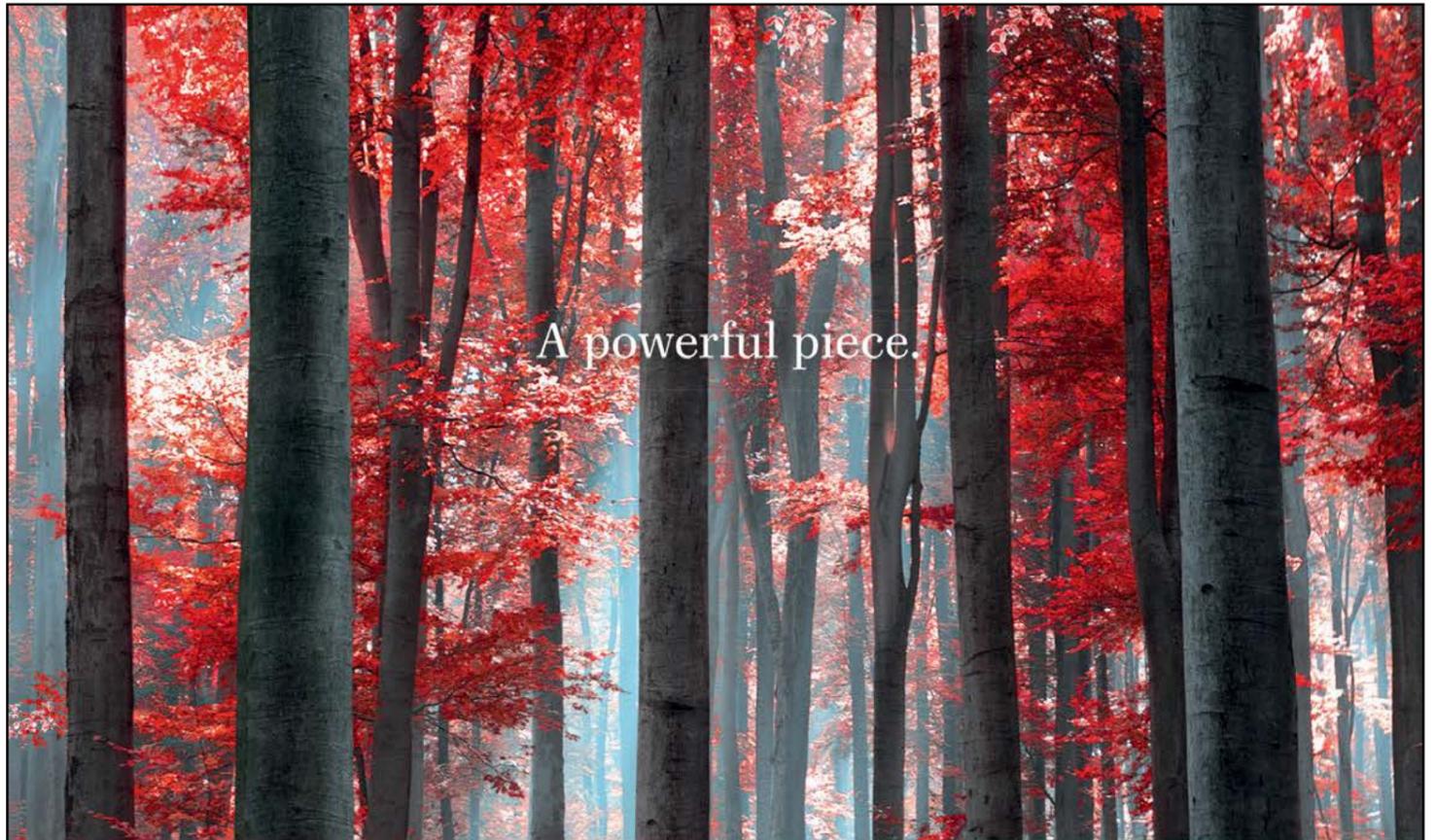
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Winners of the CDUK Cover Star competition, the bar in Corian® Arrowroot, fabricated by Atelier Joinery Ltd for the Mayfair Colony Club Casino.



Lift lobby cladding at the Cardigan Integrated Healthcare Centre in Corian® Carbon Aggregate, fabricated by Eric Wilson & Co Ltd.



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CABINET VISION REDUCING TIME TAKEN FOR PROCESSING

Software “vital” for high-end kitchen firm to offer its bespoke service

‘If you’ve got both Cabinet Vision and Alphacam, there’s absolutely nothing you can’t make,’ says director of Cumbria Kitchen and Bedroom Furniture, Mick Cotter.

Offering a high-end bespoke service and products, the company deals mainly with end-user customers within a few miles of its native Carlisle.

Having been established in 1972, two generations of the family now run the business and Mick Cotter’s grandchildren are also starting to express an interest in the company.

Having recently celebrated its tenth anniversary of using Cabinet Vision, Mick says that the business couldn’t offer “anything like” the service it does, if it didn’t have the software.

‘It enables us to adapt and change every unit in a matter of seconds, to create something bespoke that we’ve never made before,’ says Mick.

For example, Mick says that he can readily design a unit that

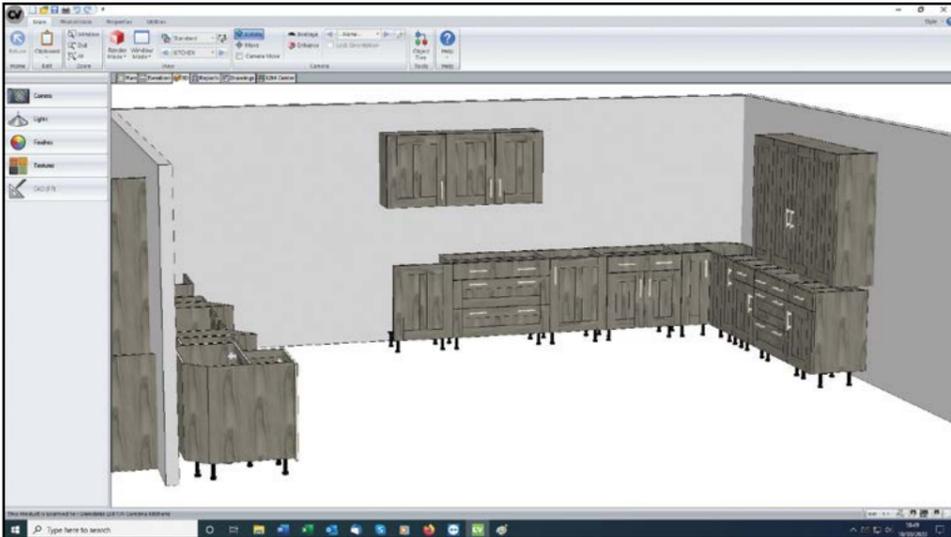
will go around a vent, or a kitchen boiler with a considerable amount of associated pipework.

‘Before we had Cabinet Vision that would take one person a couple of days to mark everything out and drill the holes,’ he adds.

‘Now I can design that same unit in Cabinet Vision literally in two minutes,’ says Mick.

With thousands of components required for a large kitchen, Mick describes Cabinet Vision’s nesting feature as “all-important in taking away the thought process in the factory”, as the machine simply produces every part on the sheet, accurately drilling every hole and routing every groove, meaning that it is almost a finished unit coming off the CNC.

‘The only time we need to change the orientation of an individual part on the nest is when we’re using a real wood veneer and the component we’re making is longer than the sheet. We may need to change the orientation to match the two boards,’ says Mick.



Currently the company performs that task using Alphacam, which came already installed on its pre-owned original CNC machine 13 years ago.

‘At the time that was our first experience of CAD/CAM, and although we knew about Cabinet Vision, I wanted to take it one step at a time. However, if I was making that decision today and knowing what I know now, we’d invest in Cabinet Vision immediately.’

‘It’s completely changed the way we operate. We’d have struggled to keep the company afloat during the global financial crisis that began in 2008, if we’d still been using the old, time-consuming processes,’ says Mick.

The company manufactures everything, including carcasses, doors, drawer boxes and worktops, apart from granite.

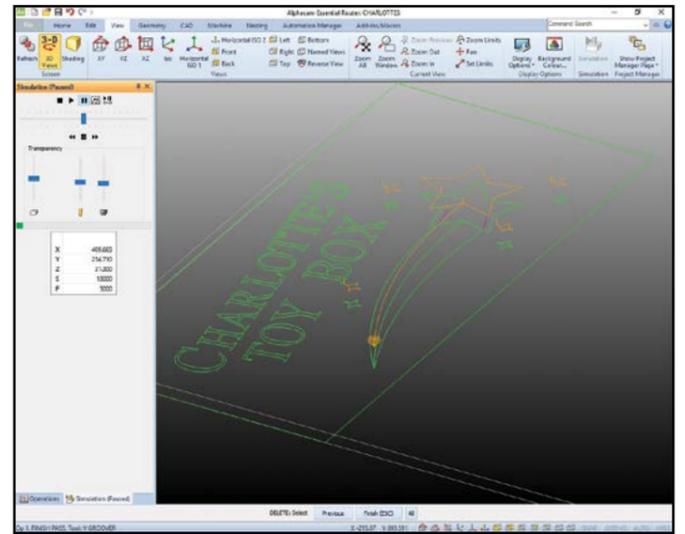
Being at the high-end of the market, the company specialises in moisture-resistant MDF with either a laminate surface on to a carcass – and all exposed décor would be painted, or sprayed MDF – or matching wood veneer on MDF.

Everything is bespoke – they don’t have a catalogue of any sort.

‘We can literally make units of all shapes, heights, widths and depths... and any colour,’ says Mick.

All the carcasses, drawer boxes and solid surface Staron worktops are produced with either Cabinet Vision or Alphacam mainly for one-off solid wood products that don’t go through a nest and it machines the drawer boxes from cut-lists created in Cabinet Vision.

Door cut-lists are also produced in Cabinet Vision, telling the operator what parts to cut, how many pieces and the length. Alphacam is also used for engraving.



‘All our kitchens and bedrooms have a door with the company name and logo engraved on it.’

‘With kitchens it’s the sink door and a cupboard door in bedrooms, so Alphacam plays a part in every kitchen and bedroom we produce,’ says Mick.

However, it’s Cabinet Vision that he regards as being essential for the company’s specific casework requirements.

‘It’s our lifeblood. Full stop,’ Mick adds.

A small kitchen could comprise an average of up to 200 components, taking around a dozen sheets of raw material.

‘That’s just for the sheet material. In addition, there are parts for drawer boxes and the doors, all of which are also calculated on Cabinet Vision,’ says Mick.

‘Those figures would be doubled and even trebled for bigger kitchens and run into thousands for the largest ones we



produce,’ says Mick.

Which makes it all the more important is that Cabinet Vision designs can be completed so quickly.

‘Even our small kitchens have a number of specialised units, but from starting initial design work to having the job ready for the machine tool is often less than an hour. And even our largest kitchens with many specialised units only take up to half a day,’ says Mick.

‘Once the design’s complete, I simply transfer it from my PC to our CNC Dynamics router using Cabinet Vision’s Screen2Machine functionality and we know that every cut component will be 100 per cent accurate and assemble together with no issue,’ says Mick.

In conclusion, he says that Cabinet Vision is vital to the critical area of the company’s entire process.

‘After receiving an enquiry, we carry out a full measure and initial design. Once the customer approves the design and agrees the price, our surveyor goes on-site and finalises all unit sizes and identifies issues, such as pipe boxing and deeper recesses (for equipment, such as stop-taps).

‘Then everything is transferred into the full Cabinet Vision design and manufacturing process,’ concludes Mick.

For further information tel Cabinet Vision on 01189 756084. Visit www.cabinetvision.com

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UPGRADE FURNITURE WITH TITUS SOFT CLOSE

CABINET hardware specialist, Titus is now offering a full range of retro-fit dampers that make it easy to add soft close to existing furniture.

The range will appeal equally to furniture manufacturers who can upgrade their products without making design changes.

The add-on dampers, which are available in versions for use with hinged doors, sliding doors and drawers, feature proprietary Titus technology that makes them easy to adjust and ensures a long reliable operating life.

For drawers, Titus offers three add-on damper options: the Titusoft MD, for single-wall metal drawers, the Titusoft WD for wooden drawers with roller runners and the Titusoft FF for face frame cabinets with wooden drawers.

All types are positioned at the front of the cabinet to ensure simple, fast and accurate installation.

No pre-drilling is needed, so the dampers can be fitted during furniture assembly, or at a later stage when the furniture is already in use.

Four options are available for adding damping to hinged doors. Where Titus T-type hinges are already in use, the Glissando TT damper simply clicks into place to provide ConfidentClose motion control.

This damper fits directly into the concealed hinge cup and takes up no extra space inside the cabinet.

The Glissando TL is an equally convenient add-on for TITUS B- and S-type hinges, while the Glissando TL170 adds soft closing to concealed hinges with 170-degree opening angle.

All types are readily adjustable to suit a wide range of door weights.

The fourth Titus option for adding damping to hinged doors is the Glissando CR, a stand-alone damping solution that can be used with any type of hinge. It offers easy and intuitive place-and-fix installation and readily adjustable damping force.

For sliding doors, the Titus add-on damper range includes the Titusoft SD100 for top-running doors and the new Titusoft 100s for bottom-running doors with "U", or double U profiles.

Both types have a 100mm damping stroke and provide controlled damping with no rebound and a consistent soft closing on doors

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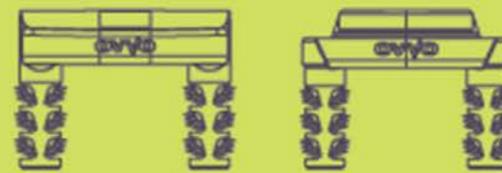
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YOU'VE GOT THE POWER WITH MAKITA'S TOOL RANGE

THE XGT 40V Max is the new stand-alone cordless battery platform from Makita – with its own range of tools, lithium-ion batteries and chargers.

It will stand side-by-side with Makita's industry-leading LXT platform to offer a battery solution for all applications. XGT has been built around three concepts.

With 40V Max power, XGT is the most powerful battery platform in the Makita range. The increased output is ideal for industrial, higher demand applications.

In fact, XGT, cordless machines offer output that can genuinely rival the high power of corded tools and even some petrol engine machines.

The XGT range benefits from a completely new design - across the machines, the batteries and charging system. Instead of going for a higher voltage battery, the Makita research and development team has developed a system with improved construction and advanced technologies to achieve optimum power and performance.

When going for a higher voltage battery there is a trade-off between power and run-time. However, XGT delivers balanced run-time delivered from the new 40V Max motor and battery platform, with all the power that is required for heavier duty applications.

The new XGT batteries have been engineered with durable design features to minimise damage and withstand tough environments. The heavy duty outer casing and cell holder and shock absorbing housing protect the battery if dropped.

Each battery also has an IPX4 rating, which means that it is splash and shower proof and water ingress is limited –



ideal for those working outside in unpredictable weather conditions.

XGT batteries also include high rigidity rails, that firmly hold the battery to the tool – making them suitable for use with high power products and heavy duty applications.

In order to optimise battery performance and charge times, XGT features Makita's unique smart system technology. This in-built programme allows digital communication between the battery and the charger, as well as the battery and the tool, to provide protection against issues such as over discharge and overheating.

If the battery has overheated, the charger will cool it down before charging begins. This significantly speeds up the charging process and minimises downtime.

'This is an exciting time for existing Makita users and new users alike,' says marketing manager at Makita, Kevin Brannigan.

'Makita's new XGT platform is the next generation in cordless technology, leading the way in both performance and intelligence.

'With XGT, you can experience the same high power associated with corded and petrol machines, but with the increased flexibility of cordless – making XGT the ideal solution for high demand, industrial applications,' he adds.

'The complete solution of our existing LXT 18V system and the new XGT 40V platform offers even more battery-powered solutions for a truly cordless job site,' says Mr Brannigan.

Makita has launched a number of new products for the 40V XGT platform, each suited to high demand applications – including cutting, grinding, drilling and fixing.

In order to maximise on-site efficiency, the tools are designed to offer outstanding performance, ease of use and operator safety. The new 40V XGT line-up includes:

- TD001G impact driver -

delivering 220Nm of max torque and 10 tightening modes.

- HP001G combi-hammer drill - providing 140Nm of max torque and 41 electrical clutch settings.
- GA004G, GA005G, GA012G and GA013G angle grinders - offering the same power as 1,100W corded grinders.
- HR003G and HR004G SDS-Plus combination hammers – which include anti-vibration technology and benefit from a HEPA filter dust collection system.
- HS004G circular saw - with a no. load speed of 6,000RPM, 480 bevel capacity and AWS wireless connection facility for use with compatible dust extractors.
- JR001G reciprocating saw – achieving 255mm capacity in wood.
- All models are available as body only machines, or complete models with battery, charger and ADP10 adaptor for charging LXT 18V batteries via the XGT 40V charger.

In order to improve durability, the new XGT tools also benefit from Makita's brushless motor. As there are no moving parts within the motor causing friction, wear and tear and ongoing maintenance costs are minimised.

No friction also means that no energy is lost through heat production, which increases run times and keeps you working for longer - as you do not have to regularly stop to replace or recharge the batteries.

Supporting the new product range, Makita has also launched a selection of accessories. The 40V batteries can be purchased individually and are available in 2.5Ah and 4.0Ah versions.

In order to minimise operator fatigue – and maximise on-site productivity – the batteries are light weight. For example, the 2.5Ah XGT batteries weigh just 100g more than 18V LXT alternatives.

To charge the batteries, Makita has launched the DC40RA 40V Max fast charger. Due to the smart system, the DC40RA offers optimised charging. For example, a 2.5Ah XGT battery can be charged in just 28 minutes and a 4.0Ah battery in 45 minutes.

For those that are currently using Makita's LXT products, Makita has developed an adaptor that allows you to charge your LXT batteries using the XGT charger. This makes changing between tools effortless.

With the adaptor, LXT batteries charge in just 22 minutes (for 3.0Ah LXT batteries) up to 40 minutes (for 6.0Ah LXT batteries).

To launch the new XGT range, Makita UK will also be offering a new redemption deal on selected models, so contractors can claim an extra 40V battery completely FREE of charge!

For further information tel Makita on 01908 211678. Visit www.makitauk.com

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NEW WASTE EXTRACTION SYSTEM HELPS GROWING PRODUCTION REQUIREMENT AT CHESHIRE FURNITURE MANUFACTURER



AN investment of more than £200,000 in the past year has enabled bespoke furniture manufacturer, Brownlow Furniture to expand its Cheshire workshop production capacity and manage its dust extraction more effectively.

The company, which was set up in 2001 by its founder, Rob Bennett, has grown from a "one man" artisan workshop to a business employing more than 30 local designers and craftsmen.

In order to cope with ever-increasing business the company recently invested in a £80,000 three-axis CNC drilling machine to add to the machining, spraying and pre-assembly equipment in its three main workshop areas.

In addition, it has installed a new dust extraction facility from Wood Waste Control (Engineering) Ltd comprising a 2600W silo filter, with 22KW main fan, control panel and ducting to remove waste from the new machine.

The new extraction facility for the CNC drilling machine is in addition to a WWC 900 four-bin modular filter unit with 15kW main fan installed the year before to extract waste efficiently from the company's panel and sanding machinery.

'The installation of the new extraction system for the CNC machine went very smoothly,' says Brownlow spokesman, Matt Harland-Jones.

'The Wood Waste Control installers were very knowledgeable and made the whole installation painless,' he adds.

'The new silo filter system is running extremely well. The extracted dust waste is currently discharged into bags and taken away every three weeks, or so,' says Mr Harland-Jones.

'The filter bags inside our modular silo filter extraction units can be cleaned automatically by regeneration reverse cleaning fans built into the top of the filter housing, which allow the bags to be cleaned automatically on shut down of the system, ensuring the efficiency and life of the filter bags,' says managing director of Wood Waste Control (Engineering) Ltd, Reg Gareppo.

'We are now looking at the possibility of adding briquetting and waste heater facilities at Brownlow Furniture to enable its waste to be used to heat the workshops there,' adds Mr Gareppo.

Wood Waste Control is one of the UK's leading dust extraction and heating equipment specialists for the woodworking industry.

It designs, manufactures, installs and commissions solutions from simple stand-alone bagging units through to complex integrated extraction and heating systems.

The company also provides well-proven chippers, including horizontal grinders and a range of briquetting machine for all applications.

Wood Waste Control's range of manual and automatic warm air models are capable of burning a wide range of wood fuels automatically, as well as accepting hand-loaded offcuts.

The company is based in Bourne End near High Wycombe and has hundreds of successful installations across the UK, in Europe, Russia and Africa.

For further information tel Wood Waste Control on 01628 525290.
Visit www.woodwastecontrol.co.uk

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COVID-19 HELPING TO ACCELERATE DIGITALIZATION

WHEN the manufacturing industry emerges out of the COVID-19 pandemic, we will see the rapid trend of digitalization.

However, to achieve maximum success - this will only happen if manufacturers finally deal with the challenge of data silos!

General manager of Elisa Smart Factory, the industrial data analytics specialist company, Kari Terho acknowledges that data silos are typical in manufacturing.

However, they are also a major hindrance to manufacturing digitalization for operations prepping for the "new normal" after COVID-19.

In this article, he explains why digitalization is critical post-COVID-19 and how manufacturers can tear down their data silos for optimum business sense!

How has COVID-19 changed the manufacturing world?

Due to the COVID-19 pandemic, thousands of suppliers, manufacturers and their customers have suffered material losses. Productions and shipments have slowed down and even stopped.

We've seen epidemics, pandemics and other global disruptions several times before. What's so different this time around?

Earlier global disruptions have only affected some specific, typically offshored manufacturing parts of the supply chains in Asia.

The damages were then signalled upstream, hit manufacturers and companies elsewhere, eventually stopped productions and cancelled shipments globally.

However, COVID-19 is the first pandemic, which has directly and simultaneously impacted multiple parts of the supply chains globally.

The unthinkable has become a reality for many manufacturers. Their primary plants have had to be closed down and this has impacted on the alternative back-up plants and suppliers. The members of staff have been locked-down.

For the first time in manufacturing history - demand, supply and workforce availability are affected, simultaneously.

Why is digitalization in manufacturing the answer post COVID-19?

According to the industrial data and tech company, Thomas, two-thirds of North American manufacturers are planning to bring production and sourcing back to the American continent. This is also known as reshoring.

Due to the high labour costs in Europe and the US, the success of production reshoring will depend on fully-automated, robotized and data-driven manufacturing systems.

Consequently, digitalized factories with a minimum of on-site staffers are likely to trend quickly post-COVID-19.

Why did the effects of the COVID-19 pandemic drive manufacturers on to their knees?

It wasn't just the halted production lines, it was the simultaneous staff lockdowns, measures of social distancing and other employee safety procedures.

Manufacturing requires people to physically be on-site. Operators keep an eye open and run machines, while maintenance staff maintains and repairs them.

Many factories are not designed to be managed remotely and lack the digital tools and infrastructure that are needed to support such activities.

Consequently, according to Gartner, up to 50 per cent of



the production workforce has been unavailable during the pandemic.

It is clear that the "new normal" will require smarter ways of working and also a higher degree of digitalization in manufacturing - such as a "virtual shift" - a team of specialists who connect remotely to be available 24/7 to supervise processes, guide and support the reduced personnel present on-site.

What is the major hurdle to the success of digitalized manufacturing?

Quite simply it is the obstacle of data silos. Many manufacturers have first-hand experience of working in an organization, packed with silos.

There are several stake-holders involved: from procurement to material planning, production planning, sales, finance, fulfillment and more.

These teams are working in their own silos; they have siloed processes, databases, systems and dashboards. While these might work individually, the systems do not communicate well across department borders.

The production machines generate massive amounts of valuable data. However, this data is very difficult to collect, due to the various machine-specific formats and interfaces, which has resulted in all the important data left to reside in isolated silos.

The information cannot be correlated, cross-referenced, combined, or harmonized to give an important end-to-end view on the manufacturing process, inventories and material flows.

These silos prevent manufacturers from efficiently advancing their digital transformation!

How can we break down the walls of data silos?

Start by gaining access to the data residing in the silos - i.e. production machines, systems and other departments.

This data, which is in different formats, will have to be harmonized, integrated, analyzed and then opened for use by various applications, such as a digital twin, or a performance monitoring platform.

In practice, this will involve connecting machines and core systems - such as ERP, MES, PLM, and automation systems via a purpose-built smart factory analytics layer. This will handle the continuous stream of data, generated by the machines and systems.

It will collect, integrate and analyze all the structured and unstructured data that has been collected from an unlimited number of sources.

This will result in valuable insights and can be created

simply by integrating the disparate data points.

The ERP systems will tell operators the inventory levels and delivery lead times; MESs will track and manage manufacturing information in real-time, to provide information gems about traceability and performance and the PLM systems will include all the information, related to a specific product, from concept to production.

Once all data is merged, a manufacturer can then gain a solid foundation for optimal digitalization.

Production lines can be automated and robotized and management will have full control over the manufacturing processes, even if they are based in remote locations.

Maintenance needs can be predicted and better managed. Can the virtual and physical shifts collaborate efficiently?

Yes, if they can see the production area, lines and machines on a visual, online 3D digital twin.

The digital twin factory is based on real-time data, and it shows what is happening in the "real" factory, either on a specific line, or a machine at any given moment - so that operators and management can make fact-based decisions.

Can managers and supervisors keep an eye on the processes when locked-down at home?

They can. It works, by working with role-based performance dashboards, which collect data from all data sources and display it on a single intuitive view.

Managers can monitor the production KPIs e.g. net run time, yield, first pass yield and DPMO (defects per million opportunities) and compare these against set targets, in real-time.

Supervisors have end-to-end visibility of the inventories, machines and processes via performance dashboards and can optimize material flows continuously.

Digitalization makes manufacturing more resilient against severe disruptions by facilitating flexible ways of working.

New manufacturing tools can include digital twins, remote diagnostics, preventive maintenance, predictive analytics, virtual collaboration and more.

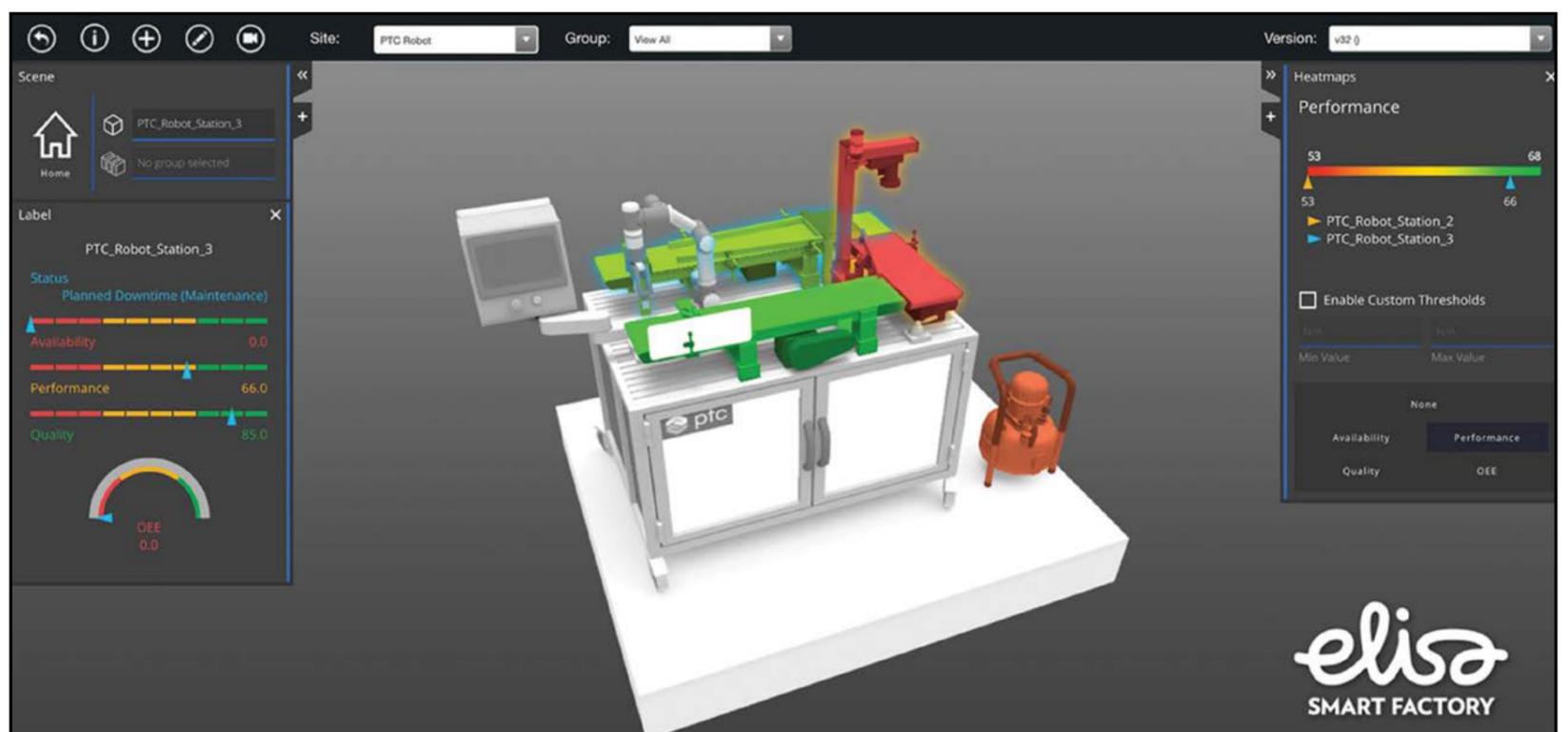
In conclusion

COVID-19 has pointed out hard lessons to manufacturers. We now realize that production is highly networked - and components and raw materials are sourced from all over the world. Despite this, global supply chains are fragile.

Factories cannot be dependent on staff being on-site physically, any longer. Learning can be positive, although now, it is the result of a devastating disease.

When manufacturers soon emerge from the downturn - they will be fully digitalized more resilient, efficient and flexible - and ready for the new normal!

For further information visit www.elisasmartfactory.com



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BIESSE LAUNCHES ENTRY-LEVEL EDGE-BANDING RANGE

IN AN age when having the upmost quality of products is no longer considered supplementary, but essential, production technology must offer consistent quality without compromises, whatever the level of the range.

This is the underlying value behind the Akron 1100 range of compact single-sided edge-banders from Biesse, which are ideal for small-scale producers who want to modernise production.

Within its price range, the Akron 1100 is claimed to be the only technology on the market offering high-level components, such as the Rotax motors made by HSD.

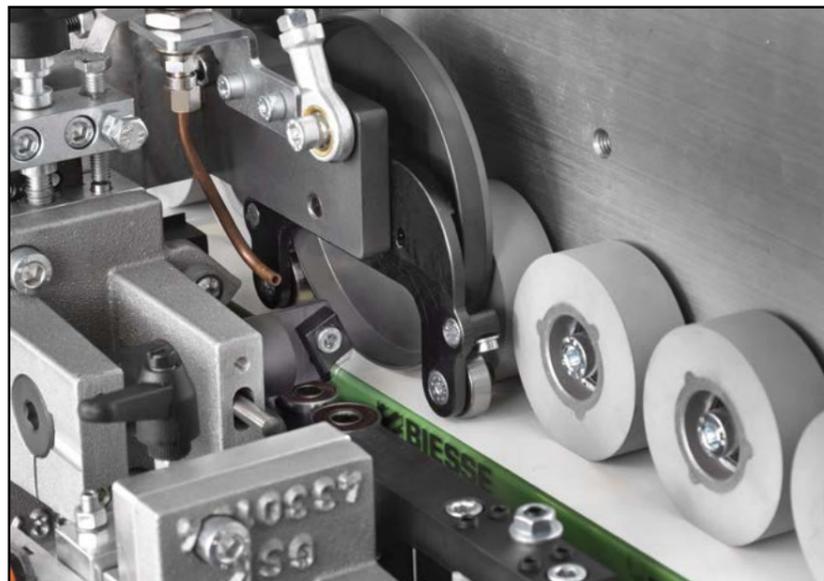
There are three machine configurations offering choices on trimming, corner rounding and pre-milling. Control is via a 7in touchscreen. It is claimed to be the only one on the market at its price point and offers an icon driven, highly intuitive interface. It also provides feed-back in the form of valuable machine information, reports and statistics relating to the daily

work being carried out, highlighting productivity levels and any setting issues.

'This entry-level range stands out in the market for its high specification, quality and performance. The Akron 1100 has the capability of applying edge material from 0.4mm to 5mm solid wood lippings, with a 10m/min track speed. In addition, changeovers from thick to thin edges, together with machine set-up is very quick and simple,' says Biesse brand sales manager, Malcolm Storey.

'The Akron 1100 range is the ideal machine for a first-time user, providing a quality edge finish. We also offer a "walk in" in demonstration service whereby customers can visit us at any time and see how easy the machine is to set up and operate,' adds Mr Storey.

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



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AMERICAN HARDWOODS FEATURE IN LANDMARK PAVILION

WAUGH Thistleton Architects, the American Hardwood Export Council (AHEC) and ARUP are collaborating to present "MultiPly" – a modular cross-laminated tulipwood pavilion in the Sackler Courtyard of the Victoria & Albert Museum.

Waugh Thistleton is a research-oriented practice dedicated to designing buildings and places of the highest architectural quality that also acknowledge their impact on the Environment.

The studio practices sustainability in the widest sense of the word, focusing not solely on energy in use, but on embodied energy and longevity. The team believes passionately that sustainability and world-class design solutions should be one and the same thing.

Its holistic approach is based on the principles of "Reduce, Re-use and Recycle". Striving at every point to produce innovative and imaginative design solutions that harness leading technologies, the quality of its buildings and its commitment to the use of timber construction has earned the company an international reputation in environmentally sustainable architecture and design.

"MultiPly" – one of the London Design Festival's Landmark projects, will be comprised of a maze-like series of interconnect spaces which overlap and intertwine and will encourage visitors to re-think the way that our homes and cities are designed and built.

The three-dimension structure will be built out of a flexible system, made of 17 modules of American tulipwood cross-laminated timber (CLT) with digitally fabricated joints.

Cross-laminated timber (CLT) is an engineered timber that can be used to build walls and floors, making up the structure of entire buildings. It features a layered construction with the wooden planks turned at right angles in each successive layer, creating a panel with equal strength in both directions – similar to plywood.

Weight for weight, CLT is stronger than steel, or concrete and can be machined to incredibly high tolerances. This makes it ideal for pre-fabrication and rapid assembly, reducing construction times by around 30 per cent.

CLT is usually made of softwood trees. Together with ARUP, AHEC has begun a process of experimenting with CLT made from fast-grown North American tulipwood.

The planks will be imported from the USA, but the panels themselves will be manufactured in the UK's own fledgling CLT factory in Scotland. Testing has shown that the tulipwood is considerably stronger than spruce and it also has a superior appearance.

Like a piece of flat-packed furniture, it will arrive as a kit of parts and will be simply and quietly assembled in under a week. As is constructed out of modules, the pavilion can be taken apart and re-assembled in a new home after the London Design Festival.

"MultiPly" confronts two of the current age's greatest challenges – the dire need for more housing and the urgency to fight climate change. It presents a fusion of modular systems and sustainable construction materials as a solution.

"The main ambition of this project is to publicly debate how environmental challenges can be addressed through innovative, affordable construction," says co-founder of Waugh Thistleton, Andrew Waugh.

"We are at a crisis point in terms of both housing and CO2 emissions and we believe that building in a versatile, sustainable material, such as tulipwood is an important way of addressing these issues," adds Mr Waugh.

During the day the 9m high American tulipwood installation promises to be fun and playful. The labyrinthine spaces will lead visitors through a series of stairs, corridors and open spaces, inviting them to explore the potential of wood in architecture.

In the evenings, with subtle lighting, the pavilion will become a quiet and contemplative space, allowing visitors to reflect on the beauty of its natural material.

"The structure will lead people on a merry dance up and down the staircases and across bridges exploring space and light," says Andrew Waugh.

"MultiPly" has a high level of permeability to allow views through to the façade and courtyard, but also to entice viewers into the structure, so that they can experience new, carefully considered views to the existing heritage facades of the V&A.

"Waugh Thistleton Architects has been pioneering innovative uses of wood in construction for decades. "MultiPly" explores a new, more sustainable way of building, bringing together a

readily available carbon-negative material – American tulipwood – with modular design," says European director of AHEC, David Venables.

"AHEC has worked with many great architects in order to demonstrate the structural, aesthetic and environmental properties of American tulipwood CLT," adds Mr Venables.

For over 20 years the American Hardwood Export Council (AHEC) has been at the forefront of wood promotion throughout Europe, successfully building a distinctive and creative brand for US hardwoods.

AHEC is always keen to support projects which demonstrate the performance potential of these sustainable materials and to provide valuable inspiration.

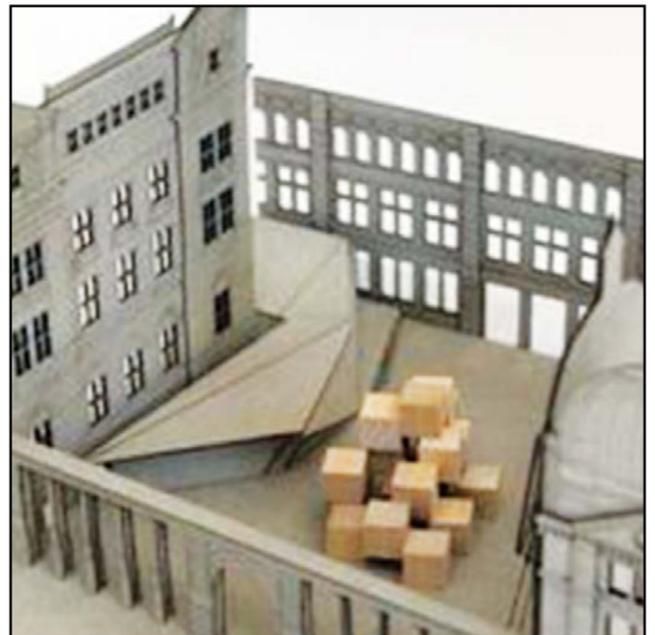
The AHEC pioneered the environmental impact assessment – an approach that has since been adopted by other industries. This measures a number of impacts, including primary energy demand (from renewable and non-renewable resources), global warming potential, the potential for acidification, eutrophication potential and photo-chemical ozone creation potential.

"Continuing our exploration of hardwood CLT on installations, such as The Timberwave, The Smile and Endless Stair, "MultiPly" provides a playful opportunity to experiment and innovate with this tactile and highly adaptable material," says ARUP project director, Carolina Bartram.

"The seemingly simple series of stacked boxes form a complex engineering challenge, made all the more interesting by the fact that the sculpture sits on the newly completed, elegant Sackler Courtyard at the V&A.

"It is a privilege that, as engineers for the Sackler Courtyard, we are also contributing engineering designs for "MultiPly" concludes Carolina Bartram.

For further information visit www.americanhardwood.org



TITUS ANNOUNCES THE LAUNCH OF SPACE-EFFICIENT SECOND GENERATION SLIMLINE DRAWER

CABINET hardware expert, TITUS has launched a second-generation range of its popular Tekform double-wall drawers.

The new slimline versions feature a sleek and visually appealing design and have 14mm side panels, which maximise efficient utilisation of drawer space.

They also incorporate the precision-engineered Titus hydraulic dampers to ensure a reliable and consistent soft closing action, combined with low pull-out force.

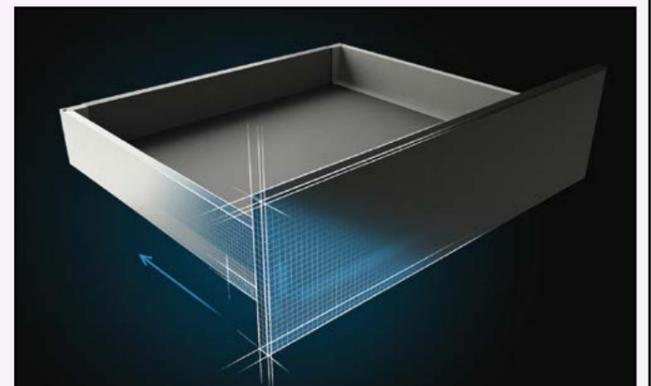
Tekform slimline drawers are available in three heights – 70mm, 145mm and 182mm – and can be supplied in a range of visually appealing finishes that ideally complement contemporary furniture designs.

A further key benefit is that they use the same drilling pattern for runners as their predecessors, which facilitates mounting in existing products and designs.

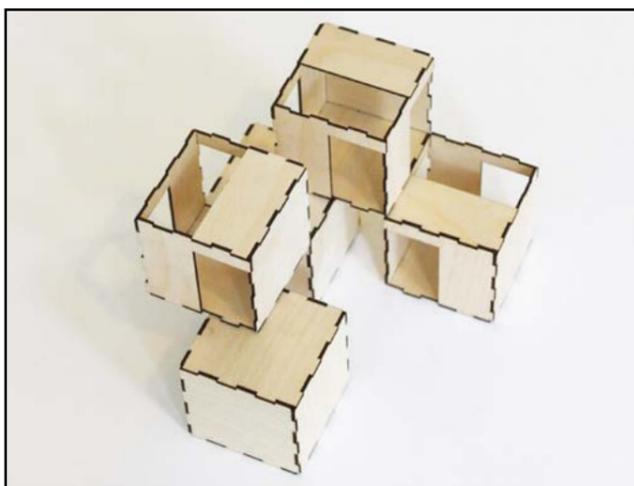
Drawers are fast and easy to assemble, thanks to the EasyFix locking system used for the front-panel connector, which requires only hand insertion and a quarter of a turn with a screwdriver to lock the panel securely in place.

Reliable life-long "ConfidentClose" soft closing is assured by the use of the renowned Titus single-direction precision-engineered hydraulic dampers, which smoothly slow down the linear movement of the drawer, as it reaches the closed position, but offer minimal resistance to movement when

the drawer is being opened. Installation of the drawers within the cabinet is fast and straightforward. Extended tolerances in cabinet construction can be accommodated without compromising accurate alignment, smooth and silent operation and excellent stability in the open position. In addition, variations of up to ± 1mm in bottom panel width size are acceptable.



For further information tel Titus on 01977 682582. Visit www.titusplus.com



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MIRKA UNITES WITH ABRASIVE MANUFACTURERS FOR ADDITIONAL SUSTAINABILITY



DEMONSTRATING its unwavering commitment to sustainability, Mirka is joining the new European programme focused on sustainability called SEAM - Sustainable European Abrasive Manufacturers.

The initiative is designed to drive forward the industry's pledge to implement new sustainability measures for the long term.

The objective of the SEAM programme is to support and assist abrasive manufacturers in their aim towards sustainable growth and sustainability improvements, mostly in production and distribution.

To be approved on to the programme, Mirka had to meet a series of requirements organised into the three fundamental pillars of sustainability: Environment, labour and economy.

'Long-term sustainable development has always been an important and natural part of Mirka's business,' says chief executive officer of Mirka Ltd, Stefan Sjöberg.

'We have accomplished a great deal already. Being sustainable is an integral part of our vision: to be the most responsible company in our industry,' continues Stefan Sjöberg.

'For us, it has always been clear not to waste financial or material resources – of our own, or those of our customers.

'These initiatives and achievements are compiled under "Our Clean Commitments" where we describe the development of our corporate sustainability programme transparently with various KPIs. This goes hand in hand with the new SEAM programme, concludes Mr Sjöberg.

Large, medium and smaller abrasive manufacturers, suppliers and distributors have joined SEAM to set a European sustainability standard.

It will move the industry towards a balance between environmental efficiency, production performance and labour safety, all of which are important values that strengthen the positions of European companies globally and improve the life of a community.

The SEAM programme is constantly being developed. New services along with performance monitoring and management tools are on their way to be made available to all SEAM members.

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CELEBRATING 30 YEARS SERVING BRITISH TRADESPEOPLE

RECOGNISED around the world, Fein was first set up 150 years ago and has since grown into a world leader in the industry, providing only the very best and most outstanding power tools and accessories.

The family owned business was first founded by Wilhelm Emil Fein in 1876. Based in Germany, the company steadily grew and grew until 1895, when Wilhelm's son invented the world's very first electric hand drill.

The motor powered drill was a world first and cemented Fein's reputation as a pioneer in engineering.

Since then, the company has gone from local innovators to worldwide champions of engineering innovation.

With over 50 offices around the world, including in the UK, USA and France, Fein offers solutions for metal, interior, automotive and other industries.

The UK branch was first set up over 30 years ago, with Fein knowledgeable of and prouder than ever to serve the UK power tools market.

'Here at Fein, we've always been about innovation and we are committed to providing the best, most powerful, durable and outstanding tools possible,' says marketing manager, Dan Wood.

'We always strive to offer something unique, providing solutions for the end user that are reliable, cost-effective and easy to use.

'As specialist manufacturers, we are proud to say that we are leading the market in powerful multi-tools which satisfy a number of purposes,' adds Dan.

Fein can offer a tool for almost any industrial application, including everything from drills to fasteners, grinders, saws and cutters, sheet metal and surface processing solutions and the company's highly regarded oscillating multi-tools.

One of its most recent innovations was the Starlock mounting system for oscillating, which was launched in 2016.

The Starlock mounting system is the result of a joint development between Fein and Bosch. It is claimed to be the world's leading mounting system for all oscillators.

The technology renders a range of different oscillators capable of delivering various applications using accessories for accurately and efficiently sawing, sanding, cutting, filing, scraping off material, cleaning, polishing, to power cutting, helping end-users cut down on time, labour and costs.

The patented mounting system boasts high power and low vibration and, due to its unique star shaped grip, it allows for multiple places with which to grip the accessory.

Not just that, but the recessed, three-dimensional mount has been shown time and time again to enable a staggering 45 per cent increase in work speed.

As a company Fein goes to every possible length to ensure that they only launch the most powerful, precise and long lasting

products possible, with many owners finding the machines outlast and survive nearly all other alternatives in the market.

This is precisely why most owners of Fein power tools are willing to pay more for the equipment.

Such is that continued commitment to quality by Fein that product developers have been known to test drills to deliver up to one million screws to ensure that they are "defect-free" before allowing the product to hit the market.

Now, Fein is shifting the company's focus to providing yet more cordless applications. A marvel of invention, Fein produced what was claimed to be the world's most versatile cordless magnetic core drill, which is the newest addition to the company's range of 16 drills.

Compact, powerful and highly flexible, Fein's cordless drills operate on a battery system and are the first in a new line of cordless devices.

This year, Fein has also unveiled a range of cordless grinders, hammer drills and much more.

'There is plenty in the pipeline that we're excited about, including the new cordless angle and die grinders, polishers, multi-tools, mag drills, and much more,' explains Dan.

'There was high demand across multiple industries for labourers to get their hands on our wide range of products, but on one system and, as such, we've invested time in being able to offer a wider range of tools on one improved battery system.

'We have witnessed a great response from the Fein community who have traded in corded models, for the new and improved cordless versions of the SuperCut and MultiMaster. Now we are witnessing demonstration requests nationwide for the cordless drills, mag drills and grinders,' concludes Dan.

'It's an exciting time for our community who can now expect the same power they would find in corded Fein machines,' says Fein's new managing director, Raphael Rudolph.

'We at Fein UK will now be working hard to approach more British end-users than ever before.

'We will continue to hire more local British workers. We will also continue to improve and invest in our facilities to ensure our service is as great as it can be for all of our customers,' says Raphael Rudolph.

'For over 30 years Fein has served and been committed to serving British end-users, providing its 150 years of power tool experience to enable tradespeople and metal specialists.

'We are committed to offering that legacy to future generations in Britain, for another 30 years, and many more thereafter,' concludes Raphael Rudolph.

For further information tel Fein on 01327 308730. Visit www.fein.com/en_uk



COMBINING EASE OF USE WITH VERSATILITY

CABINET hardware expert, TITUS has launched its versatile new-generation T-type hinges that reliably deliver the soft closing action preferred by end users.

The new hinges require only a shallow hinge cup, which makes them suitable for use with door thicknesses ranging from 15mm to 26 mm and they have passed FIRA tests for BS 6222-2-2009, Test Level H.

The T-type hinges feature the renowned Titus "Confident Close", the consumer-preferred reliable and consistent soft-close damping characterised by late-start deceleration and quiet landing in the last stage of closing, as the door leans against the cabinet side.

The proprietary Titus multi-purpose integrated damping technology is positioned transversal in the hinge cup, ensuring life-long damping with no bounce-back and superior performance.

In addition, the hinges are exceptionally tolerant of misalignment and drilling variations. Their unique three-way tool-less snap-on mounting plate, which offers intuitive hinge-to-plate mounting in three directions, greatly simplifies door installation, especially with tall doors that need four or even five



hinges. The unique design of the mounting plate reinforces stability and rigidity while maintaining smooth hinge operation.

The hinges feature the renowned "Titus Damper Inside" technology, which ensures reliable and consistent life-long damping without re-bounce. The dampers are single-direction hydraulic types that are fully sealed to eliminate the possibility of oil leakage. The damping is easy to adjust, which maintains consistent performance on doors with a wide range of different dimensions and weights.

Titus T-type hinges can be supplied with cross-mounting plates or with linear mounting plates that simplify both hinge alignment and hinge-to-plate attachment. The new hinges are fully compatible with Glissando TL and the Titus Push Latch.

For further information tel Titus on 01977 682582.. Visit www.titusplus.com

NEW, MODERN DUST EXTRACTION PLANT INSTALLED AT WOODFIT ACOUSTICS

AN ACOUSTIC panelling manufacturer recently looked to Air Plants to fulfil its requirements for a new dust extraction plant.

With a client base that spans the globe and 40 years' experience in delivering high profile projects, Woodfit Acoustics is a leading provider of wooden acoustic panelling.

Combining expertise in acoustic engineering and design, Woodfit turns its clients' creative visions into reality and has earned a reputation for the highest levels of skill and craftsmanship.

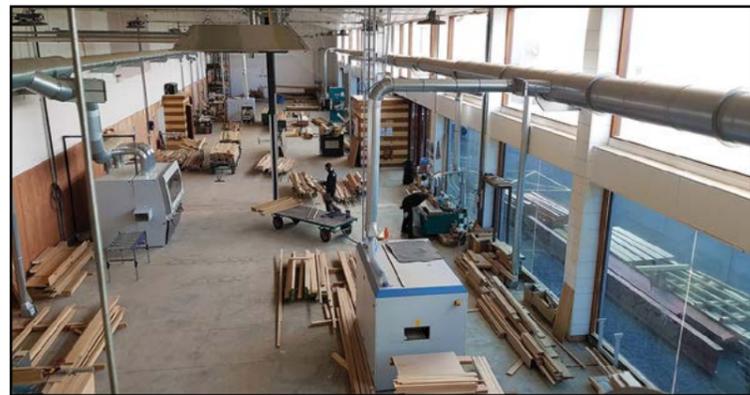
Starting out as a manufacturer of bespoke kitchen cabinets; Woodfit Acoustics has progressed and succeeded in becoming a world-renowned specialist fabricator of superior wooden

allows gates to some of the machine connections to shut off air when it is not required. This results in a more efficient system and helps to reduce energy consumption.

The cyclone dust collector boasts automatic reverse jet cleaning and 95% separation prior to bag filtration. It is also compliant with COSHH and EPA requirements. Clean air is returned to the factory.

An internally-sited Untha LR630 wood shredder handles a wood waste volume of 1-7m³/week. Off-cuts are collected from around the factory and fed into the shredder.

For further information tel Air Plants on 0116 283 3581. Visit www.airplants.co.uk



ALPHACAM CUTS INTRICATE DESIGNS ON VIKING PILLARS

A WOODWORKING company wasn't phased when an intricate 8m part was too big for its machine tool – it simply built a door in the side of the machining centre and supported the piece outside by mounting it on a cradle.

Bystrup Maskinsnedkeri programmed its CMS Ares 6018 with Alphacam to cut authentic motifs into carved pillars for a Viking museum at Lejre, near the city of Roskilde in Denmark. The Land of the Legends is a 106-acre archaeological open-air museum, recreating typical Viking buildings, showing how the warriors lived between 900 and 1,300 years ago.

A project is underway to rebuild one of those buildings, the King's Hall, measuring 60m x 12m x 10m in height, containing four solid oak pillars to hold the roof.

The pillars are each 8m tall, decorated with intricate and complex motifs from Nordic mythology, showing the Nordic Gods Thor, Odin, Frej and Freja, depicting how the Vikings saw and adored their gods.

The contract to cut the motifs into the pillars was awarded to Bystrup Maskinsnedkeri, a small company with just two employees, based at Svendborg in Denmark.

Managing director, Niels Bystrup knew that even though the designs were extremely intricate, he would be able to program his machine tool with Alphacam to easily and successfully cut the solid oak.

However, there was an initial physical hurdle to overcome before the Alphacam programs could start cutting wood. While each pillar weighs 1000kg and has a diameter of 450mm, it was the 8m length that caused an issue, as the five-axis CMS Ares with its Fanuc 31B controller is only 6000mm in length.

Niels therefore made a door on the left side of the machine and the part rests on a cradle outside. Without the door, the part could not have been loaded.

'The machining area in X was sufficient to have the area to be worked on inside in one go,' says Niels Bystrup.

'However, as our CMS Ares doesn't have a rotary table, the upper half of the pillar was machined first, then it was turned 180 degrees to machine the other half,' he adds.

Prior to the job beginning, Neil Bystrup was in close contact with Alphacam's Danish reseller, Østjysk CAD-CAM.

'We worked extensively with Niels Bystrup on test program and loading the "heavy" solids, as the program file size for just half a pillar was 250 Mb,' says Karl Erik Andersen, from Østjysk CAD-CAM.

'Jobs like this must be considered carefully, as there couldn't be any trials. It had to be right first time, as there were only four pieces of material for the finished pillars. We couldn't afford to make any mistakes,' adds Karl Erik Andersen.

The pillars are made of "Navy Oak," from trees planted 200 years ago, when Britain took over the Danish Navy.

At that time, the King of Denmark ordered new trees to be planted, so they could build a new Navy. Now the trees are ready but, of course, ships aren't built of Oak any more. So the trees are used for other purposes.

The decorations were created by the museum, based on original designs found in graves and excavations in Denmark and Norway.

Bystrup Maskinsnedkeri received them as STEP files, which were imported into Alphacam. The designs sank into the wood to a depth of 25mm and were machined with small ball nose cutters, which were required to achieve the necessary detail.

The cutting time for each pillar was around 70 hours, with the result that the overall machining time for the project was more than four weeks.

Having invested in CNC and Alphacam's specialist five-axis Ultimate module around two and a half years ago, Niels Bystrup works with it on wood, plastic and Sika Block.

As well as the CMS Ares, the company also programs a recently acquired Fanuc Robodrill with Alphacam, mainly for machining smaller components.

'The story only leaves one question – did the Vikings really have Alphacam and CNC machine tools 1,200 years ago, when the originals were made?' questions Karl Erik Andersen.

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

The 8m long workpiece mounted on the cradle.



Changing the part round for machining the opposite end.



acoustic panels. Today, the company has world-class manufacturing facilities and almost 50 employees spread across three buildings.

Air Plants Dust Extraction installed the original dust extraction plant in 1999. Various additions and modifications have been made over the years to accommodate the expansions that have taken place at Woodfit Acoustics.

With the addition of a new factory area, Woodfit approached Air Plants to discuss its requirements for a new, modern dust extraction plant.

In 2017, Air Plants designed, supplied and installed a cyclo filter plant with a 37kW high efficiency fan set. The externally sited system has a small foot-print and handles an air volume of 29,000m³/hour.

Wood waste from the filter discharges into two sealed skips.

The new plant is fitted with pneumatic blast gates. This semi-automated system



Niels Bystrup demonstrates the part size.

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MARTIN MACHINERY THAT LIFT COMPANY GOES

EVANS Turner (Finishes) is one of the leading suppliers of high quality architectural finishes to the lift and escalator industry in the UK and internationally.

With over 80 years of expertise in bespoke metal fabrication Evans Turner has a tradition of designing, fabricating and installing products that elevate quality and stand the test of time.

The company's range of product developments and technologies has been designed specifically to meet the demanding expectations within the industry, providing total flexibility to create unique solutions.

Since the late 1980s, Evans Turner has worked on the interiors of most of the new and modernised prestigious buildings in London and the company is experienced in meeting the demands and quality required by the leading architects and main contractors.

The core business of the company is the design, fabrication and installation of architectural metalwork. Historically, this has been based around the lift and escalator industry, working for all of the major lift companies on construction projects where high quality is a requirement.

Over the past 10 years, the company has successfully expanded into lobby fit outs, reception desk and other associated architectural and metalwork finishes.

The company is co-owned by the two directors, Paul McEntire and Gary Bird. Both are engineering graduates, who have been with the company for some considerable time and have vast industry experience.

By maintaining a family feel to the business, there is a great pride in the workmanship. Combining this with extensive fabrication

skills enables Evans Turner to produce finishes of the highest quality. The quality of this company's work is of the highest standard. Clients return time and again to carry out high quality commissions. It is the company's culture to ensure that each client is totally satisfied.

Evans Turner (Finishes) has recently purchased a Martin T65 on the basis that it provides the perfect combination of tradition and innovation in the premium compact class of sliding table saws.

The T65 sliding table saw offers the perfect combination of tradition and innovation in a premium compact class.

Martin had redefined the premium compact class with the sliding table saw. This is because the T65 combines traditional operation with state-of-the-art electronic support. It therefore offers the quick, precise and efficient operation.

The proven 5.7in touchscreen control unit is at eye-level and provides the operator with appropriate and clearly structured support in the case of all operating and work processes.

The sturdy mechanical and sophisticated control technology are integrated to form a well-balanced machine. The reason for this is that Martin not only sets standards in terms of technology, but also in terms of operation.

TOUCHSCREEN

The high-end T65 compact sliding table saw supports the operator with its modern 5.7in (145mm) touchscreen controller at the highest performance level.

This modern form of machine operation has already proven itself many times over in practical use, not only providing easy handling of the machine, but also supporting the operator in calculating the workpiece dimensions and adjustment of the fences. This reduces set-up times and the work becomes much easier.

The user interface was developed in close co-operation between industrial graphic designers, users and Martin itself.

The operating logic is geared towards the needs of the woodworker and the icons on the touchscreen,

SLIDING TABLE

The Martin steel guide system, which has been continuously optimised since 1959, is used as a sliding table guide in Martin's sliding table saws.

The unquestionable advantage of the system is the absence of play, owing to the functional principle combined with the permanent smooth and easy movement of the table.

The fact that the tempered running surfaces are permanently lubricated with oil is a particular quality characteristic.

Dust and dirt and thereby prevented from sticking permanently to the sliding surfaces and the movement of the table provides constant self-cleaning.

Another important quality characteristic is that plastic parts are dispensed with in this component.

RIP FENCE GUIDE

The rip fence on the T65 can be easily manually moved and set very accurately thanks to precise fine adjustment.

The design deliberately dispenses with a simple round rod guide. Instead, the fence is sophisticatedly and precisely guided via four heavy-duty grooved ball bearings and the jaw moves freely over the table without any support.

If large panels have to be cut, the rip fence can be removed from the carriage in no time at all.

The optional hand-wheel enables the cutting dimension to be set from the operating position over the full cutting width.

HAND WHEEL FOR POSITIONING THE RIP FENCE

The optional hand-wheel adjustment allows the operator to control the rip fence on the T65 comfortably from the operating position – entirely without electronic control.

The easy-to-read travelling digital display enables precise settings to 0.1mm to be made over the complete cutting width. The fence is also locked down and released from the operating position.

CHANGING THE ROTATIONAL SPEED

Changing the rotational speed is amazingly easy on the T65 sliding table saw. It is comfortably carried out from above through an opening in the machine table. An infinitely variable speed adjustment is available as an option.

COMPOSITE FRAME

The machine frame of the T65 sliding table saw is a sturdy and thick-walled composite structure – the design of which is claimed can only be found with this degree of technical perfection on Martin machines.

On Martin machines, such as the T65 sliding table saw, the intelligent combination of steel and concrete create a high-quality machine frame, which is claimed to be unparalleled when it comes to stability, absorbing capacity and torsion resistance.

The vibrations which occur in any saw are absorbed many times more effectively than in cast iron, or even welded frames. This frame forms the best possible basis for perfect work.

CROSSCUT FENCE

Fine adjustment is regarded as an indispensable quality feature of a good crosscut fence by experienced woodworkers.



A CUT ABOVE THE REST!

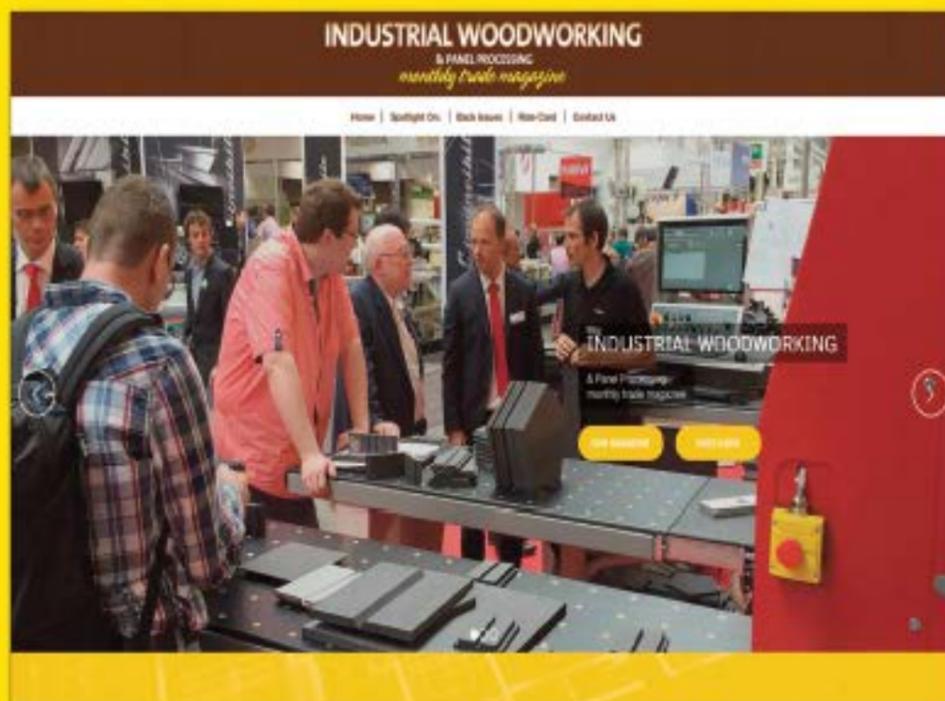
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Quite simply, our website provides you with relevant and informative information in a straightforward, no nonsense style.

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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HELPING TO ENSURE S ONWARDS AND UPWARDS

The cutting dimensions often only have to be altered by just a small amount, which is almost impossible without fine adjustment.

It is all the better that both stop elements of the crosscut fence also stand out, because of the smooth operation of the fence carriages.

Both stop elements run on high quality linear bearings constructed on wear-resistant, high-performance Polymer and can be used over the entire length of the fence jaw.

The crosscut fence can be used in either the front or rear position of the crosscut table, with just a simple movement and no need for lifting.

The tilting angle can be infinitely adjusted up to 50 deg in either position according to a scale.

The corrected cutting dimension is conveniently and precisely calculated for any desired angle by the controller.

SCORING SAW UNIT

A scorer enables the tear-free cutting of laminate boards. Two different versions are available for the T65 sliding table saw. Both units can be turned on and off and positioned electrically while lifting and lowering is provided pneumatically.

The two-axis system adjusts its left/right positioning fully automatically in relation to the right hand cutting edge of the main saw.

The operator simply specifies the scoring height electronically. The two positions are stored for the particular sawblade.

The scoring width is then adjusted, ie the position for the left edge of the main saw, with the machine at standstill, as in the case of all conventional systems.

The patented Martin three-axis systems offers the operator the maximum degree of comfort, combined with pinpoint accuracy, owing to its complete integration in the controller.

The system is referenced once and subsequently adjusts all three axes fully automatically to the new sawblade, eg after a change of the main saw.

All axes/scoring height, scoring position and scoring width – are positioned with electronic monitoring without further intervention.

This offers the key advantage that all the setting of the scorer relevant for the quality of cut are directly linked to the respective main saw and are always automatically applied both quickly and precisely. Time-consuming sample cuts are almost completely dispensed with.

SAFE LIGHT

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

MITRE CROSSCUT TABLE

Martin invented the mitre crosscut table more than 50 years ago. It enables operators to make precise angle cuts on larger panels. The popular accessory has been steadily improved and optimised since that time. Whereas a scale was all that was required to set mitre cuts in 1958, the latest table includes a modern digital angle display and a fine angle adjustment.

The fence can be tilted in both sides to any angle up to 47 deg and the angle is displayed with a resolution of 0.01 deg.

A strong central lock ensures reliable repeatability of the correct angle.

It is not without good reason that more than 75 per cent of all customers who purchase Martin sliding table saws opt for the sturdiness, functionality and precision of this impressive invention.

TWO-POINT CROSSCUT FENCE

As an option, there is the possibility of equipping the T65 with the tried and tested Martin two-point crosscut fence, so that the work piece can be aligned at two points. Only in this way can slightly convex first cuts, perhaps caused by stresses in the board, also be precisely cut at an angle.

Cutting lengths of 190mm – 2,020mm can be set quickly and extremely accurately thanks to the scale, which can be easily read with the integrated magnifier and the standard fine adjustment for the inner stop element.

The quick clamp enables the user to change the ball-raced stop element quickly from dimension to dimension and cut lengths up to 3,310mm with the extendable outboard stop.

If you prefer to work with digitally exact dimensions, the digital crosscut fence is the right option: the inner and outer stop work with separate measuring devices and can therefore be independently set with an accuracy of 0.1mm.

Each display can be changed over to display relative dimensions, in order to execute incremental cuts quickly.

CROSSCUT FENCE WITH FULL LENGTH SUPPORT

As an option, there is the possibility for the T65 sliding table saw to be equipped with the heavy-duty crosscut fence with flipstops and full length support. In contrast with the standard version, this version has a heavy-duty construction.

In the case of a two-point alignment, the inner stop element with fine adjustment and scale magnifier can be precisely adjusted.

The quick clamp of the stop element supports quick dimension change between 205mm and 2,020mm, whereas lengths of up to 3,310mm can be set with the extendable outboard stop. The fence provides the highest dimensional accuracy in the digital version.

Two easy to read LCD displays work independently of each other and the display is accurate to 0.1mm. Incremental settings are also possible with incremental dimensions can therefore be processed very quickly.

"RADIOCOMPENS" MITRE CUT SYSTEM

The innovation "RadioCompens" mitre cut system extends the capabilities of the mitre crosscut table to a considerable extent.

Thanks to the wireless-support, communication of the crosscut table, controller and stop elements, time-consuming set-up times for mitre cuts are reduced by up to 80 per cent.

The user simply sets the table to the desired angle and the electronic cutting length displays on the crosscut fence immediately show the corrected length dimension.

In contrast to other systems on the market, "RadioCompens" compensates for a variety of saw blade thicknesses by itself fully automatically.

As a result, you always have a precision cut with an accuracy of 0.1mm also on the left-hand side of the saw blade – irrespective of the saw blade you are currently using.

MitreX

The analogue or digital fence is characterised by the high setting precision thanks to a large angle scale and the supplementary digital angle display.

The mitres can be cut from two sides. Apart from a precise mitre cut, an exact length on the work piece is also required in most application cases.

A length compensation was therefore provided for 10 preferred angles (0 deg, 5 deg, 10 deg, 15 deg, 22,5 deg, 30 deg, 45 deg, 50 deg, 60 deg and 67.5 deg).

The fences can be used on alternative sides and permit cutting lengths from 90mm to 1,375mm.

An excellent feature of the MitreX is the utility model-protected tear-out prevention block, which guarantees tear-free cuts. It is also just as useful for cutting after marking out.

The one-handed clamping means that attachment to the sliding table is simplicity itself. The fence is very stable but, nevertheless, light weight and is supplied with a wall bracket.

CLAMPING & SAWING SYSTEM

The clamping and sawing system for sliding table saws is designed for the ergonomic, safe and efficient cutting of work pieces. The new system is an effective guard, which can be installed and adjusted in no time without the need for any tools.

When sawing oblique, short, narrow and wedge-shaped work pieces of different sizes, the Health & Safety regulations are often disregarded based on the assumption that it is quicker that way.

The new guard for sliding table saws puts an end to the excuses, as it makes the safe option impressively quick, without the need for tools, or any significant loss of time.

The clamping and sawing system is available in a standard and a comfort version.

A storage board for wall mounting, which is suitable for both versions ensures that each individual component of this work place protection device is always in the right place and quickly to hand.

SECOND SUPPORT

The optional second support supports the user in the true sense of the word. It is easily attached to the sliding table and simplifies the cutting to size of larger boards to a considerable extent.

The work pieces are securely supported by the 600mm long support and can therefore be perfectly cut.

Enhanced by the "rip fence" option, the support becomes a perfect rip fence, which assists the operator, eg when trimming work is being undertaken.

ON/OFF ON THE SLIDING TABLE

The optional switching device for switching the main and scoring saw on and off enables the user to start the machine and safely switch it off from any point of the sliding table.

It can be positioned without the need for any tools and offers the user the maximum degree of flexibility. Large boards can be positioned first of all and the machine is then comfortably started from the operating position – wherever it may be located.

EDGING DEVICE

The trimming of veneered or laminated boards represents just one area of application of the optional edging device.

This accessory is simply pushed on to the circular saw fence. It can also be used as a substitute for the lazer for cutting to size after marking out.

MOTORISED SLIDING TABLE

The motorised sliding table impresses as a result of its even feed, which ensures perfect cutting results and reduces complicated re-work on the work piece.

Thick, solid work, plywood, or chipboard and special materials, such as plastics, or non-ferrous plates can also be safely sawn with ease thanks to this powerful aid.

The extension of the system with a pneumatic pressure bar, the VacuSlide vacuum clamping device, or pneumatic clamp is ideal here.

If you think that sliding table saws are only suitable for working with wood and wood-based materials, then you are completely

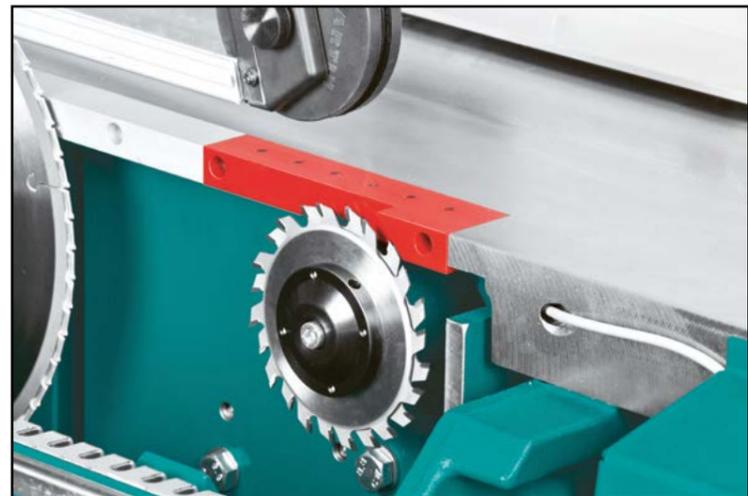


mistaken, as is proven in the case of Evans Turner (Finishes) where the company's Martin T65 is primarily used for cutting stainless steel.

Sliding table saws are the classics among woodworking machines, but they have long since conquered the world of aluminum and plastics.

Both materials can be cut perfectly with a modern sliding table saw, provided that you have the right equipment and the right accessories. Even special materials, such as CFRP can be ideally sawed with the right machine.

Considering all these aspects, it quickly becomes clear that in a contemporary workshop a modern sliding table saw as a productive all-rounder must not be excluded- something which managing director at Evans Turner (Finishes), Gary Bird and his staff have been all too quick to discover for themselves when operating the Martin T65 sliding table saw.



For further information on Martin
tel 00 49 8332 9110. Visit www.martin.info
For further information on Evans Turner
tel 01322 552230. Visit www.evans-turner.com

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DUSTCONTROL AND WILLMOTT DIXON TO



DUSTCONTROL UK and Speedy Hire have combined their expertise to deliver dust extraction solutions for Willmott Dixon – one of the UK's leading construction firms.

The partnership centres on a Willmott Dixon project to refurbish the Old Admiralty Building (OAB) in Horseguards Parade in Central London, an undertaking which will see the Grade II listed building transformed into a modern working environment.

At present, it is Willmott Dixon's biggest project and is a joint venture between two of the firm's independent arms; Willmott Dixon Interiors and Willmott Dixon Construction, which have come together to form Team OAB – a partnership specific to the Old Admiralty project.

The project has unique challenges, both in relation to the materials contained within the building and the requirements of the new fit-out itself, which is spread across over 600 rooms, presenting some significant potential Health and Safety issues, many of which are dust related.

Silica dust, found in many common construction materials, presents the risk of silicosis, which is a serious lung disease caused through the inhalation of Respirable Crystalline Silica; dust particles invisible to the naked eye created through activities, such as drilling, sanding, coring and grinding.

It's not just silica that poses a hazard. Asbestos is present throughout the building, while horsehair, which is in the lime plaster being re-instated presents a very minimal risk of anthrax.

The multitude of dust related hazards means that efficient dust control is essential.

Looking for the relevant solution, Willmott Dixon turned to Speedy Services for its input. The company provisions a broad range of equipment across the full spectrum of construction needs.

One of Speedy Services' supply chain partners is Dustcontrol UK, a specialist in providing dust extraction solutions.

Recognising that Willmott Dixon's circumstances needed specialist input to determine the best solution, Speedy Services called in the team at Dustcontrol UK to utilise their expertise.

A key element that sets Dustcontrol UK apart from its competitors is the fact that all its products are built to application Class H as standard. This means the equipment it provides offers the highest levels of filtration possible.

The minimum standard required by Law is M class, but the use of H class promotes best practice.

All Dustcontrol machines are cyclone based with a pre-filter - a set-up which meets M class requirements on its own. However, the inclusion of an H-13 HEPA filter ensures the capture of 99.97 per cent of all particles greater than 0.3 microns, with the result that air exhausted is the cleanest it can be.

While the equipment provided by Dustcontrol is top of its class, the firm's expertise also enables it to provide bespoke solutions for clients.

In this instance, Willmott Dixon was keen to establish a dust extraction solution which ensured the protection of its workforce and exceeded the relevant regulations.

By utilising the best techniques, the principal safety manager hoped to minimise the release of airborne dust to create the best possible working environment for people on site.

In order to provide this, Dustcontrol UK and Speedy Services devised a set-up that would see the sectioning off of a specific room and the setting up of a mixing and cutting station, keeping dust in one place on site and avoiding its spread.

Following a site survey, it was determined that dust extraction equipment would need to be in place on site 24/7 to combat the dust created by plasterers and floorers mixing dry powders; one of the main causes of dust on a construction site.

The first solution suggested by Dustcontrol was a DC Tromb 400 – its most powerful extractor to date. A short hose was then used to attach the Tromb to a pre-separator, which



SPEEDY COMBINE FOR DEAL WITH THE DUST

collects up to 90 per cent of all heavy materials.

This keeps dust off the filter in the Tromb, meaning only 10 per cent of the very finest dust reaches the Tromb itself.

With the project set to last many months, the pre-separator helps to prolong the lifespan of the Tromb filter, reducing the need for maintenance, or the risk of breakdown through over-use. A "Y" piece can also be added to the Tromb to enable extraction from two power tools at the same time.

Dustcontrol then recommended the use of a DC2900 to combat dust created by tipping plaster. The DC2900 was used in combination with a hook that sits inside the rim of a bucket and serves to create a vortex that prevents dust escaping, preventing it from becoming airborne in the first instance.

The combination of the DC Tromb, pre-separator and DC2900, means that dust in the room is absolutely minimised and well below the requisite safety levels.

However, in order to further ensure air quality, an Aircube 2000 was also installed within the room.

The Aircube range are ambient air cleaners, which run all day long on site, ensuring that any dust particles that do escape are picked up by the Aircube 2000 in situ.

This further restricts dust migration, stopping it moving into other areas of the site and ensuring a clean, healthy working environment.

The extraction units, such as the Tromb and DC2900 can also be used as vacuum cleaners, allowing for their use to clean other areas on the site, as well as in the designated stations.

This also removes the need for brooms, which disturb dust during cleaning, returning respirable dusts into the atmosphere.

Given the size of the Old Admiralty Building, this solution has been extended to cover a total of six floors, meaning that there is a specific room designated for dust generating activities on each floor. This is set to extend to 10 rooms over the next few months.

'Often in the construction industry, dust control measures are a knee-jerk reaction to a problem that presents itself during the course of a project,' says strategic account director at Speedy Services, Alan Collett.

'However, with Willmott Dixon in this instance, strategic engagement has allowed for the solution of a potential problem to be developed before it even materializes,' he adds.

'Working with a firm like Dustcontrol allows us to bring in expertise to combat specific problems that our clients, such as Willmott Dixon face.

It's great to see them taking up an innovative solution when it's presented to them and it is something we'll be looking to roll out in other construction sites going forward, where circumstance allows,' concludes Mr Collett.

'The work for Willmott Dixon just serves to demonstrate the extent of our dust extraction capabilities,' says general manager at Dustcontrol UK, James Miller.

'By localising dust generating activities on site, we're able to practically remove it as an issue by capturing it comprehensively at source,' adds Mr Miller.

'The level of filtration afforded by our equipment means that air quality levels are the highest achievable in a working construction environment. H class filtration makes a huge difference and we're pleased it's worked so well at the Old Admiralty Building, concludes Mr Miller.'

For further information tel Dustcontrol on 01327 858001.
Visit: www.dustcontroluk.co.uk



CUTTING COSTS AND DISPOSING OF WASTE

CONTRACT furniture manufacturer, Mobiform has invested in a new biomass boiler and chipper from Wood Waste Control to cut costs and dispose of waste materials in a "greener" way.

Wood Waste Control has installed the waste-to-heat system, integrated into the company's existing waste extraction system, to enable Mobiform to benefit from the Government's Renewable Heat Incentive (RHI), which provides financial support for renewable heat technologies.

The Government will now make quarterly payments to Mobiform based on the equivalent amount of energy saved by the waste-to-heat technology for the next 20 years.

Mobiform operates from a 22,000ft² manufacturing facility in North Chailey, near Uckfield, East Sussex and uses CNC edge-banders, saws and a vinyl press to manufacture specialist wardrobes and vanity units for house-builders, building contractors and developers across the UK.

'We design and manufacture all our vanity units, wardrobes and dressing room furniture in-house and this is delivered on our own vehicles and, if required, installed by our in house installation team,' says Mobiform managing director, Darren Higgins.

'Business is currently very good,' he adds.

The company has invested in a biomass boiler to burn waste MDF and MFC offcuts, in order to reduce landfill, provide space heating in the factory and benefit from the RHI payment scheme.

Mobiform turned to Wood Waste Control (Engineering) Ltd for the solution to its needs.

Wood Waste Control designed, manufactured and installed our main waste extraction system and we have a good relationship with them. We value their advice and their level of service is excellent,' says Darren Higgins.

Wood Waste Control specified and installed the waste-to-heat system with a ducting transfer run to link the existing extraction system to the new externally-located 20m³ silo which feeds the 195kw biomass boiler.

In addition, a 800mm wide Chipper with 22kw motor has been installed to shred offcuts, with the output transferred via a high-velocity feed to the cyclone for burning.

'It makes absolute common sense for woodworking companies to burn their waste, in order to reduce landfill and benefit financially from the Government's RHI scheme, and we have extensive experience of installing systems like this,' says managing director of Wood Waste Control, Reg Gareppo.

'The installation went very smoothly. The engineers worked efficiently and were informative and the installation was completed within our time frame,' says Darren Higgins.

'Overall we are very pleased and expect the new equipment to pay for itself within seven years,' concludes Darren.

Contract furniture manufacturer, Mobiform has invested in a new biomass boiler and chipper system from Wood Waste Control to cut costs and dispose of waste materials in a "greener" way.



For further information tel Woodwaste Control Engineering on 01628 525290.
Visit www.woodwaste.control.co.uk

WOOD-MIZER ACQUIRES RENOWNED SWEDISH MANUFACTURER OF FOUR-SIDED PLANER/MOULDERS

Popular woodworking machinery from MORETENs AB is now available through Wood-Mizer's global distribution network

WOOD-MIZER has acquired the Swedish company, MORETENs AB, placing a full range of popular four-sided moulders, planer table saws, spindle moulders, planer/thicknessers and CNC routers into Wood-Mizer's globally available product range.

Founded in 1980, MORETENs designs and manufactures a popular range of woodworking machinery, which includes four-sided moulders/planer combination models, spindle moulders and a workshop table saw. In addition, MORETENs also supplies high-end, CNC-controlled routers and log home building machinery.

'Throughout our history, Wood-Mizer has been committed to



A close-up view of the MP260 planer/moulder in action.

providing the best quality equipment to process logs into finished wood products,' says Wood-Mizer's president and chief executive officer, Richard Vivers.

'The affordable and versatile moulder and planer product lines from MORETENs have been proven worldwide for decades and they are now backed by the high-quality and support network customers expect from Wood-Mizer,' adds Mr Vivers.

The founder and owner of MORETENs, Bo Martensson has joined Wood-Mizer as the general director of the factory in Ostersund in Sweden.

The factory in Sweden marks Wood-Mizer's fifth manufacturing plant throughout the world, including three facilities in the USA and one in Poland.

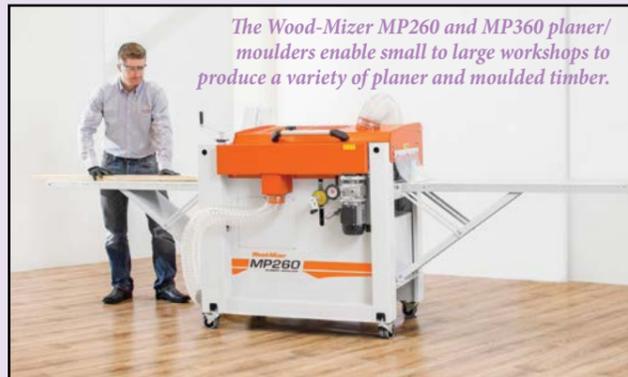
'Many years ago, I was a young engineer with carpentry experience when I started MORETENs and I began building woodworking machinery,' says Bo Martensson.

'I am proud to see my products in woodworking workshops worldwide and now we are very pleased to be joining the Wood-Mizer team, which will see our existing products being available to a much wider customer base and will also accelerate our capability to introduce new products to meet our customers' needs,' says Mr Martensson.

Beginning in March 2018, Wood-Mizer has been offering the new range of moulder/planers through the company's distribution network.

The latest acquisition of MORETENs builds on Wood-Mizer's position as a worldwide manufacturer and supplier of narrow bandsaw mills, now offering a full range of equipment, which can seamlessly convert logs into dried lumber and, finally, into finished wood products – all backed by Wood-Mizer's expertise and commitment to excellent customer service.

For further information tel Wood-Mizer on 01622 813201. Visit www.woodmizer.co.uk



The Wood-Mizer MP260 and MP360 planer/moulders enable small to large workshops to produce a variety of planer and moulded timber.

CABINET VISION FROM START TO FINISH FOR DRAKS

USING Cabinet Vision as their sole CAD/CAM solution, home interior manufacturer Draks Interior Door Systems Ltd have been able to take jobs from design to finish in a single system, allowing a quick and smooth internal process.

'Being able to do everything with just one software package, means that everything, including the transition from CAD to CAM, is done seamlessly, which is extremely useful,' says Draks technical director, Chris Ayres.

Currently operating with 29 employees, Draks Interior Door Systems Ltd produces customised home solutions, mainly focusing on design-led hinged and sliding wardrobe doors, wardrobe interiors, room dividers, walk-in wardrobes and bathroom cabinets to the new build sector.

Working in the industry for over 20 years, the company has built up a reputation for quality through its customer-focused approach, combined with technical and design expertise.

Sited on a former American Air Force base at Upper Heyford in Oxfordshire, the premises comprise a 15,000ft² manufacturing facility and an additional storage unit.

'We work with a number of large property developers, including the Berkley Group, Taylor Wimpey and Spitfire Bespoke Homes. We also work for a number of smaller companies building between 20 and 100 homes a year. This huge range of customer profiles requires us to be very responsive to changing design requirements whether it be one bedroom with an outer vertical wall, or an entire site with 20 different designs and multiple options,' says Chris Ayres.

Draks originally focused on manufacturing plantation shutters. However, as the market size grew, they found the product vulnerable to competition from cheap imports. As a result, the company began to specialise in bespoke wardrobe products involving a range of materials – glass, mirror, wood and metal. Combined with a fast turnaround time, in-house manufacturing and the element of product fragility, Chris says this has been a winning formula against overseas competition.

Once the company began to offer a more complex product range, they knew they would require a CAD software package.

'We began using Cabinet Vision when we purchased our first CNC router. We were aware that we couldn't do this without some kind of CAD package. Cabinet Vision offered an ideal one-stop system that we could use for every step of the process. This starts with the sales drawing and carries on right through to the finished product coming off the production line,' says Chris.

The ability to do everything in one software package has been benefiting the business ever since.

'That's extremely useful to us and means that, with better job control, we can better manage our stock levels, reducing high-value stock being stored here instead of it being installed and invoiced. The fast turnaround that Cabinet Vision gives us is extremely important. It's absolutely critical for this kind of low batch production that we do,



says Chris.

All components that require precision installation are cut on an Andi CNC Router, from the Anderson Group and programmed by Cabinet Vision's Screen-To-Machine module. The key users of Cabinet Vision at Draks are the design team, which has recently expanded due to a growth in business.

'Cabinet Vision is a vital and integral part of our design and manufacturing. In fact, it's our sole system. It's Cabinet Vision, from the point where we get the first task from the sales team, all the way through to the finished manufacturing and out into the field with the fitter,' says CAD team lead, Sarah Norman.

Using Cabinet Vision to draw up and render designs allows the sales team to present an accurate illustration of the final product to the customer, which is important for managing customer expectations.

'The sales team uses the photo renders now in the version we're currently using and with that functionality being considerably enhanced in Version 11, it's going to be fantastic for us as a sales tool. It means that the customer can see exactly what the installation will look like in their room,' explains Sarah.

Cabinet Vision's functionality gives synergy between the sales, design, manufacturing and installation process, resulting in a high level of end product accuracy with a quick turnaround time. This is particularly important for large projects where more than 50 design options may be required. Manipulating the design accurately is made easier with the Editing Shapes function, which allows the user to represent rooms that have inconsistencies, such as

sloped ceilings.

'In quite a few cases we've had a sales drawing taken from the original floor plan and we've had to change it, due to the site conditions, so Cabinet Vision's adaptability means that we can simply change the original shape extremely quickly,' says Sarah.

'I find Editing Shapes to be one of Cabinet Vision's most useful functions, because where we do have slanted ceilings, we can't simply have a rectangular box. It gives us the ability to make things fit an exact space absolutely perfectly,' she adds.

Draks has four original product ranges which can be readily customised, from simple shelf and rail designs, through to the company's Skyline range, which features a cantilevered system of "floating" shelves.

When a new project begins, the general parameters, such as colour of the board and height of the ceiling are set and the items needed are simply selected from the catalogue. The flexibility to simply alter the design saves time when starting new projects.

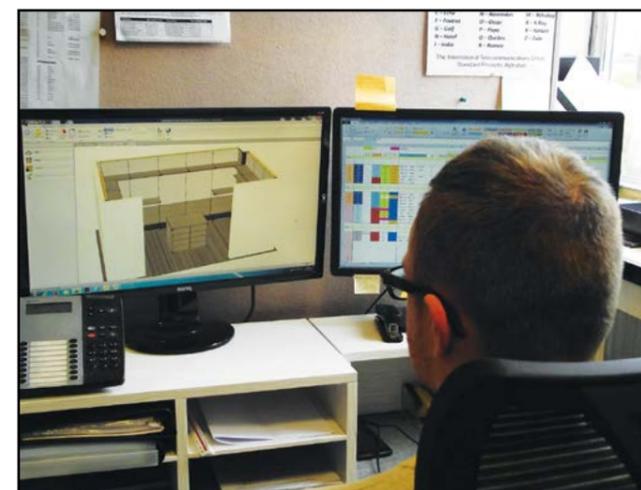
'Once we got the foundations of all our different styles of the different ranges set up in Cabinet Vision, they became so easy to change when we're working on a new project. So it definitely makes life easier,' says Sarah.

Once the design stage is complete, the CAD drawing is converted into CAM.

'With just a couple of clicks we can check the list to make any amendments to the drawing, then if I'm happy with it, I send it through, get the NC code enabled and send it out to machine. It really isn't difficult at all,' says Sarah.

When the product is ready for installation, the accuracy of the manufactured product is of huge benefit, as this reduces fitting time on site, which means more is achieved in a shorter time and builds are completed quicker.

'Cabinet Vision adapts to produce all of our designs. We've created some very beautiful rooms with our furniture because of Cabinet Vision. It's a very powerful tool and once we understood how to talk to it, it was surprising how much it can actually do,' concludes Sarah.



For further information tel Cabinet Vision on 01189 756084. Visit www.cabinetvision.com

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JOINERY COMPANY WITH A QUEST FOR ADDED GROWTH

ENSURING that the level of service matches its unique craftsmanship has helped a Hemel Hempstead joinery specialist almost double its business over the last year.

Quest Joinery, which was formed by Jeremy Theakston and Allan Jackson in 2011, has posted an impressive £4.1m turnover for the last 12 months after securing a number of high-profile contracts in London.

This represents a £1.7m increase and highlights the growing demand for the company's specialist joinery products and services, including bespoke reception desks, wall panelling and cabinetry, not to mention its ability to incorporate specialist materials including glass, metalwork and upholstery.

It is now tapping into support from the Manufacturing

Growth Programme (MPG) to help it capitalise on the recent expansion by introducing an action plan that maximises recent investment in a new ERP system and creates a five-year business plan that will deliver £10m of annual sales.

'We were both involved in the industry and were being regularly let down by sub-contractors when it came to delivering a good service and completing jobs on time. The end result was "Let's do it ourselves",' explains Jeremy.

'That was how Quest was formed and we haven't really looked back over the past eight years, with the last two in particular marking our transformation into one of the first names chosen by architects, construction firms and property developers,' says Jeremy.

'We are now completing contracts that are worth £2m+ and these include projects at Chelsea Barracks, commercial offices in the City and Clarges, the luxury commercial and residential development in Mayfair,' he adds.

'Our clients choose us for our unique design, craftsmanship but, importantly, for the way we project manage the work, so that everything is completed on time, to budget and without any inconvenience to the end user.'

Quest Joinery has ambitious plans to more than double the size of the company by 2024 and to do this it turned to the Manufacturing Growth Programme to complete a review of the business and look at ways where it could become more efficient whilst helping the scaling-up process.

Manufacturing growth manager, Roy Matthews sat down with the management team to look at potential challenges and market opportunities, which supported the creation of an action plan.

This initially meant looking at automating certain production processes and giving staff access to real-time data so they can make decisions on job planning, the supply chain and contract lead times.

Over £20,000 has already been saved in administration costs and the company believes that the platform it has put in place – combined with the benefits of the ERP systems – will deliver it a 20 per cent productivity boost.

Allan picked up the story: 'We were really impressed with MGP and especially the growth manager who had a great deal of industry



experience and "got" what we wanted to achieve and where this would take us.

'He suggested some simple improvements and then looked at how we could integrate technology and automation into our factory that manufactures a lot of our products before we fit them on site,' says Allan.

'Growing so fast can be a challenging time for an SME, so I'm delighted that we've been able to work with Quest Joinery to help it effectively manage its growth and lay the foundations for future expansion,' says MGP's Roy Matthews

'It has disrupted a traditional industry through high levels of customer service and the fact it offers the latest 2D, 3D and BIM design technology, as well as expert joinery and fit-out services. The business model is working and generating lots of new opportunities,' he adds.

Quest Joinery has invested more than £250,000 on a new CNC router and the ERP system, as well as taking on a further 10 staff.



For further information visit www.manufacturinggrowthprogramme.co.uk



THE KOLLECTION FROM KRONOSPAN AND LAWCRIS



CREATING a unique furniture design can be challenging, especially when décor choices are "same-old same-old".

Imagine a new brochure featuring exclusive decors, unavailable anywhere else. This is where Kronospan has really excelled with the release of its new brochure, gathering together all its copyrighted décor designs.

Welcome to the Kollection of informed, on-trend designs, exclusive to Kronodesign,

available now from Lawcris.

The Kollection features 39 incredibly realistic woodgrains, ranging in tone from the cool and contemporary to warm and rustic.

For those seeking to go above and beyond the regular woodgrain offering, two intricately-crafted end-grains present an opportunity for outstanding design, which are sure to draw attention.

Alongside these woodgrains sit unique unicolours and authentic stone effects, the result of extensive research into global design, developed through Kronodesign customer interaction and journeys across the exhibitions and fairs both in the UK and around the world. The Kollection combines imagination with experience to give you the best in surface design.



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SALVADOR

SPECIALISING IN THE PRODUCTION OF OPTIMISING AND CROSSCUT SAWS



A GROWING global coverage coupled with an even richer and more precise entrepreneurial range of choices has allowed the Italian woodworking machinery manufacturer, Salvador located in San Vendemiano to double its turnover and set new entrepreneurial projects over the past few years since the recession.

Salvador was established in 1982 in the heart of one of the most important districts in Europe in terms of furniture production, where wood processing and the production of the necessary tools and technologies have a long and rich tradition.

Since 1982 the company has sold a total of 3,000 machines, with 120 optimising saws being produced each year, together with 100 semi-automatic crosscutting saws.

Founded by Giorgio Salvador, who still owns the company, Salvador specialises in the production of optimising and crosscut saws. Salvador's mission has always been to be a leader in the production of optimising saws for the woodworking industry. At the heart of everything the company does are innovation, quality, technological development price and service.

Salvador machines can be found in use in a very wide variety of different sectors, including for the production of sofas and padded furniture in general, packaging and cases, chairs and tables, hardwood furniture, blockboard and edge glued panel production, door and window frames, toys and furniture for children, wooden elements, profiles, house building, beams, parquet flooring, garden and urban furniture.

Salvador's aim is to produce a quick and efficient service from quick and efficient machines, at the same time totally respecting the time frames agreed with the individual client.

Innovation is "non-stop" and is aimed at satisfying even the smallest and most detailed requirements of each and every individual client.

The company has pursued a consistently strong, continued growth in many markets with technical partners in a total of 35 different countries worldwide.

Today, in excess of 90 per cent of production is exported and the company maintains an agile manufacturing system, which is strongly rooted in the themes of lean production. Human relations and quality assurance have always been at the base of the company's business "creed".

Salvador appreciates that the woodworking machinery sector and its derived products offer continuously decreasing margins and, at the same time, more "originality" is required from machinery manufacturing companies.

This does not only mean producing a range of different products, but also having the capacity of managing the ideas and the relations in a new way, being aware of the fact that technology does not imply only steel and its components, motors and cables, but also the expression of passion, competence and of the commitment of the persons that create, design, build, propose, install and use them.

Both crosscut and optimising saws produced by Salvador saws are created in order to enable the company to respond to a well-articulated requests from potential purchasers.

Such requests raise the attention of operators worldwide and make available the energies needed for growth, for developing new ideas and further refining the machines and aggregates.

The need for optimisation is apparent in every sector, from

window and door frame manufacture to production using blackboard panels, to parquet floors, in edge glued panels and in the production of hardwood furniture.

All these manufacturers have different requirements: from the craftsman who cuts no more than a thousand wood profiles a month, to the big industrial user processing the same quantity in an hour, with maximum flexibility and full integration in a complex production line.

In partnering these companies, Salvador appreciates that it is dealing with very different environments, situations, economic, production and emotional conditions.

This has never been a problem for Salvador, as the company has always paid attention to the global vision of the different markets and of any particular activity of the company - an approach that comes from a "pull" and not "push" vision, a philosophy of remaining modest and being aware of one's own abilities (and limitations) and the fact that one has to adapt to the needs of the individual client.

It should always be remembered that the company is an ethical and complex organism which, if it works well, does good to the community.

Optimising saws are by definition an ethical product, because using these machines can result in savings of between 5 and 15% of the raw materials, as well as rendering the work of the operators simpler, safer and less tiring.

There is no doubt that optimisation has a great future: too many producers in so many different sectors are still cutting wood using outdated manual technology. If they adopted more modern systems, they would have an immediate return on their investment from many different points of view.

Woodworking machinery can be termed as being "lean", either from the point of view of the components being produced, or from that of the required investment. As far as Salvador is concerned, what is vitally important is the point of view of the end user.

Many manufacturers propose solutions to which the clients have to adapt themselves, whereas Salvador's philosophy is that the users can always continue their own style of working, without having to "adapt themselves".

The Salvador recipe is very clear: increasing the company's market share thanks to offering a complete product, which offers greater performance and productivity, as well as being one which costs less than its competitors and which offers something more.

The commercial network has to be considered as an integral part of the structural asset, because the retailer and the engineers who install the machines have to be trained as if they were members of the family, an "internal" engineer of the company.

It is essential to believe in one's own work and it is necessary to face every perceived problem with a deal of calculation and intelligence.

It is important to think as a large company but, at the same time, always to remain extremely agile, so as to move quickly and seize every given opportunity.

Salvamac was established in Poland in 2016 and the company has been entrusted with the task of manufacturing "entry level" semi-automatic and manual cross-cutting saws.

Salvamac will be making an appearance as a separate brand at Xylexpo for the very first time this year and will be presenting to the mass-

media the important results achieved in its first eighteen months of activity.

It has been an intense period, which has served to confirm that Salvador has made a good decision when setting up this new manufacturing unit in Poland to produce high quality "entry level" cross-cutting saws, the first step of a much more ambitious program.

The event held in Milan will provide the perfect platform to anticipate an important technical novelty which, during the weeks to come, will be available on all machines in the range.

This is the "Salvastop" device - a new accessory, which is particularly useful for the automation of the cutting phases and for all other operations performed by the high speed Salvador "Easy", optimising saws.

This system electronically manages the shut-down and the positioning of the bars, or profiles to be cut, whatever the material they are made of, at high speed and with outstanding precision, thanks to the implementation of the latest generation of electronic brushless motors.

Moreover, the mechanics are designed to require no maintenance over time whilst, at the same time, ensuring a high degree of strength and precision.

"Salvastop" can be installed on Classic 40, Classic 50 and Classic 60 models, substantially transforming these "entry level" models into real semi-automatic cutting centres which, even more interestingly, can now be interfaced with the management software already installed on the company computers.

This is an example of how "Industry 4.0" concepts can also be applied to "stand alone" machines, which offer high performance that implies limited investment.

It is important to emphasize that "Salvastop" can also be installed on other machines being operated by the user and adapted to all the applications that require effective measuring and cutting operations.

"Salvastop is the result of skills that we have gained over many years of expertise, in addition to our vision and our desire to provide state-of-the-art technology to an increasing number of users," says sales manager, Christian Salvador.

"It is a device which makes many processing phases easier: the




SALVAMAC

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“Salvastop” electronics and software has been developed to ensure maximum simplicity - so much so that the operator can manage it as if it were a latest generation smart-phone,’ adds Christian Salvador.

‘In all respects we have had an extremely positive 2017 which has confirmed, even to those who still had some doubts, that the crisis is over,’ says Christian Salvador.

‘Since we’ve never stopped believing that new opportunities were still there, we’ve chosen never to stop working hard on it.

‘And we were right: we’ve doubled our turnover, broadened the range of solutions we are able to offer, raised the technological level of our machines and began new entrepreneurial experiences,’ adds Mr Salvador.

Salvador is known for the production of solid wood optimising push saws, which allow cutting in a much shorter length of time, more safely and precisely - particularly in the case of those workpieces destined to become windows, doors and upholstered frames, as well as thousands of other products.

‘We’re pleased with the work undertaken on all markets worldwide, which we’ve been able to cover in more improved ways whilst remaining faithful to our commitment to become ever more “global”,’ says Christian Salvador.

‘The facts have proven us right: for several years now our turnover has continued to grow thanks above all to having strengthened our position in many countries.

‘We’ve had very good returns on our investments in Eastern Europe and positive signs for growth in the former Soviet Union countries and Ukraine markets.

‘The Balkan market area went well, Scandinavia even better, returning to levels of high interest. Likewise, the Romanian market is in resurgence and we are also receiving good news in North America,’ says Mr Salvador.

‘All this has helped us become who we are today: a lean company, with a turnover close to six million euro,’ adds Mr Salvador.

FROM FLEXIBILITY TO PRODUCTIVITY:

A tendency has clearly emerged: a constantly increasing demand for higher productivity machines, especially those offering solutions that allow buyers to attain high quality standards in a much shorter amount of time.

‘Thanks to the requests of less “hesitant” end users, our cross-cutting saws have proven to perfectly match this trend, allowing increased flexibility and higher productivity rates,’ says Mr Salvador.

‘The strategy chosen by Salvador was to follow the market by analysing customer requests, without necessarily translating them into “special” machines, or “tailor-made” solutions, which often do not provide a return on the investment made.

‘Instead, we have used these indications to modulate, enrich and refine the proposals contained in our the catalogue,’ says Mr Salvador.

LOOKING BEYOND...

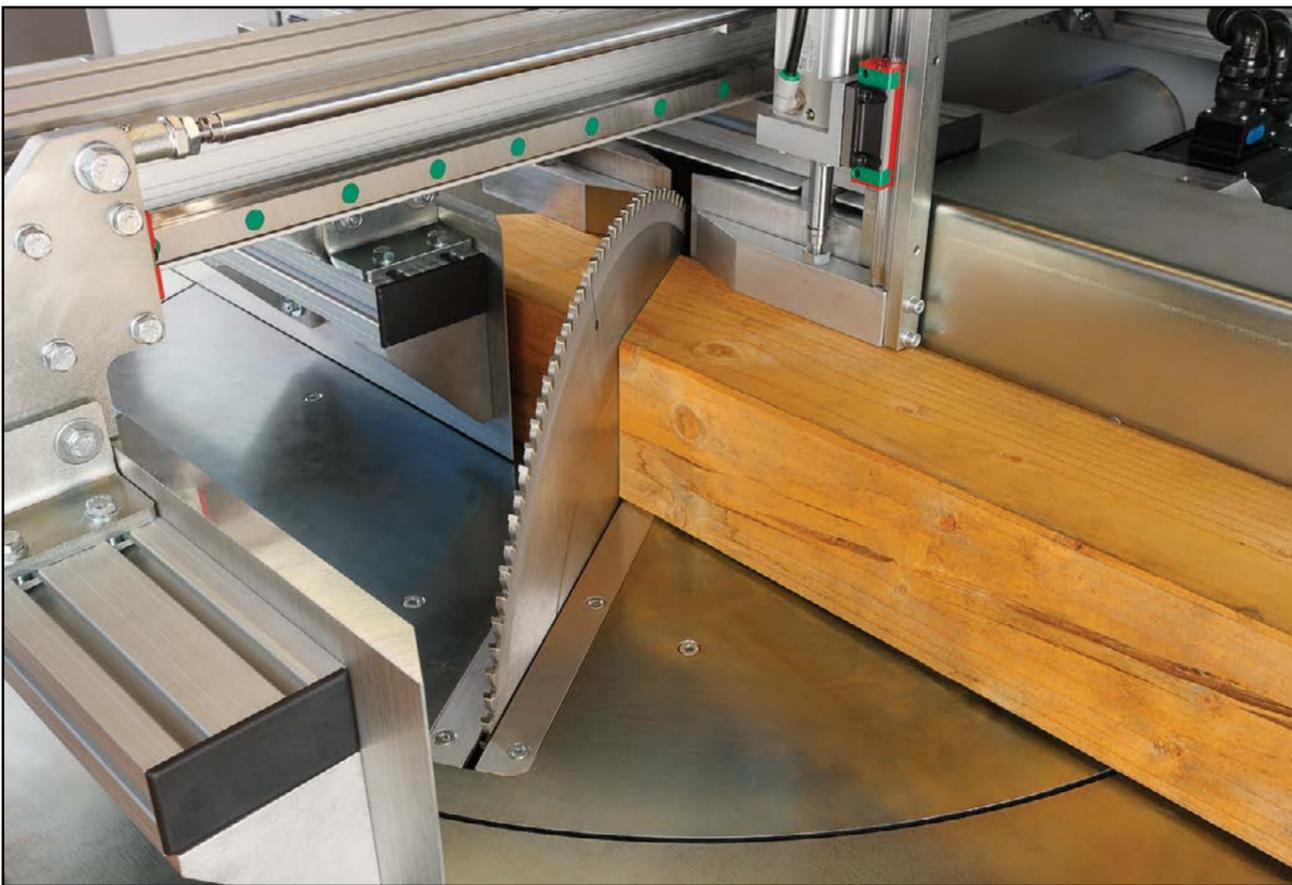
‘The optimising push saws and crosscut saws have not been the only ones to have undergone constant updates.

Our “philosophy” has also evolved: Salvador did not settle for simply reaping the benefits of a long successful season. Instead, we chose to imagine new scenarios.

Only 18 months after the foundation of Salvamac, the Polish-based sister company has reached and exceeded the objectives set by Christian Salvador, thanks to a coherent production programme, which includes semi-automatic and manual crosscut saws, which require a small amount of investment - at the same time ensuring faster, safer and more effective production processes.

‘Accessories are being gradually added to our product range, which significantly enhance the performance of even of the most basic machines, such as intelligent loading and unloading systems, or automations that enable small companies and evolved craftsmen to think and work according to the same principles of large enterprises.

Xylexpo is one of the two major international woodworking exhibitions of the year and here Salvadore will be investing a great deal at the Milan show.



‘The times demand us to look beyond, to combine, - for instance, the Internet with more traditional systems and sales assistance, by setting ever more rapid and effective supplier-customer relationship models,’ adds Mr Salvador.

‘We need to create relationships, to act as a catalyst; we must be network makers, as well as being creators of networks. I strongly believe in our next evolution step,’ says Mr Salvador.

OUR NEXT COMMITMENTS:

‘Meanwhile, we look closely at the 2018 trade calendar; they have always represented a strong commitment within our “proximity to markets” strategy.

The two major international events of the year, on which Salvador intends to invest a great deal more, are Xylexpo - the trade show held in Milan, which has changed gear, transforming into an opportunity to review our role and our targets.

‘We’ve always believed in this bi-annual trade rendez-vous in Milan. This year we’ll have a large stand in order to demonstrate four of our most successful machines: our flagship model, the Superangle 600 with a drilling unit, alongside a Superpush 250 and a Superpush 200, in addition to a “Supercut 500,” declared Cristian Salvador on the occasion of the press conference held to present to the international mass-media the event which will be taking place from May 8-12 2018.

‘In March we will also be present in Nuremberg at the Holz-Handwerk trade fair, where we will be showing a Superpush 200 equipped with a loading and unloading system, a Superangle and a Classic 50 - one of the solutions bearing the trademark of our Polish Salvamac,’ concludes Mr Salvador.

For further information tel Salvador on 00 39 348 767 4710. Visit www.salvadormachines.com

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