

DO YOU
WANT
THIS
SPACE
FOR £50
A MONTH?

bill.willowe@gmail.com

INDUSTRIAL WOODWORKING

& PANEL PROCESSING

Distributed throughout the UK and Ireland

JANUARY 2021

DO YOU
WANT
THIS
SPACE
FOR £50
A MONTH?

bill.willowe@gmail.com

STRATEGIC PLAN

NORTHWAY Industries, Inc operates a state-of-the-art job workshop specializing in fabricating to customer specifications.

In 2003, Northway Industries purchased the Cabinet Vision Screen-To-Machine™ (S2M) solution as part of a strategic plan to transition from producing solely unassembled products to about 50 per cent assembled products. The integration of Cabinet Vision has helped the company make this transition from mass production to mass customization.

‘As a package, Cabinet Vision represented a great starting point for us. From there, we were able to customize it to satisfy the high variety work that we do,’ explains senior engineer,

Chris Totton who, with his team, relies on Cabinet Vision to help them standardize and replicate AWI (Architectural Woodwork Institute) production standards, whilst delivering the custom products that their customers want.

Among programming tools used at Northway are the solution’s parametric, or object intelligence, capabilities, which enable programmers to easily adjust design dimensions, whilst maintaining the desired scale of part features.

For the full story please turn to Page 3 of this issue.



2020 – THE YEAR WE WITNESSED SOME CREATIVE CONFIGURATIONS & UNPRECEDENTED UPGRADES

NATALIE Davenport (pictured right) is head of marketing at Häfele UK.

In this issue she highlights how Häfele adapted to support its customers during the Covid 19 pandemic and how she feels that it was almost the duty of the furniture fittings giant to focus on services and products, which would make it easier for manufacturers and installers to get back to business as efficiently and as soon as possible.

‘We spoke to customers across the country to understand the new challenges they were facing in terms of new ways of working, costs, supply and demand and more,’ says Natalie.

For the full story, please turn to Pages 14 & 15 of this issue.



HOFFMANN HELPING APPRENTICES

IN this issue we highlight some of those woodworking companies who are all that they can to encourage the young carpenters and joiners of the future (See Pages 6 & 7).

One such company is Hoffmann Machine Company which, before the breakout of Covid-19, the Hoffmann Machine was invited to visit Newark College to demonstrate some of its range of machines and jointing system techniques to the joiners and carpenters of the future.

Both students and lecturers at the college benefitted from listening to Hoffmann UK director, John Galvin who gave a talk on the company’s history and ethos and the development of Hoffmann’s machinery and the jointing system.



For the full story of Hoffmann’s efforts to encourage the young carpenters and joiners of the future, please turn to Page 7 of this issue.

Whatever your Wood Welder
or clamping requirements,
we can help!

Lamont



Tel 01461 40017

Email alanlamont2@gmail.com

www.clampingmachines.co.uk

To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

HENKEL – KENYON'S THE RIGHT PARTNER TO WELCOME ABOARD

HENKEL is the one of the world's premier adhesives producers. Founded in 1876, the company has more than 140 years of success.

In 2019, Henkel delivered sales of more than €20b, employing more than 52,000 people globally and having 185 manufacturing facilities and 23 research and development sites worldwide.

Kenyon's started this adhesive journey as a distributor for National Starch & Chemicals' range of woodworking adhesives, going from strength to strength to become the UK's top distributor for National Starch & Chemicals' woodworking adhesives.

2008 saw the acquisition of National by Henkel and the Kenyon's Group was welcomed aboard and soon grew to Henkel premium partner status for furniture and building component adhesives.

These markets are supplied under the industry-leading brand names "Technomelt" and "Aquence", which are recognised for their quality and proven performance.

"The Henkel/Kenyon partnership delivers the complete package – quality products, excellent service, technical support and product training, says Henkel UK and Ireland sales manager, Mike Bridges.

Kenyon's has grown into the UK's No 1 supply route for these markets and we are proud to work with a company who delivers on their word,' adds Mr Bridges.

Henkel's technical centre, based in Germany, offers access to a full range of woodworking application equipment, from edge-banding to 3D thermo-forming pressing and helps customers find answers to gluing problems under the careful eye of application specialist, Walter Heldt.

With this support at its disposal, Kenyon's can respond to market challenges with confidence and deliver the best Henkel product for the application.

Kenyon's has been supplying adhesives since 1979, covering all aspects of manufacturing and assembly predominantly in the furniture manufacturing and related markets.

Kenyon's expertise and knowledge has been gained over the years by offering a comprehensive range of market-leading adhesives technologies, UK stock-holding across three warehouses and delivery when the customer needs it.

As Kenyon's likes to say: "If you have an adhesion problem, don't come unstuck – talk to the glue experts."

"This partnership means a great deal to Kenyon's. Being a premium partner is an honour, which reflects our commitment to providing quality products for furniture manufacturers, door and window manufacturers and those involved in the woodworking industry generally,' says James Hamilton speaking on behalf of the company.



James Hamilton has 20 years' experience in adhesive technologies and applications.



Chris Brown has 15 years' background in manufacturing and adhesives under his belt.



Kenyon's Darren Ogden has 10 years' experience in technical adhesive sales to assembly markets.



Founded in 1876, Henkel is one of the world's premier adhesives producers.

'Henkel's commitment is seen as beneficial for both companies – not just in terms of opportunity and growth, but we're also hoping to identify applications for Henkel products,' adds Mr Hamilton.

It's an exciting time to be part of the Kenyon's team and we're looking forward to seeing what the future holds. Right now,

our prospects look very bright indeed,' concludes Mr Hamilton, concluding that "The Kenyon Group is proud to be a Henkel premium partner".

For further information on 01442 278000
Visit www.kenyon-group.co.uk

MB MASCHINENBAU INVESTS IN NEW VIRTUAL SHOWROOM

MB Maschinenbau, now in their twenty-fifth year, has been steadily increasing an international profile as a market specialist in the field of brush sanding technology.

2020 will go down in history for all the wrong reasons but, like all good companies, it has given MB a challenge to work even smarter.

The early part of 2020 saw the introduction of the new Roba Profi Brush sanding machine and in September MB opened its doors to a new virtual showroom.

Early on in the COVID-19 pandemic company founder, Ronald Busch made the decision to invest in multi-media capabilities for the showroom. They now have the ability to run live real time demonstrations using customers' components on sanding trials and beam this back the customer in real time.

The MB range of brush sanding and cleaning technology are ideal partners for kitchen manufacturers, joinery and timber/MDF mouldings.

The range splits into surface sanding and denibbing with the Roba Tech, Roba Split Belt and Profi Brush machines for entrance doors, kitchen cabinet doors and flat panels.

For profile sanding and denibbing joinery parts and timber/MDF mouldings the machines are the Roba profile, Roba Belt and Fentech.

For covering surface cleaning, there are two machines - the Roba Anti Dust for cleaning of parts prior to lacquer

application, lamination, or packing and the Profi Clean for cleaning the backside of thermo-foiled doors, or laminated furniture parts.

The new Roba Profi Brush launched in July 2020 was developed to meet the increasing demands on customers painting with water-based primers and lacquers.

The main principle of the Roba Profi Brush is to sand in all directions and opposing movements.

Only by sanding from right to left, left to right and with and

against the feeding direction can ensure that all upstanding timber fibres are denibbed.

The machine is modular in construction and can be configured to meet customers' demands with working widths up to 2m and even machines for heavy timber distressing work can be accommodated.

For further information tel John Penny Woodworking Machinery Ltd on 01235 531700. Visit www.john-penny.co.uk Email: john.penny@btconnect.com



To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

NORTHWAY INDUSTRIES INC TRANSITIONED FROM MASS PRODUCTION TO MASS CUSTOMIZATION WITH CABINET VISION

AS A one-stop shop for professionals in need of contract manufacturing services, Northway Industries, Inc., has carved a niche in the woodworking industry by meeting a wide variety of custom needs.

'We are a state-of-the-art job shop specializing in fabricating to customer specifications. Therefore, we program and produce cabinets simultaneously to a wide range of construction standards,' says president and chief executive officer of Northway Industries, Don O'Hora.

'Our customers are all manufacturers, or resellers, so they may be in architectural millwork, office furniture, store fixtures, or they have proprietary product lines,' he continues.

In 2003, Northway Industries purchased the Cabinet Vision Screen-To-Machine™ (S2M) solution as part of a strategic plan to transition from producing solely unassembled products to about 50 per cent assembled products. The integration of Cabinet Vision has helped the company make this transition from mass production to mass customization.

While Northway Industries had integrated CNC machinery years prior to purchasing the solution, programming took place without the aid of solid modeling.

'As a package, Cabinet Vision was a great starting point for us. From there, we were able to customize it to satisfy the high variety work that we do,' explains senior engineer, Chris Totton.

'I've been doing 3D modeling for 25 years and early on there weren't many software packages flexible enough to handle custom work. Today, it's really about who allows you to do the most customizing of the software,' he adds.

Northway Industries employs a staff of 130 to run production 24 hours/day, five days each week. Its 110,000ft² facility houses 14 CNC machines of varied configurations, which adds up to a lot of vital data and countless moving parts to manage, as jobs make their way through the shop.

'Half of our business is undertaken through Cabinet Vision and that requires a team effort to keep up with programming and making sure that it all gets done on-time. Using Cabinet Vision software, we are able to produce a great deal with very few people,' explains Chris.

Chris Totton and his team rely on Cabinet Vision to help them standardize and replicate AWI (Architectural Woodwork Institute) production standards, whilst delivering the custom products that their customers want.

Among programming tools used at Northway are the solution's parametric, or object intelligence, capabilities, which enable programmers to easily adjust design dimensions, while maintaining the desired scale of part features.

Especially helpful with jobs that are similar, or identical in every aspect except for size, the software's parametric tools make it possible to re-use existing processes for future jobs. This means that time invested in programming today will boost efficiency for the company indefinitely. Moreover, re-used processes can be easily edited to account for custom design features.

The company also makes frequent use of Cabinet Vision User Created Standards, or UCSs, which deliver a high level of customization for specific construction methods that may, or may not vary from job to job. UCSs can be applied to just about anything, such as cutting methods based on material type or tracking hardware requirements.

'We have a variety of UCSs and most of them are running daily. I'm very comfortable writing my own and with every new version of the software we've tweaked them and made them better,' continues Chris Totton.

When it comes to cutting parts, the team at Northway takes advantage of the Cabinet Vision nesting engine, which ensures maximum material yield, whilst delivering the required customization. While nests are automatically generated, the solution allows programmers to edit nests as needed, which ensures that they retain complete control over how products are made.

'For us, the ability to edit a nest is a great feature. We nest them in a specific way just to manage the workflow and this is based on timing and the number of panels in a process,' says Don O'Hora.

'We can bring rainbow stacks of panels to our nested-based routers and the operators work down through the pile. Organization is important, so that we can complete cabinets in a shorter period of time,' continues Mr O'Hora.

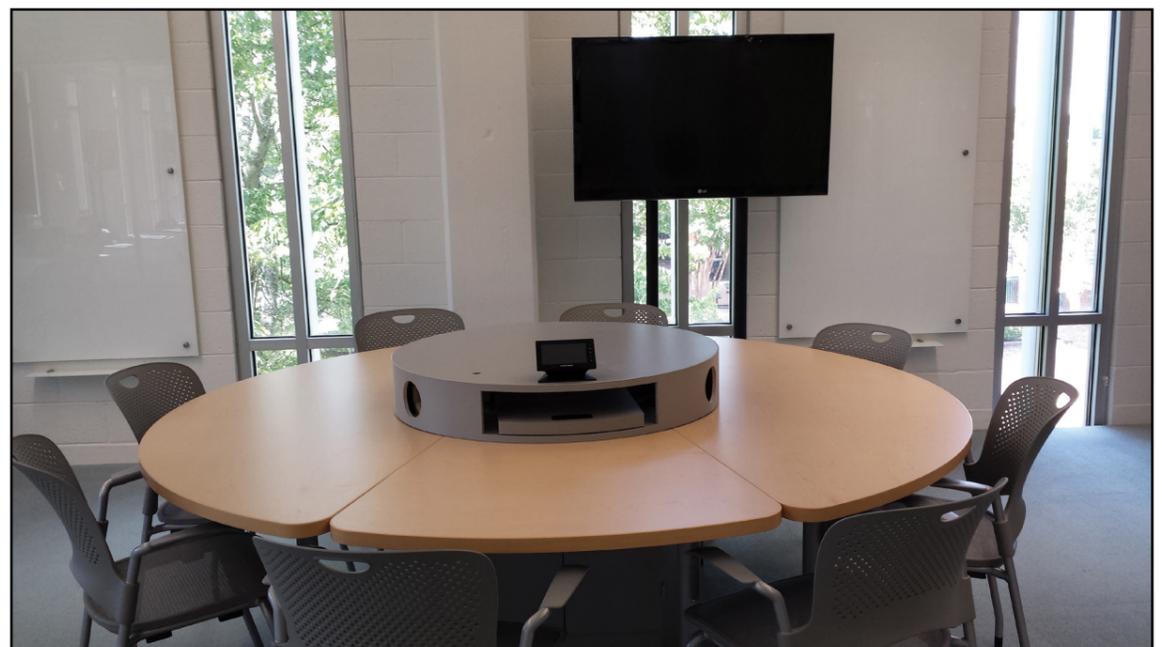
Managing data for a high volume of custom products is made easier with Cabinet Vision's report-generating capabilities. In addition to generating cut-lists and material lists based on design data, the system generates assembly sheets that are the only piece of paperwork sent to the shop floor at Northway Industries.

To track parts as they move through the shop, the company uses a barcoding system with labels generated by Cabinet Vision.

'The labeling and reporting are really important, because we have 24-hour throughput that is all done essentially paperless,' explains Don O'Hora.

At Northway, the ability to confidently respond and consistently deliver on quality when unforeseen demands arise requires a combination of talent, experience, innovation and reliable technologies.

'The ability to customize is important for us, because we don't know what's coming next and Cabinet Vision allows us to quickly respond to whatever the demands are,' concludes Don O'Hora.



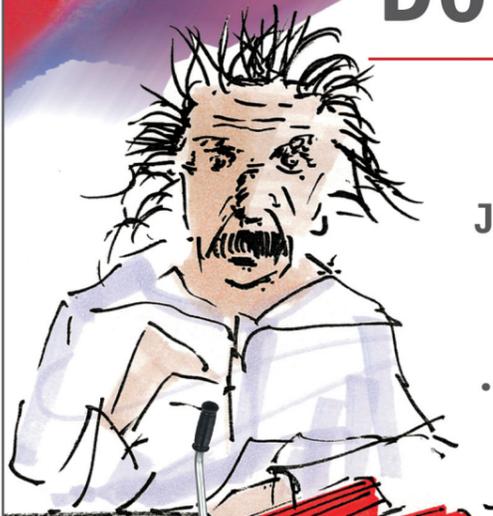
For further information tel Cabinet Vision on 01189 756084. Visit www.cabinetvision.com

To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

HOFFMANN

The Hoffmann Dovetail Key

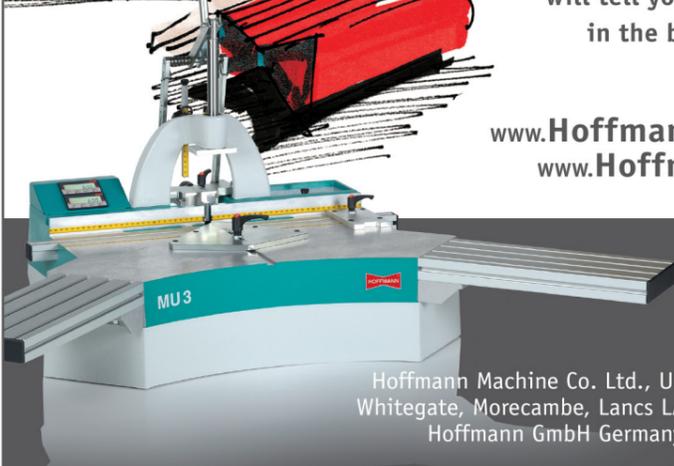


THE SOLUTION FOR PERFECT JOINTS IN WOOD.

...BRILLIANTLY SIMPLE
...SIMPLY BRILLIANT

Woodwork manufacturers will tell you, we're found in the best joints.

www.Hoffmann-Schwalbe.DE
www.Hoffmann-uk.COM



HOFFMANN

Hoffmann Machine Co. Ltd., Unit 8 Borrowdale Bus. Prk
Whitegate, Morecambe, Lancs LA3 3BS, tel 01524 841 500
Hoffmann GmbH Germany, 0049 7251 95440

Wood Waste Control

Your complete extraction solution



- dust extraction systems
- shredders
- chippers
- briquette presses
- warm air heaters

01628 525290

W W C

info@woodwastecontrol.co.uk

WOOD WASTE CONTROL (ENG) LIMITED

www.woodwastecontrol.co.uk

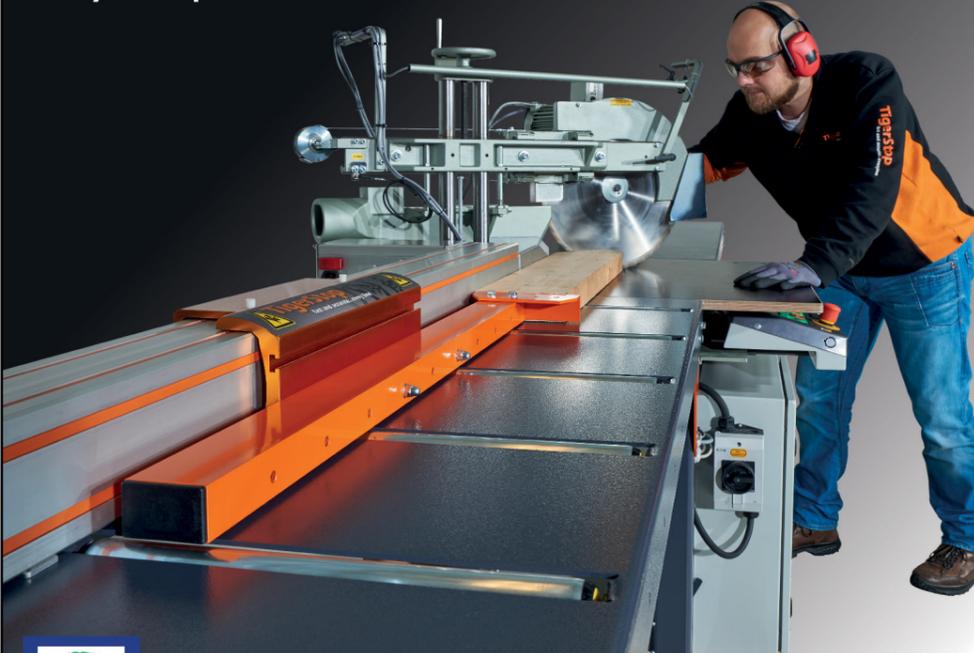
TigerStop®

fast and accurate...every time

Isn't it time to Trade In your Tape Measure?

TigerStop is the global leader in stop gauge and material positioning systems for rapid, precise positioning of almost any material including metal, wood, plastics and composites. TigerStop length stops and automatic saw systems improve yield and productivity while reducing scrap waste and labour costs.

Can your tape measure do that?



R&J Machinery Ltd
Dodwells Industrial Estate
Brindley Road, Hinckley,
Leicestershire, LE10 3BY

UK Agent for TigerStop, the global leader for stop gauge and material positioning systems for accurate positioning of materials.
call 01455 840224 visit www.rjmachinery.co.uk
www.tigerstop.com

WOODWORKING MACHINERY

Introducing the NEW ATACAM CNC Routers

ATACAM

PRICES FROM £38,000

This new range of affordable CNC Routers from ATA Engineering offers the same high quality build that you come to expect from a company that has been supplying CNC's for over 20 years, along with support and technical back up.

Standard sizes:
8 x 4, 10 x 5, 3m x 2m
(Special sizes available on request)

Standard Features:
HSD HSK Spindles, Rotary ATC, Location Pins,
Tool Digitizer.

3 and 4 Axis machines in stock.

Call us today to arrange a Demonstration!



Castle Pocket Routers

from ATA Engineering



New Improved Model TSM22 Pocket Router

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

- Easier and quicker access when replacing the router cutter, drill and other parts during routine servicing and repair.
- Additional safety feature which automatically disconnects the electrical supply to the Bosch motors.

This long established and widely used model continues to provide the quickest and strongest method for kitchen and bedroom carcass manufacture, retail display stands and other interior fitting applications.

Call us today to arrange a demonstration.



NOW UPGRADED WITH NEW BOSCH MOTORS



ATA Engineering Processes Ltd
ATA House, Unit B, Boundary Way, Hemel Hempstead, Herts, HP2 7SS
t: 01442 264411 e: sales@ataeng.com www.ataeng.com

GOWERCROFT JOINS THE “MADE IN BRITAIN” CAMPAIGN



MULTI award-winning timber window and door manufacturer, Gowercroft Joinery is teaming up with “Made in Britain” to celebrate its success as a UK business delivering high-quality timber windows and doors to its customers.

The “Made in Britain” campaign group was formed in 2011 with the aim of supporting British manufacturers, encouraging sustainable growth and helping consumers, buyers and specifiers identify genuinely UK-made products.

‘We’re delighted to be part of this growing community of British manufacturers, dedicated to high standards of quality and performance,’ says managing director of Gowercroft Joinery, Andrew Madge.

Since it was formed in 1998, the company has gone from strength to strength, developing market-leading ranges of timber windows and doors, which combine state-of-the-art technology and high-performance materials with a traditional style of joinery and craftsmanship that is “perfectly suited” to UK homes and architecture.

The success of the company’s core range of Classic windows and doors has been followed by the launch of its award-winning Heritage range, developed for the UK building conservation sector and the pioneering new Frontier range, designed specifically for the future-build market.

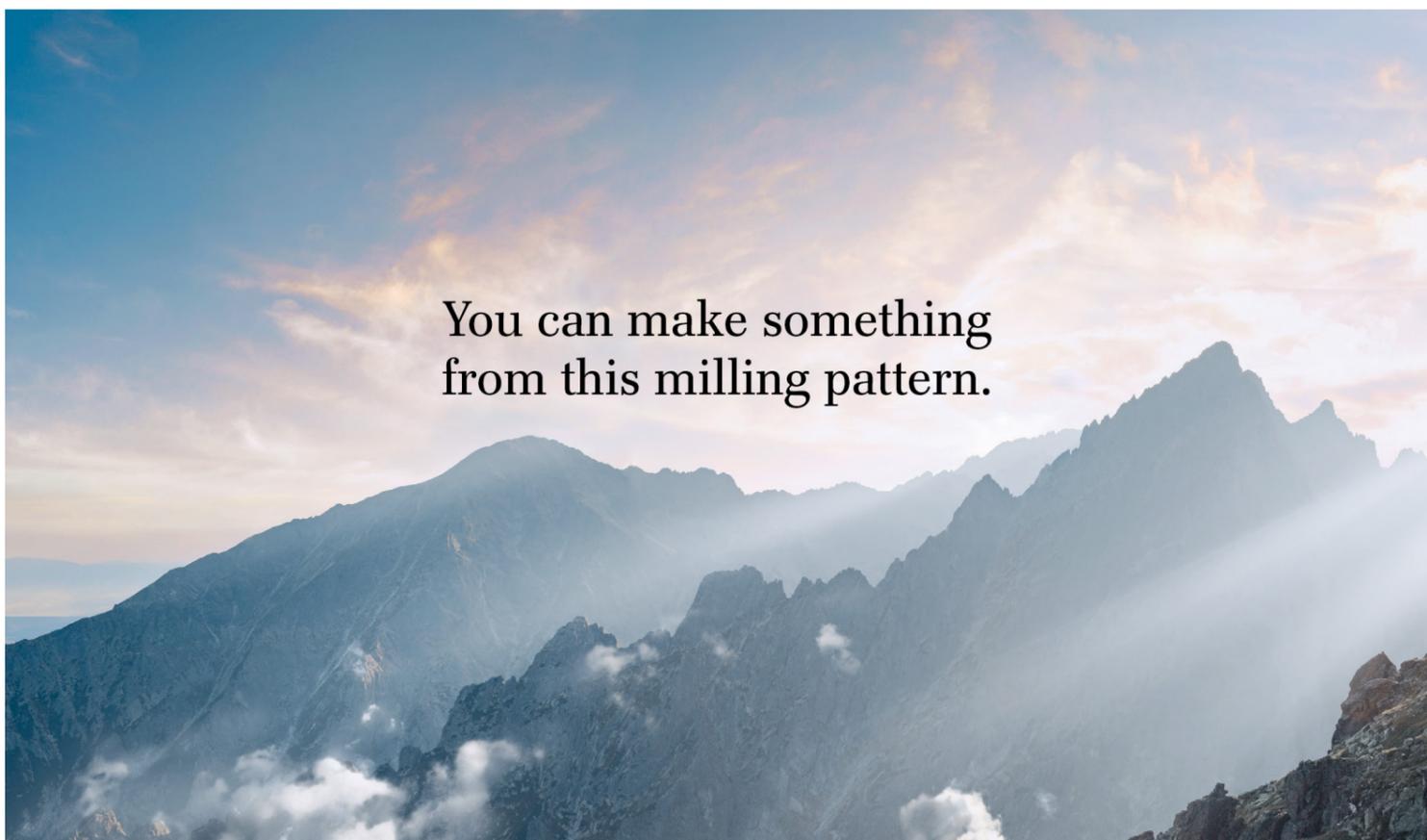
‘As the UK window and door market has always been distinct to that of continental Europe, we believe that it is all the more important that it is serviced locally, with product designs and detailing that reflect the unique heritage and architectural styles of the British Isles,’ says Mr Madge.

‘Over the past decade, imports have taken a large share of the UK market and this is threatening the authenticity and character of UK housing stock and the built environment,’ he adds.

‘We are proud of our 22 years of uninterrupted trading in Derbyshire. “Made in Britain” membership is a demonstration of our commitment to high-quality British design and to the local and national economy, as well as a way of celebrating our success as a home-grown company,’ proclaims Mr Madge.

In recent years, the company has been recognised in several industry awards, including the Best Windows category of the 2017 “Build It” awards and the prestigious 2019 British Woodworking Federation’s (BWF) Woodworking Project of the Year award, for its part in the restoration of Templeton House - Sir Winston Churchill’s former home in Roehampton.

For further information tel Gowercroft Joinery on 01773 300 510.
Visit www.gowercroft.co.uk



You can make something
from this milling pattern.

Compact in class, premium in performance.
The T12 is our compact spindle moulder with all
MARTIN premium features. On the one hand its highly
functional, but still simple to operate control.
Explore T12 now – at www.martin.info

MARTIN



AWMS Engineering Ltd. (Scotland) www.awmsltd.co.uk
Deral Ltd. Machinery Services (Scotland) www.deral.co.uk
JJ Smith & Co Woodworking Machinery Ltd. (Northern England) www.jjsmith.co.uk
MWM Markfield Woodworking Machinery Ltd. (Middle of England and South of Wales) www.mwmachinery.co.uk
Scott & Sargeant Woodworking Machinery Ltd. (Southern England) www.scosarg.com
Electro Tech Machinery Ltd. (Republic of Ireland) www.electrotechmachinery.com
HIGH-TECH MACHINERY Ltd. (Republic of Ireland) www.high-tech.ie

www.martin.info

To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

STUDENT AWARDS FOR CARPENTRY AND JOINERY STUDIES

FOUR students in their third year of carpentry and joinery studies at college are the first to receive an inaugural Third Year Student Award from the Institute of Carpenters (IoC).

Matthew Mead, a student at the Building Crafts College in London Building, won the overall prize for the best Third Year Student. He receives a set of tools kindly donated by Axminster Tools & Machinery.

Martin Gilmore, a student at Newcastle College, Phillip Bentley, a student at Accrington & Rossendale College (part of the Nelson & Colne College Group) and Owen Phillips, a student at Coleg Sir Gâr's Ammanford Campus in Wales, all received "Highly Commended" awards for their entries and an Axminster Tools voucher.

This is the first IoC Third Year Student Award, held amongst the colleges which hosted and launched a "City Hub" grouping for the Institute during the previous 18 months.

The Institute plans to run the award scheme again in 2021, widening it further amongst its network of 30 College members.

Judges included board member, Martin Corton of Rainleaf Artisan Flooring, YouTube carpentry & joinery celebrity and IoC Fellow, Robin Clevett of UK Construction and the SkillBuilder channel and Institute president, Geoff Rhodes.

'It was a great pleasure to judge the entrants for the IoC's Third Year Student Awards. All entrants displayed great craft ability and thorough technical knowledge, but the highlight was the exceptional attitude from all four entrants,' proclaimed Rainleaf and IoC board member, Martin Corton.

Carpentry & joinery is a "calling" and it looks like these four students have a wonderful future ahead of them,' added Mr Corton.

'These four students have demonstrated professionalism, dedication and perseverance in gaining their skills and should be a beacon for new entrants choosing a craft career,' says FIoC, Robin Clevett.

'I was particularly pleased that there was a wide range of skills demonstrated, ranging from traditional roof construction to fine joinery. Encouraging the right calibre of entrants into the UK Construction industry is more important than ever, as we've a great need for craft skills,' says Mr Clevett.

'This year's winner demonstrated a standard of craftsmanship that would rival other craftsmen from around the world.

'Our strong craft heritage in the UK will be in safe hands going forward if we can deliver the training and encourage new entrants to gain a similar level of skill to those witnessed in this year's contest.

'I look forward to seeing next year's award entrants and hope to encourage new students to take part in this initiative via my own social media channels and via others I work with,' concluded Mr Clevett.

'As a business, Axminster Tools is passionate about woodworking and helping to build a sustainable future for the industry. In view of that, we actively seek to support the education of vital woodworking skills,' says sales director, Darran McLeod at Axminster Tools & Machinery, who kindly provided the prizes.

'We work with The Furniture Makers' Company in helping to bridge the "making" skills gap and so supporting The Institute of Carpenters with an award for emerging new talent seemed like a natural fit for us.

'We're proud to be in the fortunate position to do what we can for the furniture makers and carpenters of the future and help them with the first steps to a successful career in the woodworking industry,' concludes Mr McLeod.

'I was really delighted to see the high quality of entries from these colleges, spread across the UK,' says IoC president, Geoff Rhodes.

'All of the students individually can be very proud to have been selected as a candidate by their respective colleges and I am sure that each of them will progress successfully through their remaining time in college and on into their professional careers, at this time of a national craft skills shortage,' adds Mr Rhodes.

'This is a marvellous achievement, recognising the efforts of Matthew Mead and his tutors and reflecting the partnership between the Building Crafts College and the Institute of Carpenters,' says principal of the Build Crafts College, David Dowdles.

'We are delighted and proud to see Owen gain recognition for his commitment and devotion to excellence in the trade and would like to thank the institute for the opportunity given

to one of our dedicated and accomplished carpentry students,' says, head of section at Coleg Sir Gâr, Wayne Savory.

'During the three years I have known Owen, he has demonstrated tremendous commitment in his college work. He has represented the college, gaining first place in the Inspiring Skills Wales competition and achieved a merit at a WorldSkills regional competition,' says carpentry tutor at Coleg Sir Gâr, Brian Herbert.

'This is a remarkable achievement considering his commitments outside college looking after his disabled sister and working on the family farm,' adds Mr Herbert.

'We are pleased to see him now venturing into self-employment and already gaining a good customer base in his local community.

'Owen is also an individual who, despite the responsibilities and expectations placed on him outside his training, has consistently striven for excellence in all that he does,' concludes Mr Herbert.

'During my time in college, I was encouraged by my course tutor, Brian Herbert, to join the Institute of Carpenters and become involved in competitions, which resulted in me competing in Welsh finals and winning several medals,' says Owen Phillips.

'I have gained a lot of skills in all aspects of carpentry and joinery at Coleg Sir Gâr and I really enjoyed my time there,' adds Owen.

'I'm very happy to have won the award – I have never taken part in a competition before, so to receive a Highly Commended accolade is an amazing feeling,' says Phillip Bentley.

'I really enjoy carpentry and joinery and I wouldn't want to do anything else. I've always been a more practical and hands-on person and I love the trade,' says Phillip.

'I'm a bit of a perfectionist and have an eye for detail too. I think that this has definitely paid off for me in this competition,' adds Phillip.

'My apprenticeship has really helped to improve my skillset and my confidence. Working with a range of equipment and tools on a day-to-day basis for my employer is further developing my abilities.

'When I'm at Accrington & Rossendale College, I have fantastic tutors, who are knowledgeable and supportive and the facilities are very good. It's the best place to do carpentry and joinery and I would highly recommend the college to anyone wanting to pursue a career in the industry,' says Phillip.

'I'm very pleased for Phillip – he is so deserving of this award for the dedication he has shown to his craft,' says Phillip's tutor at Accrington & Rossendale College, Chris Morris.

'Apprentices like Phillip are the reason I love my job – he is a brilliant listener and a quicker learner. It has been fantastic to see how his skills and self-belief have grown over his years at college.

'The window frame he submitted was a very high-quality piece of woodwork and he should be extremely proud of what he has achieved,' adds Mr Morris.

'It is fantastic to see that Martin has been Highly Commended by the IoC, particularly as this award recognises both his technical ability and his fantastic attitude and work ethos,' says head of construction at Newcastle College, Craig Cowan.

'We're all really proud of Martin for this achievement and it is thoroughly deserved,' adds Mr Cowan.

'Competitions like this are really important and offer excellent opportunities to students like Martin, driving them to develop their skills and gain hands-on experience - two vital things that are at the centre of everything offered by Newcastle,' concludes Craig.



Left, overall winner and student at The Building Crafts College London, Matthew Mead and right, IoC president, Geoff Rhodes.



Left, head of section at Coleg Sir Gâr, Wayne Savory, centre Owen Phillips and right, carpentry tutor at Coleg Sir Gâr, Brian Herbert



Pictured above: left, tutor at Newcastle College, John Wade, technical consultant, Axminster Tools & Machinery, Stevie Taylor and right, "Highly commended" award winner, Martin Gilmore.



Left, carpentry & joinery tutor at Accrington & Rossendale College, Chris Morris and, right, "Highly Commended" award winner, Phillip Bentley.

For further information tel 0844 879 7696 or email: info@instituteofcarpenters.com

HOFFMANN SETTING OUT A CAREER PATH & HELPING TO TEACH JOINERY APPRENTICES

BEFORE the breakout of Covid-19, the Hoffmann Machine was invited to visit Newark College to demonstrate some of its range of machines and jointing system techniques to the joiners and carpenters of the future.

As well as the Morso Notch Guillotine, Hoffmann demonstrated the Hoffmann MU-3 and the Hoffmann MU-3 with face frame jig fitted. Present for the demonstrations were both full-time and apprentice students, as well as lecturers.

Hoffmann UK director, John Galvin gave a brief talk on the company's history and ethos and the development of Hoffmann's machinery and the jointing system.

He then demonstrated a system to manufacture cabinet frames (as found in country-style kitchens,) which uses a beaded frame as a fine detail. Using the Morso notch guillotine and the MU-3 (with a jig fitted), a complete beaded face frame was produced in minutes – much to the amazement of the students and lecturers. Using the MU-3 machine, simple mitre joints and butt joints were also constructed.

Under John's supervision and guidance, many of the students used the equipment to produce a range of sample joints of their own.

'The students really enjoyed the demonstrations, as they were being shown a system that was something new to them. They could actually put what they were learning in traditional furniture production into context, in terms of a more mechanised, time-saving process,' says furniture studies lecturer, Richard Preece.

'One apprentice even asked for details to take back to his employers, as he could recognise the benefits that the Hoffmann dovetail system could bring to their own workplace.

'Altogether, it was a worthwhile demonstration from the Hoffmann team, which we can hopefully repeat for our next intake of learners,' concludes Mr Preece.

For further information tell Hoffmann on 01524 841500. Visit www.hoffmann-uk.com



AWARD WINNING COMPANY AND IRISH AUTHOR JOIN FORCES

A COLLABORATION between fork-lift manufacturer, Combilift and award-winning Irish author, Emer Conlon has resulted in "The Forklifts and their Secret Superpowers", which depicts the main Combilift products as cartoon characters. Innovation has been a hallmark of Combilift and this has now been extended to capture children's imaginations.

The combination of a children's book and one of the largest indigenous companies in Ireland may not seem a likely fit but, according to Emer, this is a novel way to communicate with existing and potential customers, as well as being involved in the education of the next generation.

'I also wanted to use it as a marketing tool for the adults and so I used the USPs of the actual fork-lifts and turned them into the superpowers of the characters. That way both adults and children would get something from the book,' explains Emer.

'Combilift managing director, Martin McVicar really liked the idea – especially the educational aspect for children and, as a result, CombiKids was created. So Combilift is "Lifting Innovation" and now CombiKids is "Lifting Imaginations" says Emer.

'The aim was to achieve a balance between Combilift branding and to create a story filled with drama and excitement featuring endearing characters that children would fall in love with. The Combilift adventure is a real page turner and the

book also has a couple of "baddies"!' says Emer.

For further enjoyment, there is an activity section at the back, which includes something for all age groups, such as one-off activities (join the dots and a word search puzzle) and activities that can be completed again and again (a maze, "Spot the Difference" and a map of the world). These add to the

engagement and interaction that children will derive from the book,' proclaims Emer.

The CombiKids book highlights overcoming difficulties, the importance of friendship and that bullying is unacceptable. Needless to say, the hero is always a Combilift truck who "saves the day".

In addition, as the fork-lift trucks are all different shapes and sizes, there is a focus on the importance of being accepting of others' differences, no matter what they look like, or what shape, or size they are.

'We believe that it is very important to be involved with the education of the next generation and, to that end, we already have a number of programs, including apprenticeships, tours, etc,' explains Martin McVicar.

'However, our new CombiKids initiative will involve even younger children, as they would "buy-into" the Combilift brand by creating an association with it. This will encourage future engineers and other budding talent, as well as motivating children to read. It is a great way to highlight Combilift to a wider community that may not be overly familiar with it,' continues Mr McVicar.

Combilift is a proud member of "Guaranteed Irish" and the CombiKids book reflects the company's ethos of supporting local businesses and the importance of Irish jobs.

The book was printed, illustrated and typeset in Ireland. Combilift is also very mindful that charities are suffering during the pandemic in terms of support and donations and has committed to donating all proceeds from book sales to the deserving charity, "Make a Wish Ireland".



For further information visit www.Combi-Kids.com

To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

FEIN UNVEILS NEW ACCESSORIES TO MAXIMISE PRODUCTIVITY, PROFITABILITY AND EFFICIENCY

FEIN - the leading power tools and accessories manufacturer, has released a range of new Starlock accessory kits that are compatible with its recently-launched MultiMaster 300, 500 and 700 series.

With the brand-new Starlock accessories, the MultiMaster range offers 1,000 blade possibilities, including sawing, sanding and polishing. The new accessories are available now at Fein stockists across the UK.

'We understand that productivity is one of the biggest priorities for our customers, which is why we're excited to extend our popular accessories range even further. Thanks to the multitude of possibilities MultiMaster now offers, completing a job quickly and proficiently has never been easier,' says managing director of Fein UK, Raphael Rudolph.

'Whether it's a large-scale project, or a quick job, we have no doubt that having the ability to complete 1,000 different types of tasks with these machines will significantly increase

efficiency and, in turn, profitability for our customers,' adds Mr Rudolph.

The new accessory kits are available in a range of combinations and can be matched according to application and material, whilst also offering savings for anybody looking to purchase a Fein combo set.

The MultiMaster 700 series is ideal for all levels of the construction process.

The MultiMaster 500 series can be adapted to complete a range of interior jobs, such as sawing wood, whilst the MultiMaster 300 series is designed for sawing wood, metal, plasterboard and plastics.

Fein's multi-tools also use the Starlock blade mounting system, with the result that users benefit from up to 35 per cent more work progress and greater precision thanks to 100 per cent power transmission without losses.

The tool mounting comes in three performance classes: Starlock, StarlockPlus and StarlockMax, protecting the tool from overload and damage.

As part of the product range expansion, the company will also be offering up to £100 in Amazon vouchers to any customers trading in their old non-Starlock Fein tools for the new MultiMaster 300, 500 or 700 series, when they register for the three-year Fein Plus warranty.

'We're anticipating the launch of these new Starlock accessories to further increase the popularity of our already renowned MultiMaster range, thanks to the endless possibilities and continued innovation to consistently offer more options with these machines,' concludes Mr Rudolph.

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



To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com



GERBER TECHNOLOGY REDEFINES MASS PRODUCTION WITH LAUNCH OF NEXT GENERATION CUTTING ROOM



AT ITS recent annual technology conference, Gerber Technology claimed that it is revolutionising the flexible materials processing industry with the launch of its end-to-end solution for mass production.

The connected platform features the new Atria digital cutting solution and the October 2020 release of AccuMark 2D and 3D, AccuNest and AccuPlan.

The Atria digital cutting room leverages Industry 4.0 and IoT to seamlessly integrate with Gerber's pattern-design, cut-planning and nesting solutions, which connects the entire mass production process from CAD to the cutting room.

Gerber's latest product releases are what the company says manufacturers need to succeed in the post-Covid world, by integrating data management, improving efficiencies, reducing material waste, optimising nesting and cutting production costs.

'We designed the Atria to be the most intelligent, integrated and high-performance cutter the mass-production market has ever seen,' says CCO at Gerber Technology, Lenny Marano.

'The "new normal" Covid era is a challenge for many manufacturers and requires them to be agile and innovative. The Atria is backed by Gerber's end-to-end solution that will allow companies to easily adapt and respond to consumer demands and market challenges,' says Mr Marano.

The Atria digital cutting room builds on the innovative spirit of Joseph Gerber, the company's founder and the pioneer behind the first automated cutting solution.

As one of the industry's smartest machines to date, the Atria

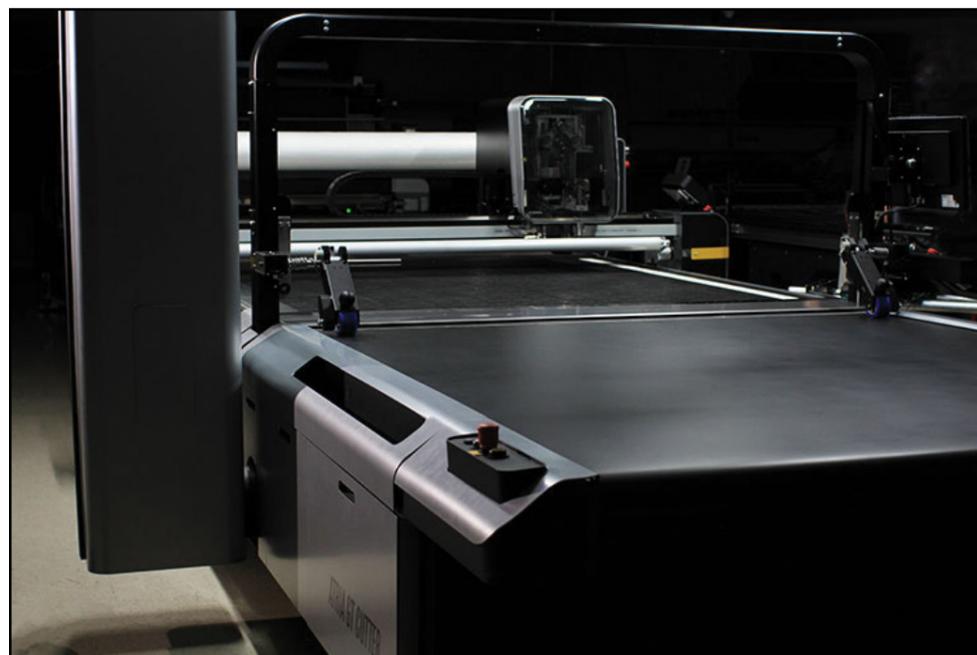
promises to transform mass production, by improving overall throughput by + 50 per cent, reducing consumable usage by over - 30 per cent and improving material yield by + 5 per cent, with zero-buffer cutting in many applications at full speed.

Gerber maintains that this intuitive solution will be a game changer for the furniture manufacturing market, as it utilises powerful algorithms to eliminate errors, reduce costs and ensure data integrity at every point in the process.

The Atria has already received high praise from early adopters, which have been testing and leveraging the advanced cutting room solutions for several months.

'The Atria's state-of-the-art control technology and intelligent sensors enable versatility and make it the perfect solution for a variety of markets, including furniture manufacturing,' concludes Mr Marano.

For further information visit www.gerbertechnology.com



To find all the latest news online go to www.industrialwoodworking.co.uk Email us at: bill.willowe@gmail.com

STAIRBOX – THE STAFFS STAIRCASE MANUFACTURER ATTRACTS FTSE BUYER

STAIRBOX – a leading manufacturer and distributor of bespoke wooden staircases – has been acquired by Grafton Group plc, the listed building materials distributor and DIY retailer.

Founded in 1994, StairBox, has experienced significant growth in recent years. Its success has been driven by the heritage of quality workmanship and future-focused investment, including the development of pioneering software to enable customers to easily and accurately design, visualise and price staircases online. StairBox reported revenue of £19.5m and adjusted operating profit of £6.1m for the year ended March 31 2020.

The strength of StairBox's operational expertise, team and a culture dedicated to continuous improvement was key to the deal. As such, StairBox chief executive office, Alex Hancock, will continue to lead the business and all employees will remain in their roles, ensuring business continuity and stability.

'These are exciting times for the whole team at StairBox. We have witnessed impressive growth over the past few years by investing in our business and providing the highest quality service and products to customers. There are so many benefits of linking up with Grafton, both in our operations, as well as in our aspirations for the team and the future,' says Mr Hancock.

'Grafton has a strong track record of investment in the Group and supporting management autonomy to achieve the best results. Our team, customers and supply chain

will benefit from being part of the Group, which shares our strong values,' he adds.

The deal could unlock international expansion for Stairbox, as Grafton Group plc's foot-print extends to Ireland and the Netherlands.

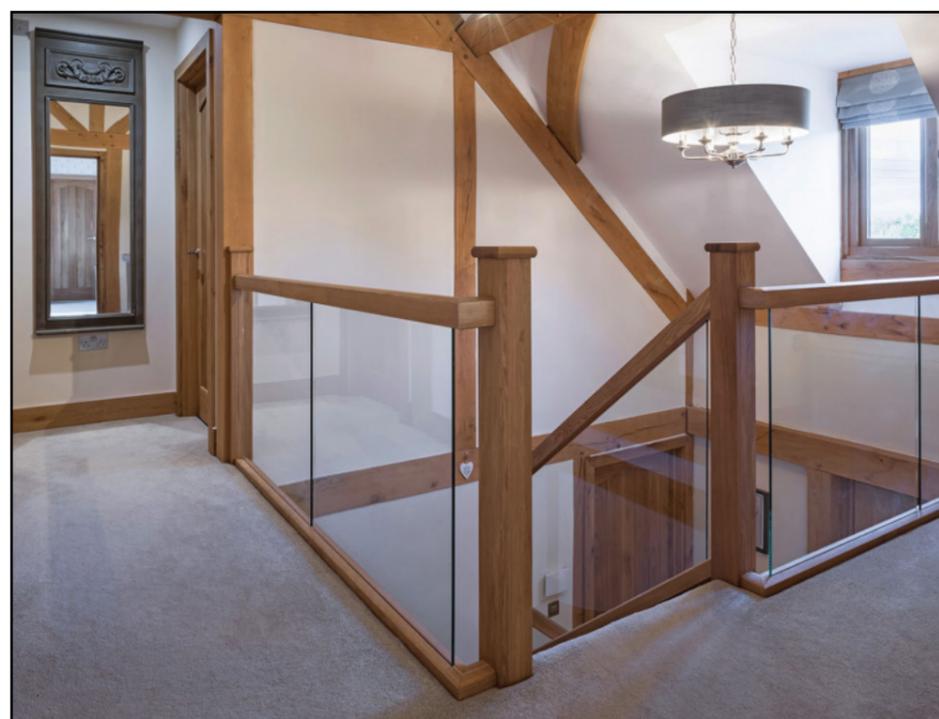
'StairBox is a dynamic manufacturing business with a best-in-class online solution at its core. It has an efficient production process, nationwide distribution and strong growth potential,' says chief executive officer of Grafton, Gavin Slark, commenting on the acquisition.

'The acquisition is in line with our strategy of acquiring specialist high quality businesses. We are delighted with this acquisition and the skills and experience that the management team will bring to the Group, under the leadership of Alex Hancock,' adds Mr Slark.

'As part of the Grafton Group, the size and scale of the opportunities for StairBox are significant. This deal is a real success story for Staffordshire, with a Midlands-based growth story attracting such a strategic investor. We look forward to seeing the team go on to even greater success in this next chapter,' says BDO M&A partner, Roger Buckley.

BDO is the most active M&A financial adviser – in the Midlands and in the UK – based on Experian's year-to-date rankings.

For further information visit www.stairbox.com or www.graftonplc.com



THE JOINERY NETWORK'S NEWLY LAUNCHED WEBSITE GOES LIVE

AS THE growth of The Joinery Network continues, a new website has been launched to support UK joinery manufacturers looking to manufacture PAS 24:2016 Document Q-ready timber windows and doors.

The new website has information on The Joinery Network's range of fully tested, accredited timber windows and doors.

'We launched the new website to make it easy for joinery manufacturers to see the range of fully tested timber windows and doors that are available, exclusively, for them,' says one of the founder directors of The Joinery Network, Owen Dare of O T Dare Joinery Consultants.

'There is also a great deal of information on which tests our product range has passed. With this information, joinery manufacturers can choose the products they need, obtain licences for each product against each test result and cascade the data to use as their own,' says Mr Dare.

'This transparency means that both big and small joiners, offering a full, or selective range, can fully comply with regulations without worrying about

falling foul of the Law in any way,' adds Mr Dare.

The new website comes after the launch of the exclusive Lignum range from The Joinery Network. Lignum is the first complete UK timber window and door system with full PAS 24:2016, Document Q, BS 6375: 1. Document L1B and

Document M certification, available to joinery manufacturers.

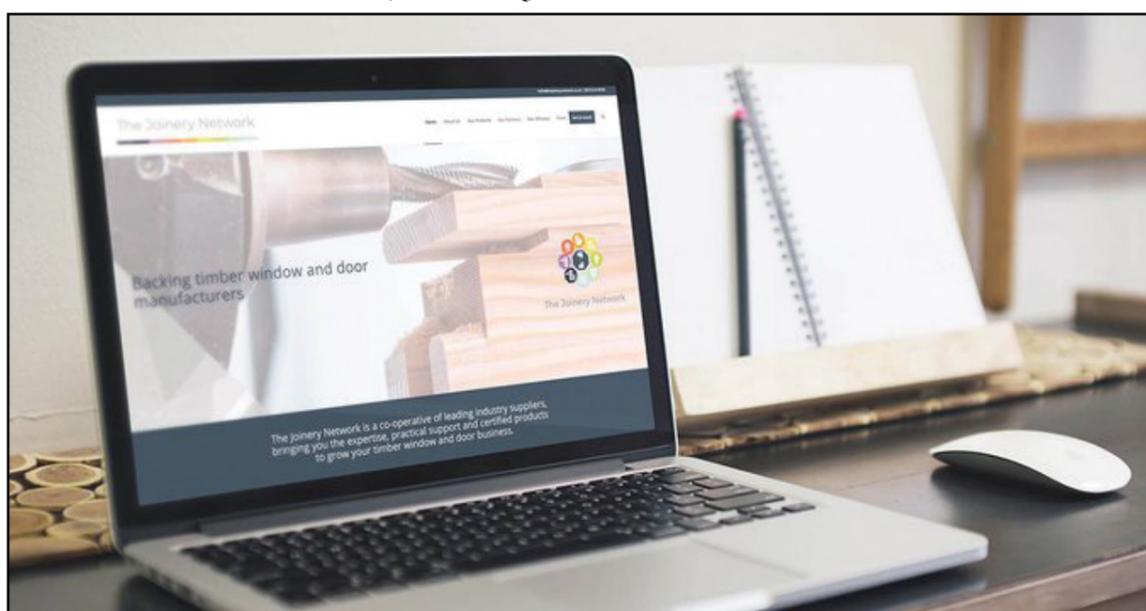
'Lignum is the exciting new window system for the timber window and door industry. Fully accredited and designed for UK homes, Lignum is perfect for joiners as a low-cost entry system through The Joinery Network licences,' says Mr Dare.

'They also don't have the expense of spending upwards of £60,000 on testing products themselves, as The Joinery Network has already made that investment. It's an easy way for joiners to show that their products comply with Building Regulations and win more sales,' says Mr Dare.

Joinery manufacturers can also find information on each of The Joinery Network's founder partners and affiliates.

'We've carefully selected our founder partners and affiliates to offer expertise through every step of the supply chain. Many of them offer exclusive benefits to The Joinery Network licence holders,' concludes Mr Dare.

For further information visit www.thejoinerynetwork.co.uk



To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

BLUM'S EASYSTICK IMPROVES PRECISION AND EFFICIENCY

DEVON-based Partridge Kitchens manufactures bespoke hand-made kitchen, bedroom and fitted bathroom furniture. Each project is made to order and tailored to fit each room precisely.

In order to help achieve the high standards necessary for this calibre of work, the company has invested in the requisite technology and systems to ensure accuracy and efficiency throughout the process.

Assessing the company's manufacturing set-up, managing director, Kevin Partridge outlines the company's progress in recent years:

'Following the purchase of a CNC machine a few years ago and a recent upgrade of our edge-bander, our carcass production increased with added precision – but it became clear that we needed a way to increase the speed and accuracy of our panel drilling.'

'We purchased a Blum Minipress back in 2010 to process the fascia's for hinges and drawer runners.'

'The interchangeable drilling heads represented a huge step up for us from using a customised pillar drill.'

'The Minipress has been brilliant for undertaking standard, or repeatable units. However, when it came to bespoke pieces, the drilling set-up has to be adjusted manually, which was proving to be inefficient.'

'We needed something that would allow us to match the precision of our fascia drilling with the precision of our CNC-manufactured carcasses – without the need for manual adjustments,' continues Kevin Partridge.

'When I was informed by my Blum contact, Ray House, that the company's Easystick upgrade was compatible with our current machine, I wanted to see it in action.'

'Fortunately, it was launched at the KBB show in March and, having seen it working, I could see the benefits of this upgrade – so an order was placed

through our Blum distributor, Daro,' explains Kevin.

Blum's Easystick is a recently introduced automatic stop system that makes it easy to set up drilling and insertion machines. It optimises the entire assembly process, giving fast and simple machine set-up and perfect results.

Drilling positions are calculated digitally, stops move automatically to the right position and you are shown the correct fixing positions step by step.

'The Easystick installation was to be delayed due to Covid-19, being installed in August 2020.'

'Despite having to maintain social distance, the installation process and training was carried out by Blum technicians very efficiently and smoothly,' continues Kevin.

The Easystick has three software programs within it; the first is manual adjustment, the second is for quickly drilling fronts and with the last you can design a whole cabinet in it.

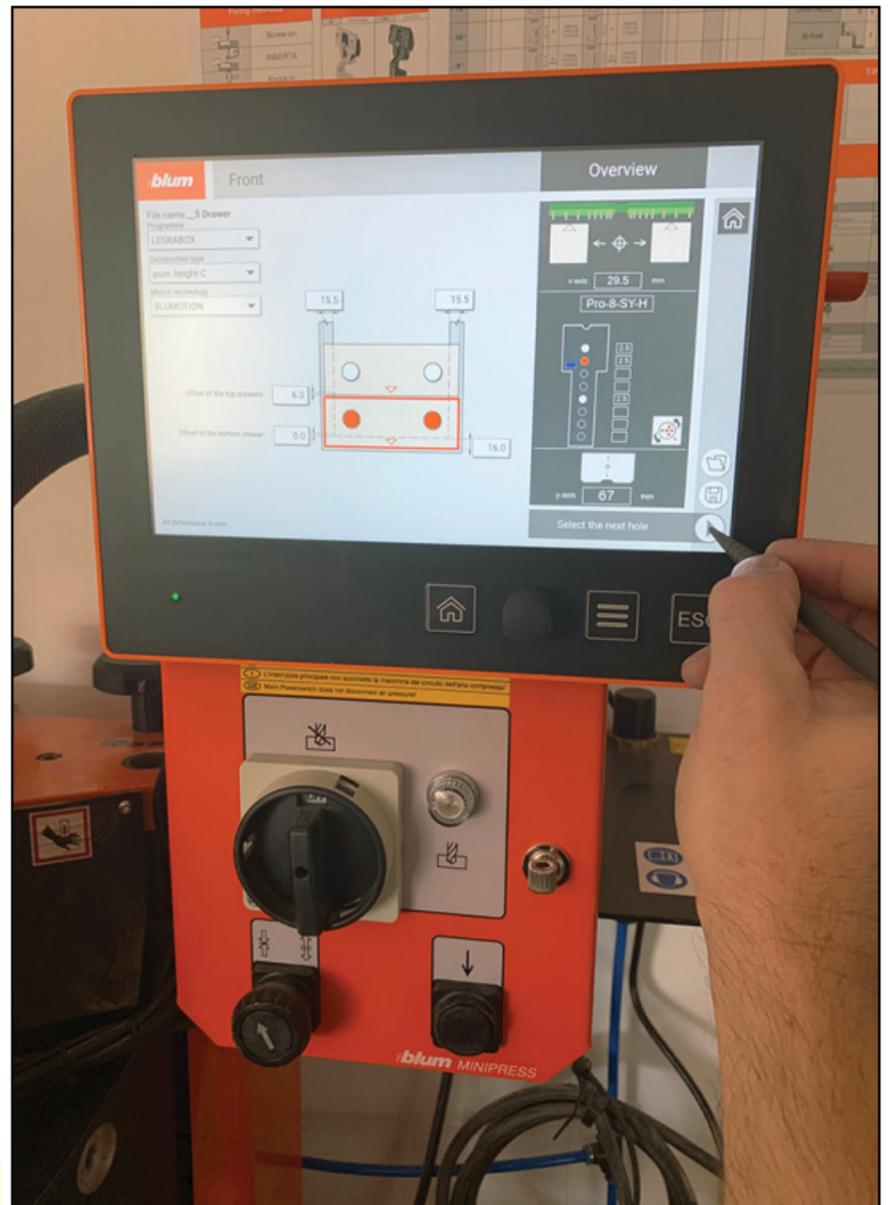
'Obviously, with any new machine there is a learning curve, especially with data input.'

'However we have already increased what we use this machine for and it has also allowed us to dispense with all the templates and jigs that we previously had to use,' explains Kevin.

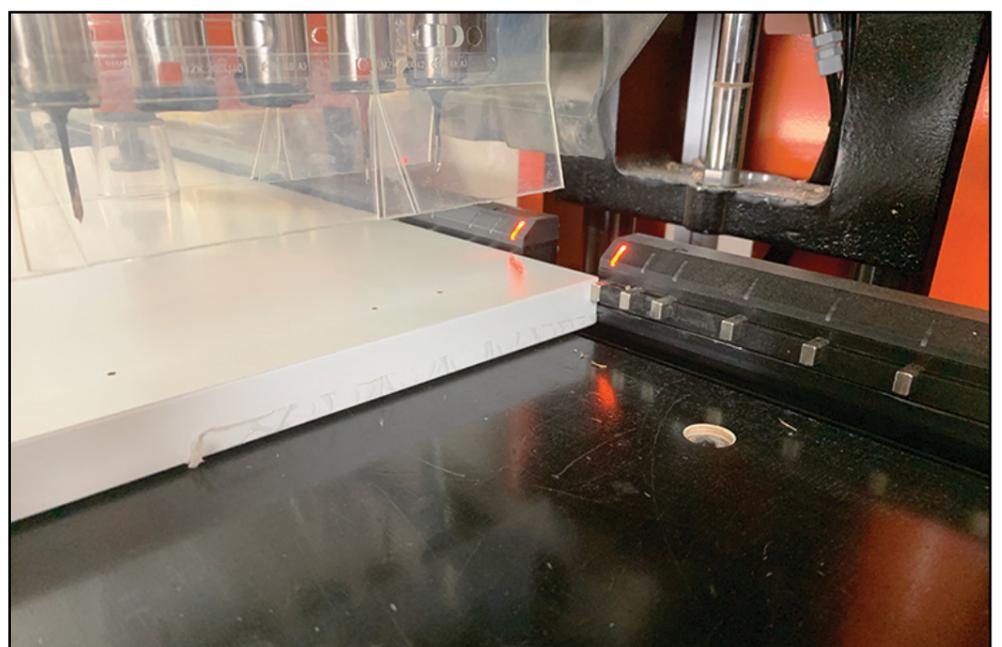
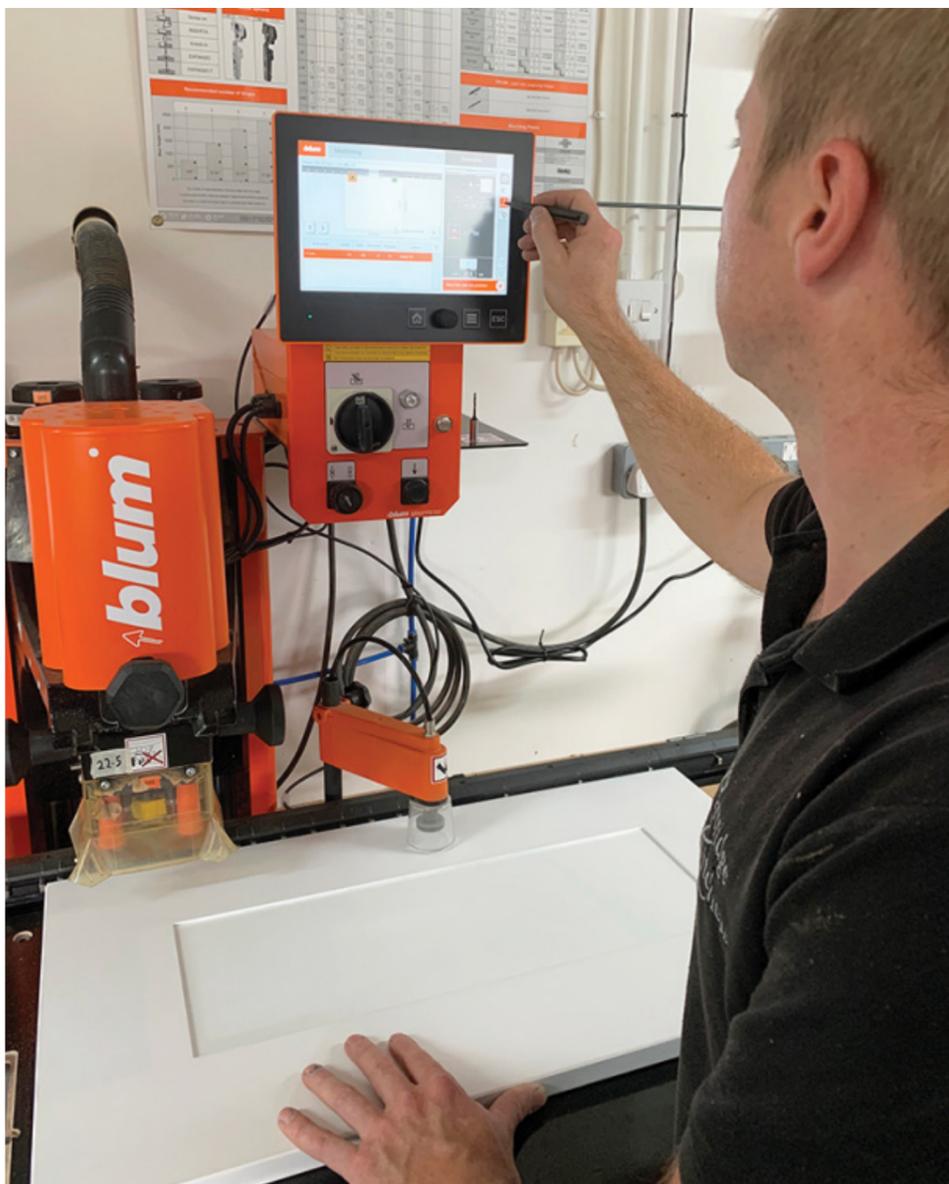
Minipress helps users install Blum fittings quickly and efficiently and Easystick adds a completely new dimension to installation and assembly: drilling positions are calculated digitally and the stops move automatically to the right position. Drilling is precise and there is no need for subsequent adjustments.

'The addition of Blum's Easystick has turned a 10-year old machine into a machine that is future-proof and one which complements the CNC, at a fraction of the price of buying a new machine.'

'I would heartily recommend this to anyone who is looking for more precision with frontal drilling,' concludes Kevin.



For further information tel Blum on 01908 285700. Visit www.blum.com



To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

SPACE-PLUG NOW GOES TRICOLOUR

SPACE-PLUG has now launched five new lines to the company's offering!

"Original Orange" the colour so instantly recognisable as the, "Handy Orange Doofer" remains, but has been joined by two new colours in the range, a "Brilliant White" and "Brilliant Black" for anywhere this diverse product can help!

This provides a fast, simple and professional solution for all kinds of furniture and all kinds of situations, to just about any tradesman.

Cliff Petit, Space-Plug's inventor and former fitter is delighted.

'A great relationship with our new manufacturer, "Masona Plastics", based in Whitesmith East Sussex, means that we can now perform small production runs in just about any colour we choose!' says Cliff.

'Adding both black and white plugs to the range means that Space-Plug's appeal becomes even wider now you can purchase appropriate colours for fixings that might remain slightly visible,' adds Cliff.

Both Space-Plug sizes, Regular for 30-50mm gaps and XL for 45-80mm gaps, are available now on Amazon in various guises to suit all needs.

'We have a mixed size bag of 4+4 in both black and white, as well as bags of 25 available,' says Cliff.

'We're also here and happy to help! Anybody who requires a bespoke volume is very welcome to get in touch with us via Space-Plug.com and we'll do our utmost to meet their requirements,' says Cliff.

Space-Plug can now help all kinds of trades and tradesmen will adore the simplicity of this diverse adjustable spacer fixing.

However, it's not limited to indoor use. Space-Plug is great for use outdoors too!

'I've been asked so many times for the new colours but, until now, production runs up have been prohibitive.

'I'm delighted that they have now arrived and even more people can benefit from Space-Plug simplicity,' says Cliff.

Users are urged to spread the word about this super handy, independent and British-made product to friends and colleagues. Space-Plug products are available on Amazon today!

For further information tel Space-Plug on 07901 553290. Visit www.space-plug.com



SPACE PLUG

THE KITCHEN FITTERS FRIEND

Fit Kitchens ... ?
Fed up faffing with L-brackets?

Now **There's** an Answer!

Space-Plug XL
for 45 - 80mm gaps

Space-Plug Regular
for 30 - 50mm gaps

Over
3.5 Million
Sold!

- FAST
- EASY
- PROFESSIONAL
- ACCURATE
- ADJUSTABLE
- FLEXIBLE
- ACCESSIBLE

Try them...
TODAY!

Visit www.space-plug.com or Call 07901-553290

2020 WAS THE YEAR THAT WE CONFIGURATION AS WELL AS

‘THE word “unprecedented” has become synonymous with the year 2020,’ says head of marketing at Häfele UK, Natalie Davenport.

‘Actually, that description doesn’t even scratch the surface. The past 12 months and the ramifications of Covid-19, have arguably been the single biggest challenge this sector – and many others – have ever faced and, hopefully, will ever face again.

‘We consider ourselves an agile business and one which can adapt to support our customers. So, it became obvious early into the pandemic that it was almost our duty to focus on services and products, which would make it easier for manufacturers and installers to get back to business as efficiently and as soon as possible,’ says Natalie.

‘We spoke to customers across the country to understand the new challenges they were facing in terms of new ways of working, costs, supply and demand and more.

‘Then we considered how we could bring together and refine some of our own services to make a real difference to their operations during those truly difficult days of early lockdown,’ says Natalie.

‘In response to the pandemic and our customers’ needs, we launched Häfele “Here to Help” - a dedicated package of support for our industry. The programme was designed to help installers, joiners and manufacturers to increase sales and enquiries, as well as deliver projects on time and to budget, despite the financial, operational and logistical challenges presented by the pandemic.



‘As well as offering price freezes on our products and extended free delivery, we also amalgamated several value-added services.

‘Our free-of-charge Lighting Design Service and “Häfele to Order” – our bespoke, made-to-order manufacturing service that allows customers to order personalised packed and assembled products for their project – were, and still are, on offer, along with a newly launched technical specification support programme for sliding door gear.

‘The ultimate aim was to give installers and manufacturers all the technical elements they needed to access the right hardware, materials and specification to support customers who needed to continue to work to keep up with orders and projects, by making our processes as efficient as possible.’

‘It transpires this was very much welcomed by the industry, because the demand was there and it continues to grow.

The lockdown forced home-owners to stay inside their properties and the result was that many started thinking of all the things they could do to improve their space.

‘The niggling parts of their homes, which they could live with when they weren’t confined to it 24 hours a day, were no longer niggles – they needed resolving. And with many having more disposable cash, due to a decrease in commuting, socialising and travelling, the most sensible option was to re-invest it into their home.

‘Order books started filling up quickly – some of our customers found themselves booked up well into 2021 as early as August 2020 and the trend hasn’t slowed since,’ confirms Natalie.

‘Despite very gloomy initial forecasts, the home improvement industry – and the kitchen sector particularly – has done better than expected.

‘This has been further supported by Government initiatives, which have ensured that the manufacturing and construction industries can continue to function, with them having acknowledged the key role both play in the rebuilding of the economy and job creation.

‘What’s been an interesting movement, is the increased focus on the configuration of internal spaces. It’s no longer enough to improve the face of a room – consumers are increasingly interested in using furniture, fixtures and fittings to make spaces work harder for them, today and into the future.

‘It’s partly because our homes became – without warning – much more multi-functional than they ever needed to be before, when we were told to immediately work, educate, exercise and socialise at home,’ points out Natalie.

‘As a result, the need for a dedicated home office space



or a larger property with a room that can be updated to create a more spacious office to work from every day, joiners are being called on to add value with really creative ideas.

‘Sliding doors, for example, are being used to break up and reconfigure existing rooms to give home-owners a dedicated working area without sacrificing space elsewhere in the home.

‘Meanwhile, multi-functional fittings, such as table top swivel fittings – which double up as a sideboard and L-shaped workstation – are being fitted to create temporary desks, which are also useful for other residents outside of working hours.

‘There has also been an increased focus on storage within properties, with installers being tasked to create useful areas in



became – and still is – a pressing issue for much of the UK’s working population.

‘The dining table was a fine temporary measure, but people quickly became tired of sore backs, disturbed video calls and a lack of distinction between the work and home environment.

‘In turn, joiners saw, and are still seeing, an upsurge in requests for clever adaptations to rooms that help create the perfect office area, whatever foot-print is available.

‘Whether it’s a home that’s restricted on space, one where a worker needs a dedicated area for a day, or two a week,

formerly “dead space” within homes, to prevent a build-up of clutter, which comes naturally with more people being at home, for more hours of a day.

‘Additionally, home-owners on a budget have been hiring installers to make small changes, which spruce up a space and give it a new lease of life to improve their mental well-being. As well as a lick of paint, they’re changing door handles, replacing worktops, updating hinges and retro-fitting lighting to their furniture to complete low-cost upgrades.

Traditionally lighting has been an area that joiners steer away from, but thanks to innovation in this area – and a new willingness from tradespeople to add new strings to their bow to keep their order book full – it’s becoming easier to provide.

‘This year has seen three life-changing things take place – a major climate emergency, social and economic rising and, of course, the pandemic. In combination, they have given us the ability to slow down and think about the things we want in our life. Humans are very adaptable creatures – we can change easily, but we don’t necessarily like doing so,’ explains Natalie.

WITNESSED SOME CREATIVE UNPRECEDENTED UPGRADES

Looking forward to next year, Natalie says:

'For Häfele, a major focus in 2021 will be continuing to empower installers, joiners and manufacturers to help their customers achieve the changes they want to make in their homes.

'The pandemic has re-inforced how we all live in unique circumstances – no-one's life is the same and, therefore, everyone needs different things from their properties.

'Products and services which enable that will continue to be in demand in 2021, especially as so many businesses have committed to permitting home working for an extended period of time – even if that goes beyond an effective Covid-19 vaccine being developed and made available across society.

'For Häfele, collaboration, being adaptive and putting our customers first has never been more important. As the long-term impact of Covid-19 continues to emerge into 2021, we're committed to working with manufacturers and installers to understand what we can bring the market to support them – because whether it's technical, specification, or design support, we want to be a true extension of their team.

'Just as, in the same way, consumers need joiners and installers to be part of their team – they want their homes to bring joy and we'll be doing everything we can to make the manufacturing industry central to that,' concludes Natalie.



For further information tel Häfele on 0800 171 2909. Visit www.hafele.co.uk

QUICKFIT TL5 DOWELS COMBINE VERSATILITY WITH PERFORMANCE

THE new and innovative Quickfit TL5 Full Metal Jacket dowels from cabinet hardware expert, Titus provide strong, reliable joints in all types of wooden materials, including MDF, chipboard and solid wood.

This means that it is no longer necessary to use different dowels for different materials, or to re-inforce joints by adding supplementary wooden dowels.

In addition, the new dowels – which are part of the Titus "Engineered for Your Kitchen" programme – offer fast, tool-free insertion, reducing assembly time by up to -50 per cent for home-assembled furniture.

Alternatively, for maximum efficiency in volume production applications, they can be inserted automatically using Titus FastFit machines.

Quickfit TL5 dowels, which are used in conjunction with Titus Cam5000 cams, incorporate an expanding steel sleeve that provides high resistance to torsion and pull-out.

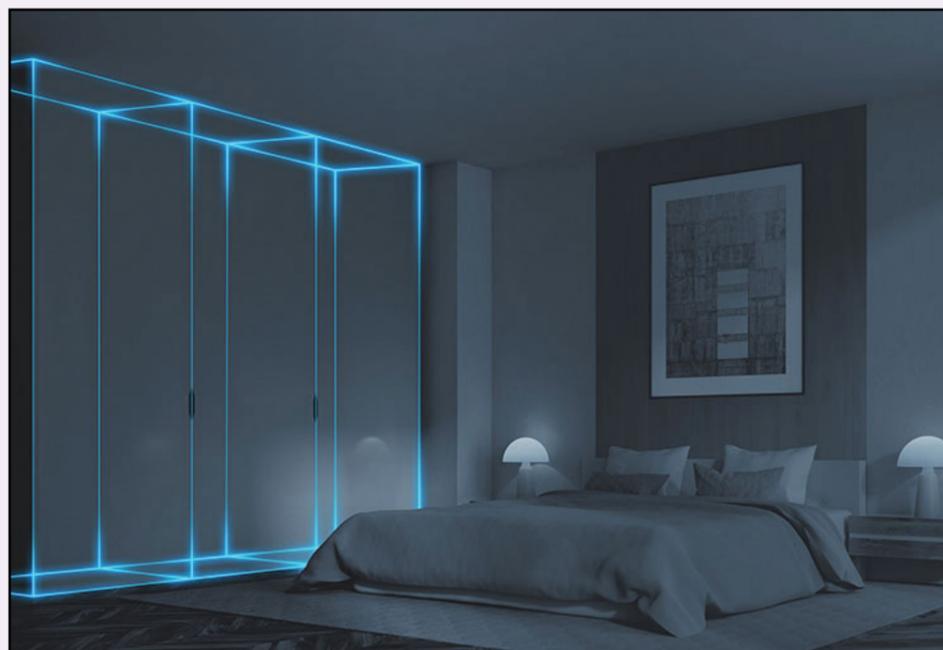
This ensures rigid furniture construction, with complete freedom from the tendency for joints to loosen over time. Furniture using

the dowels can also be disassembled and re-assembled repeatedly without compromising joint integrity.

The dowels are designed for insertion into a 5mm hole and, on insertion, they positively and reliably engage with the hole, greatly simplifying subsequent assembly steps. When edge-inserted, the dowels immediately engage with the cam and remain securely positioned until the cam is tightened.

A further key feature is that the special design of the dowel head adopted for these innovative and time-saving products means that the performance of Quickfit TL5 dowels is unaffected by edge-to-hole-centre (ETHC) tolerances of up to ± 1 mm. Therefore, they easily accommodate not only drilling inconsistencies, but also the natural movement of wooden panels.

The dowels can be supplied in versions to suit ETHC dimensions of 24mm and 34mm. The required hole diameter for the face board is 5mm and for the edge board 8mm. The minimum hole depth in the face board is 12.5mm.



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



To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

HOTEL CONVERSION MAKES THE NEWS HEADLINES WITH ALPHACAM

Holz-Her says that Alphacam is the industry “Go-To” CAM package

A BESPOKE traditional joinery company operating at the high end of the woodworking market has recently been involved in a major conversion project, turning the former offices of the Coventry Telegraph newspaper into a luxury 1970s themed hotel.

LOL Summers Joinery Ltd's work on the conversion included slotted headboards, panelling, bedside tables and wardrobes in 88 bedrooms, along with seating in 10 areas and fittings for two bars and reception desks.

It is one of three companies in the woodworking industry owned by Lee Summers. The others are RHA Production, focusing more on fitted furniture and 5-Axis Routing Ltd, which serves the CNC requirements of the other two, as well as standing alone as an independent sub-contractor.

‘We provide bespoke, high end traditional joinery and have worked with universities and schools. We’ve also manufactured shop fronts for supermarket chains, such as Tesco, the Co-Op, and Sainsburys all over the country,’ says Lee Summers.

Whilst Summers Joinery was contracted for the hotel conversion, 5-Axis Routing provided all CNC aspects for their component parts and drawing elements for approval.

As the name of his CNC company suggests, Lee Summers believes wholeheartedly in the huge benefits of five-axis routing, compared to three-axis.

All the company's machined components are cut on a Holz-Her Dynestic router, with a 2.2m x 4.6m bed and in- and out-feed tables, programmed with Alphacam Ultimate software.

‘That combination gives us the ability to perform a variety of work without the need for specialist cutters. We produce key, high end, complex shapes, accurately machined in the shortest possible time. So, we're not looking to put ourselves in the same sector as the three-axis market,’ says Lee.

‘Alphacam is geared up for the ultimate bespoke manufacturer, which is us. Without it, we couldn't do what we do,’ says Lee.

‘We started by using it for just a few hours every



couple of days. Now it's completely integrated into our processes and we work with it nine, or ten hours every day,’ he adds.

‘Prior to investing in Alphacam, we programmed the router with its proprietary software, which is excellent at what it does, but was too simplistic for our bespoke needs,’ explains Lee.

The company has an experienced Alphacam programmer in Alex McCann, who uses its Automation Manager function to work on solid models from Autodesk Inventor and to automate processes through its range of advanced tools, including machining styles.

In a conventional CAM system, each file would be processed individually by inserting the file, extracting the features, applying tool directions and tool-paths, saving the file and NC code and then generating the required reports.

Automation Manager carries out those repetitive tasks automatically. 2D and 3D Cad files, along with solid models from third party software, are batch processed, from file preparation right through to applying tool-paths, with NC code being generated automatically.

Lee Summers' points, both about five-axis cutting and Alphacam, are shared by National Sales Manager for Holz-Her UK, Paul Nightingale.

‘Five-axis machining offers a world of possibilities – it returns a robust, flexible, direct driven head with no need for aggregates.

‘It saves on time, because it's easier than programming for aggregate use. In addition, as well as requiring fewer cutting tools, tool life can be extended, depending on the operation,’ he says.

He says that the key for coming up with the correct package for 5-Axis Routing Ltd was to understand their aspirations and their “pain”.

‘We're not just selling a machine tool. We're providing a complete solution, including software, training and service back-up to remove the company's pain and challenges and to deliver their goals in terms of quality, productivity, longevity, reliability and a return on the investment,’ he says.

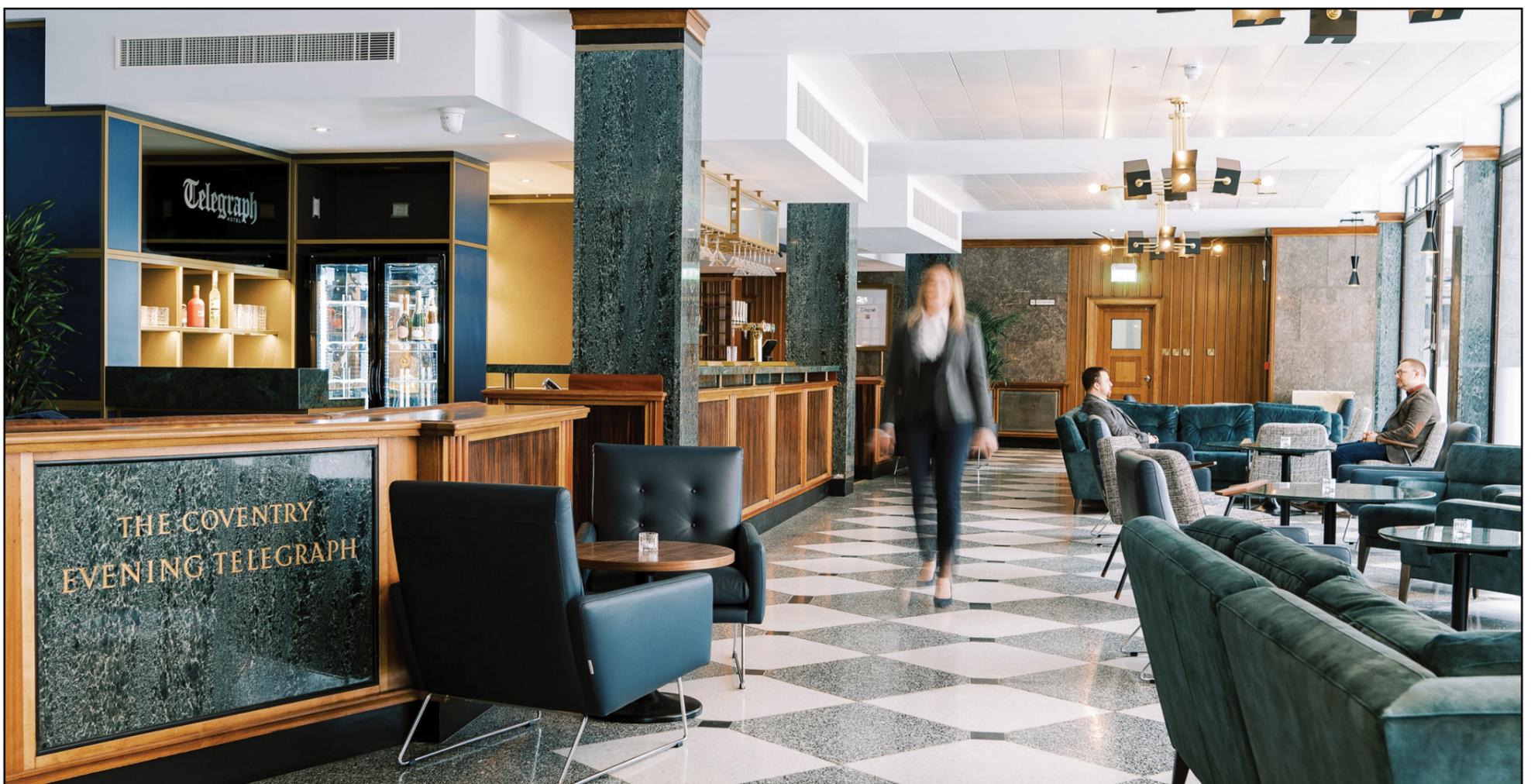
In Lee Summers' case, those challenges had been customers demanding higher quality parts with increasingly faster turnaround times.

The issue had been whether they needed a pod and rail machine, or flat bed. Working collaboratively with Lee Summers, he established that the Dynestic flat bed was the perfect solution for enhancing productivity to their simplified production process, whilst completely maintaining their high level of creativity.

‘Being the “Go-To” CAM package for the industry, Alphacam is the perfect CAM system to drive it. The software is extremely stable and exceptionally powerful.

‘It works seamlessly with our open architecture, NC-HOPS. It fits perfectly with the synergy of top quality machine and personnel at Summers Joinery,’ he concludes.

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



To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

ISSUE 22 OUT NOW!

Kitchen Maker

Issue 22

Online



**LIGHT, BRIGHT
AND WHITE**

**IF YOU WISH TO VIEW ALL PREVIOUS
ISSUES OF KITCHEN MAKER TO DATE
VISIT THE MAGAZINE'S WEBSITE:
www.kitchen-maker.co.uk**

PALAMATIC'S VIEW OF 2020 & 2021

BEING Chesterfield-based, Palamatic is ideally located for distribution of its lifting and handling product to all parts of the UK and overseas.

The company employs over 50 local people in a wide range of roles covering sales and marketing, design and project engineering, production and aftersales services.

With 35 years' experience, Palamatic is an expert in all areas of lifting and handling solutions including vacuum tube lifting systems, support gantries, automatic sack-opening machinery and bespoke handling solutions for all manufacturing industries. The company also keeps a stock of spare parts for standard systems.

Palamatic's experienced staff are there to help at all stages, providing an end-to-end service, from sales enquiry through to aftersales services.

Over the years, Palamatic has built up strong relationships with a team of distributors all over the world, which represent the extensive range of products to their own customers.

'We bring the best we have to the table, inviting our experienced global partners to input into design,' explains Palamatic's managing director, Melanie Archbould.

'We take advice and guidance from our fantastic supply chain team and, most importantly, we always involve the customer and their operators along the way – both at their site and at our test plan facility.

'Palamatic has been built on strong family foundations – led by the founders' daughter who upholds these principles – whilst operating in a 21st century style. People are at the heart of everything Palamatic does – employees and their families, suppliers and customers.

'Palamatic is not one of the "big" material handling equipment suppliers, but this is used to our advantage consistently. It means that we can remain focused on developing new, unique and much-needed product solutions every year.

Mirroring companies in all sectors, 2020 has been a year of challenges, beginning with the uncertainty of Brexit and then the huge impact of Covid-19 on business and employees.

'During this time, we have constantly reviewed and refreshed our working procedures to meet regulations,' says Melanie.

'We are very proud of our fantastic team, who have kept employees and visitors safe, whilst continuing to produce and service and keep customer equipment running throughout such a demanding time.

'As a global supplier with a US office and distributors in all continents, we have constant contact with our customers in the UK and around the world.

'Over the Covid period, we have had daily communication where we have been able to check how people are managing – both from a business perspective and personally.

'The period has introduced a new version of working, which we have embraced and will continue to use going forward in many areas.

'Team meetings have taken over from face-to-face and, where site sales visits haven't been possible, we have worked with customers using a telephone, or other device that could show their working areas in order to provide quotations. In many ways, it has brought everyone closer together.

'Our business supplying the woodworking industry has continued to be very busy. Many customers have had to increase

their production to meet new demands and have required lifting systems to make this possible.

'Upturns in applications have been for customers supplying to hospitals, schools and universities, helping businesses create new office layouts, and the increase in demand for house renovations.

'During 2020, we have worked hard on a new website – available online now – and we are also implementing a new customer service system, which will be available soon, giving our customers with instant access to service, spare parts and manuals and ongoing recruitment and partnerships,' explains Palamatic's managing director, Melanie Archbould.

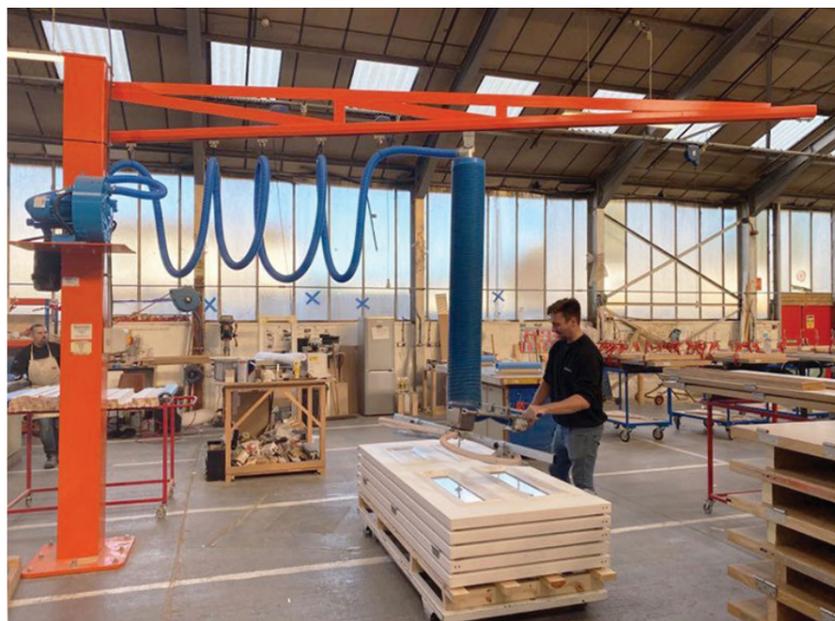
'We are strong believers in the apprenticeship scheme, with two having started in September and training at the AMRC centre in Rotherham.

'We also have a hefty recruitment drive to grow our team of engineers, fabrication and assembly fitters, which will help us grow the company and continue to offer our customers the personal service we pride ourselves on delivering.

'In terms of products, we never stop developing new product so, looking forward to 2021, we already have plans for our mobile range of lifting systems, cleanroom and also ATEX designs to suit dusty environments and we are expanding production of our Uni-LITE range of systems for end-of-line, pick-and-place applications.

'Overall, we are very optimistic about the future of the company going into the new year,' concludes Melanie.

For further information tel Palamatic on 01246 452054. Visit www.palamatic.com



VECOPLAN INVESTS MILLIONS & SUCCEEDS - DESPITE COVID-19

THE consequences of Covid-19 are very serious, presenting many companies with major challenges in 2020.

However, Vecoplan AG has been able to continue with its successful development.

The business of this leading supplier of machines and systems that shred, convey and process primary and secondary raw materials in the production and materials cycle, is currently running as profitably as in the previous year – and after the first half of the year, revenue was even at the previous year's level, providing reason enough to continue to invest in production modernisation and personnel.



Vecoplan's VHZ wood shredder is a durable and robust shredding solution designed for the wood processing industry.

'Despite Covid-19, our business is still very stable, since we're working through a high backlog of orders. One reason for these orders is our development offensive and the resulting product launches of recent months,' says chief executive officer of the Vecoplan Group, Werner Berens.

Having listened to the market as always, the future-oriented company from Germany's Westerwald region developed and marketed machines to match demands.

These new developments have expanded Vecoplan's product portfolio, enabling the company to provide its customers with comprehensive support, even in very difficult applications. This, in turn, leads to a continuously high number of requests.

'However, there will be a time lag in the recovery of incoming orders, because although the demand for Vecoplan machines is enormous, many companies are taking their time over final investment decisions, due to the uncertainty of the current economic situation,' says chief financial officer of the Vecoplan Group, Michael Lambert.

The company's goal of increasing added value for its customers, as well as the strong demand for its products, were key factors in Vecoplan's decision to invest several million euros in the further



Michael Lambert expects markets to fully recover – and says that this is why Vecoplan continues to invest in training.

modernisation of its production, even in these difficult times.

The company intends to use this investment to build up capacities and optimise processes.

Vecoplan will invest the lion's share of the capital in the production of shredding technology and around a third of it in conveying and storage technology.

The subsidiary in North Carolina, US, has already invested around 10 per cent for the mobile shredding business.

'Thanks to these investments, we can continue to meet the demands of the various markets,' says Werner.

Since the outbreak of the pandemic, Vecoplan has been able to avoid measures, such as short-time work, job cuts and shutdowns.

'We still expect the markets to fully recover, so we're continuing to invest in the training and further education of our employees – and we'll even be greatly expanding our workforce,' says Michael.

The Westerwald company has also strengthened its service division in recent months, with the addition of 10 new employees.



According to Vecoplan's chief executive officer, Werner Berens, despite Covid-19, his company's business remains stable.

For further information visit www.vecoplan.com

To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

HEXAGON SOFTWARE HELPS WOODWORKERS DELIVER DESIGNER HANDLELESS CABINETS AND HELPS THEM ADAPT TO THE FUTURE

Software suite makes it easier for anyone to produce cabinets with shadowline finishes, streamlines door production and grows with woodworkers' needs.

NEW software from Hexagon's Manufacturing Intelligence division enables cabinet makers and fitters to efficiently meet growing global demand for sleek and modern handle-less cabinetry.

Building on 37 years of successful use by global woodworkers, the software has now been re-structured to make it easier and more cost effective for cabinet makers to start small and grow by only using the functionality they need.

Especially popular in Australia and Europe, the streamlined look and feel of handle-less cabinetry can be a significant challenge to produce efficiently using traditional construction methods. In the absence of handles or knobs, handle-less cabinets must be built with recessed channels to ensure that doors and drawers are easy to open.

Designed to help woodworkers transition quickly from design

to production, the Cabinet Vision 2021 design-to-manufacturing suite simplifies the process of constructing handle-less (also known as shadowline) cabinets for any job.

This new capability is now available to all Cabinet Vision users, helping woodworkers respond to the current design trend, whilst remaining competitive and better able to retain and win business.

Cabinet-door production comprises a significant portion of cabinetry work and many cabinet shops maintain libraries of thousands of cabinet-door styles, making the task of finding and re-using door designs frustrating and time consuming.

In response to this common challenge, a new Door Manager has been introduced. This enables users to manage all activities related to door production efficiently by maintaining a dynamic door database.

Hexagon has re-structured its software, so that customers can build the design-to-manufacturing solution they need to meet the immediate demands of their business, eliminate the purchase of functions that are not required and to achieve significant cost savings.

Users begin by choosing to specialize in either cabinets, or closets, which ensures that they receive the industry-specific tools needed for taking projects from engineering through to production. They can then build highly customised solutions by adding the tools they need to fulfil their broader business needs. Dubbed "multipliers," these tools build upon, or multiply, the power of the

core industry tools used in the business.

'We have re-imagined our suite to make it easier for new cabinet makers to get started and larger manufacturers to grow efficiently. When starting out, a new shop owner can simply pay for the core production elements they need, then build those capabilities, as they diversify and grow,' says product manager for Cabinet Vision, Chip Martin.

'Meanwhile, larger sites can simply provide access to their staff based on their role – for example CAD drawings, or 3D rendered walkthroughs for their design and salespeople,' continues Mr Martin.

'We're putting customers' needs first, so that new and established businesses benefit equally from access to our high quality tools and new capabilities, such as the updated door manager and shadowline support,' says Mr Martin.

Available multipliers include xRendering, which offers photo-realistic rendering capabilities essential for sales opportunities and presentations and xMachining, which includes the Screen-to-Machine™ solution used to produce the NC code that programs machines for production.

Using Screen-to-Machine, NC code is generated for completed project designs with a few clicks of a mouse and that code is sent to the CNC machinery that will cut the parts.

The new software architecture is of significant benefit for users in need of two, or more licenses. The flexibility to build custom solutions is especially helpful if two, or more employees use the software for different functions and acquiring identical licenses would not be cost effective.

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



INTRODUCING MAKITA'S THIRD GENERATION OF ACCESSORIES

MAKITA UK has launched a new and improved collection of belts and pouches to its extensive and popular range of accessories. The newly designed range makes it even easier for tradespeople to safely and easily store and transport their tools and accessories.

The collection includes belts, braces, pouches, holders, bags, cases, gear and equipment – all of which offer the durability and reliability needed for everyday use.

It is important for tradespeople to have easy access to their tools wherever they are on-site to ensure that they are equipped for the job in hand.

Makita's new and improved range of belts, bags and pouches means that users can safely and securely transport tools to and from the van and around the work area. Each product in the range has been designed for longevity and durability, as well as for ease of use and comfort.

With over 40 products in the range, Makita has a solution to suit every task; the pouches and holsters are available in a range of designs, depending on the end use. Each has the benefit of anti-slip technology, which is used on all friction points and pocket edges to tightly grip tools, stopping them from sliding around and keeping them securely in place to help prevent accidental falls. This is also ideal for those working in awkward positions, where they need both hands free.

Due to its rigidity, anti-slip technology also helps to extend the lifespan of the item by allowing it to retain its shape. All belts and pouches are inclusive of 3L Technology, a unique three-layer combination of polyesters and foam, to provide

additional cushioning and improve user comfort.

For ease of use, Makita's innovative strap belt system allows users to effortlessly connect Makita belts, or shoulder straps to pouches, holders, bags and cases for trouble free carrying.

The belt loop holders (which are compatible with all Makita work belts) can also be used to hang anything with a carabiner - their light weight, flexibility and strength make them suitable for carrying a wide range of products.

In addition, a heavy load support system has been incorporated into products, such as the ultimate padded braces, which work by distributing the weight between the waist and shoulders to reduce hip and lower back pain – thereby reducing fatigue on these areas and allowing users to continue to work in comfort for longer.

In order to store tools easily, almost all of Makita's bags, pouches and holders include elastic loops that can be used to organise tools and essential items, keeping them secure during transportation.

In addition, the innovative tool loops system, which is available in the new tool cases, allows the user to store numerous tools without having to make any adjustments. The system can hold a wide variety of tools thanks to a combination of loop sizes, with a single, or twin row formation to maximise capacity.

Makita's new tool cases also give users the flexibility to customise the internal compartments using the new rail guide system – providing the most perfect combination of plastic side

rails and light separating walls that it is possible to achieve.

In order to complete the range, Makita has also launched a range of handy additional accessories – including smartphone holders, flasks, a work vest with adjustable pockets, knee pads, a guide rail protective holder, lunch bags and a thermal mug,' says assistant product manager, Lyndsey Bailey.

'Makita has designed each product with its end user in mind and has introduced a number of new technologies and innovative features to guarantee suitability. These fantastic new products offer users increased comfort, ease of use, flexibility and reliability,' she concludes.

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



To find all the latest news online go to www.industrialwoodworking.co.uk

Email us at: bill.willowe@gmail.com

WOOD WASTE TECHNOLOGY HELPS ANOTHER EXHIBITION COMPANY TO REDUCE ITS CARBON FOOT-PRINT AS WELL AS HELPING TO SAVE MONEY AT THE SAME TIME

A CHESHIRE exhibition company has purchased a wood waste heater from Wood Waste Technology as part of reviewing its sustainability policy and recognised that it could reduce its carbon foot-print, whilst saving money on waste disposal costs and obtaining heating for its large workshop/warehouse in the process.

Established in 1985, Aboveline specialises in the design, manufacture and installation of bespoke exhibition stands and three-dimensional marketing structures. The business needed a sustainable solution for all the timber, MDF and other wood waste that was generated as a result of its manufacturing process.

When evaluating its sustainability policy, Aboveline researched the benefits of a wood waste heater and saw it to be an effective means of reducing its carbon foot-print with the addition of financial benefits by reducing its operating costs.

As well as the environmental advantages, the wood waste system also provides heating, as Aboveline's workshop had no permanent source of heating, so portable heaters had to be used during the colder months, which were expensive to run.

After speaking with Wood Waste Technology, the company ordered a WT15 wood waste heater that was installed by Wood Waste Technology's dedicated engineers earlier this year.

'We're delighted with our new wood waste heater and wish we'd bought one years ago. The heater helps us to

be greener, leaner and to operate more efficiently. Our cost-savings will obviously continue to increase once the investment is paid off and we're still continuing to receive the on-going benefits,' says operations manager, Leon Smith.

'We're pleased that Aboveline Ltd is benefitting from its investment in a wood waste burner. We're finding many exhibition companies are looking at biomass solutions, due to the amount of waste wood that is generated in that industry. Aboveline will soon pay back its investment with the money saved on waste disposal and heating,' says managing director of Wood Waste Technology, Kurt Cockcroft.

Wood Waste Technology offers a full range of wood waste heaters, from small hand-fired units to larger fully automatic systems and offers site survey and design, as well as manufacture, installation and on-going maintenance. The company also services all types of wood waste heaters and supplies genuine spares up to 60 per cent cheaper than other suppliers.

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

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



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



RHI Approved



MAWERA UK LIMITED
PO.Box 5581
Lichfield
Staffordshire
WS14 4FS UK
TEL: +44 1543258844
FAX: +44 8452801955
Email: info@mawera.co.uk
WEB: www.mawera.co.uk



Wood Fired Boilers from 110kW to 13000kW




....energy from wood