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# INDUSTRIAL WOODWORKING & PANEL PROCESSING

Distributed throughout the UK and Ireland

MAY 2021

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## REDUCING PRODUCTION DEADLINES

IN ORDER to standardise and increase production Benzenberg Cabinets of Summerville in South Carolina USA has invested in the Cabinet Vision screen-to-machine (S2M) centre, helping the American company to remain competitive, as it embraces technologies that boost efficiency without sacrificing craftsmanship.

Benzenberg works directly with home-owners, architects and interior designers and offers comprehensive design services — including architectural shop drawings and 3D renderings produced with Cabinet Vision, which comes from the Hexagon Manufacturing Intelligence stable.

'We're able to offer our customers high quality and any custom products that they could want,' says general manager of Benzenberg Cabinets, Ed Benzenberg.

'With Cabinet Vision we probably save, on average, four days per job for an average-sized project — and that's just in office time,' says Ed Benzenberg.

For the full story, please turn to Pages 2 & 3 of this issue.



## SETTING THE STANDARD

MAKITA has expanded its high performance 40VMax XGT range with the launch of a selection of new tools, including the company's first twin 40VMax (80VMax) machines.

The new additions all feature Makita's high efficiency brushless motors.

### Combi drill, brad nailer and circular saws

Makita has launched a brushless combi drill, brushless brad nailer and two brushless circular saws all of which utilise the powerful 40VMax XGT battery system.

The versatile HP002GZ 40VMax XGT brushless combi drill has a mechanical two-speed control (high and low), a variable speed trigger and 21 torque settings for full user control.

The new 40VMax XGT brushless brad nailer 18Ga (FN001G) has a slim nose for improved access when fixing in restricted areas, ergonomic design and will drive up to 5000 nails on a single 2.5Ah battery charge.

In addition, there are the new RS001GZ and RS002GZ are 40VMax brushless circular saws with 185mm and 260mm blades respectively. Both offer a comparable performance to the equivalent corded tool and the rear handle design makes them ideal for ripping down sheet materials.



To find all the latest news online go to [www.industrialwoodworking.co.uk](http://www.industrialwoodworking.co.uk)

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## MEETING THE CHALLENGE

'THE adhesives sector has faced (and, indeed, continues to face) many challenges during these difficult times,' says Kenyon's UK sales manager, James Hamilton (pictured right).

With Covid-19 and lockdown, raw materials in short supply, several suppliers declaring force majeure, shortages of ships, containers and trailers and price increases filtering down the supply chains and, of course, the massive logistical problems imposed on companies by Brexit, many companies are struggling.

'We all understand that production lines rely on delivery dates, which has been highlighted again recently by the impacts of Brexit and Covid-19 and increases in production demands,' he adds.

These may be turbulent times, with choppy waters ahead but, nonetheless, Kenyon says it is in a prime position to deliver ...

Read over the adhesives specialist is managing to do just that by turning to Page 11 of this issue.



## WOODWORKING MACHINERY

### Introducing the NEW ATACAM CNC Routers

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# CABINET VISION HELPING TO TIMES AT BENZENBERG BY

## ... and Alphacam helps to tackle complex shapes and profiles.

WHILE technology has advanced dramatically over the past century, the demand for quality woodworking products has remained unchanged. For 100-year-old Benzenberg Cabinets of Summerville in South Carolina USA, the need to remain competitive has meant embracing technologies that boost efficiency without sacrificing craftsmanship.

'We're able to offer our customers high quality and any custom products that they could want,' says general manager of Benzenberg Cabinets, Ed Benzenberg.

'We have undertaken a good number of creative projects — ranging from yacht interiors to motorised beds, televisions and spice racks. We never compromise in quality and design,' says Ed.

In order to standardise and increase production the company invested in the Cabinet Vision screen-to-machine (S2M) centre.

Benzenberg works directly with home-owners, architects and interior designers and offers comprehensive design services — including architectural shop drawings and 3D renderings produced with Cabinet Vision, which comes from the highly

renowned Hexagon Manufacturing Intelligence stable.

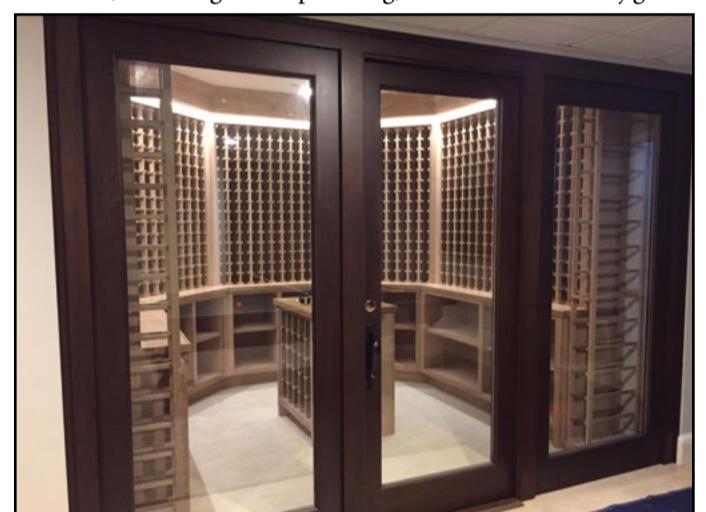
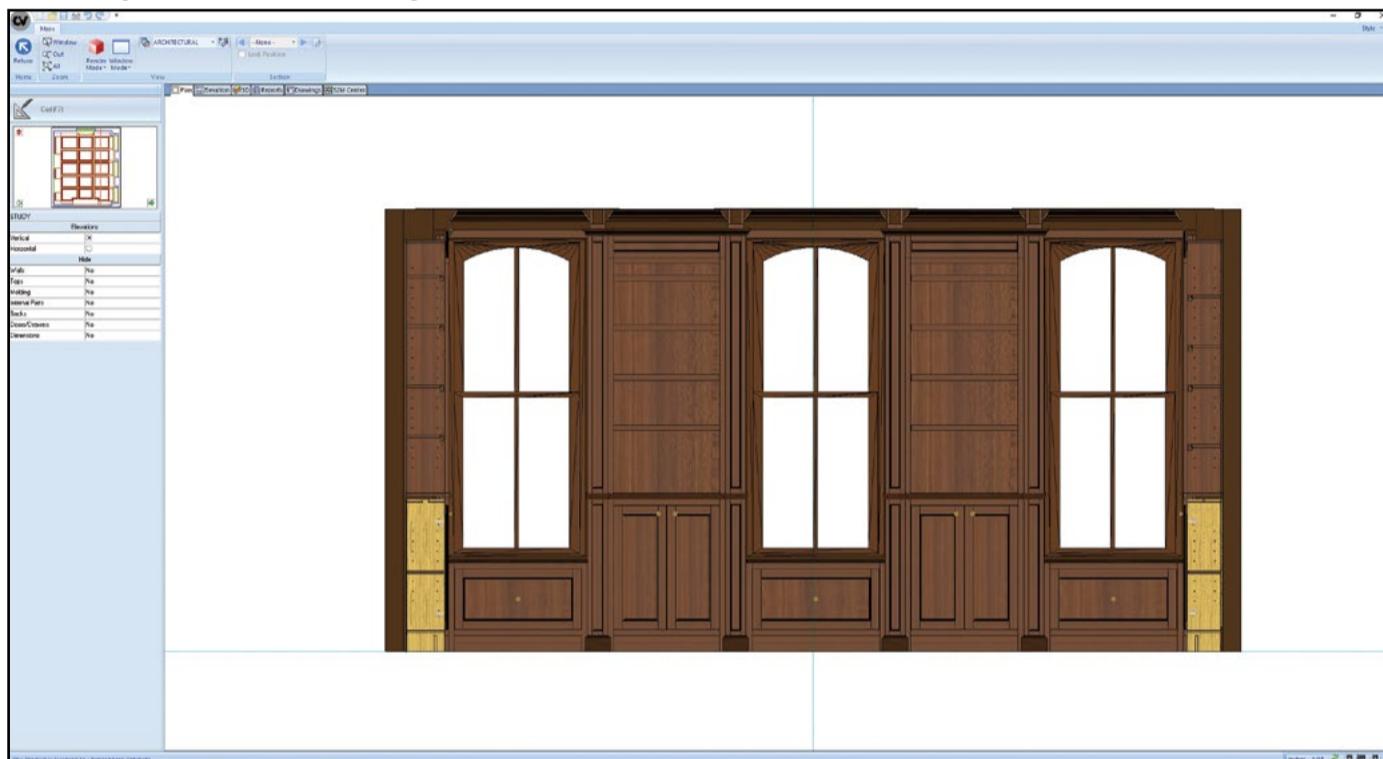
'With Cabinet Vision we probably save, on average, four days per job for an average-sized project — and that's just in office time,' says Ed Benzenberg, who notes that an average job at his company typically includes 60-80 assemblies.

'We're able to produce a great deal of work with 14 employees and Cabinet Vision is a big part of that.'

'We found that implementation and ease of use were the major benefits of the software, compared to other systems we tried. It took just one week to get up to full production with the software,' enthuses Ed.

While Cabinet Vision is at the heart of the company's cabinet production, Benzenberg uses Hexagon's CAM solution, Alphacam, to tackle the company's complex shapes and profiles, as well as other specialty parts.

'We use Alphacam, because it allows us to produce radius millwork, including radius panelling, as well as forms and jigs for



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# REDUCE THE PRODUCTION AN AVERAGE OF 4 DAYS

a very wide variety of different applications,' says Ed.

'It's very helpful for one-of-a-kind, unique shapes and custom projects,' he adds.

The digital thread comprising the Alphacam and Cabinet Vision communication framework that allows a connected data flow and integrated view of data throughout the design and production life cycle, raising the bar for delivering the right information to the right place at the right time.

In order to begin a project in Cabinet Vision, Benzenberg enters the dimensions of the space in which the project will be installed and then uses the system to design the cabinetry.

Once the project is designed, cut lists, material lists, assembly sheets and other vital job data can be generated, based on the design details.

'The two main reasons we invested in Cabinet Vision were to speed up the time it took to program all of the parts for an entire job and to speed up the process of producing shop drawings and architectural drawings,' explains Ed Benzenberg.



'Cabinet Vision does those two things at once, he adds.

Benzenberg is particularly keen on Cabinet Vision's powerful automation tool, User Created Standards (UCS), which enables the company to customise the software to more efficiently fulfil demands specific to the company's workshops.

Using a basic programming language, UCSs can be written and applied to any process, specific cutting condition, or other unique requirement.

'We use a number of UCSs, including producing customised cut-lists and building sheets for the shop,' says Ed.

'For us, they're a way to increase Cabinet Vision's functionality and customise it to really make it our own,' explains Ed.

'I like to automate as many tasks as I can, so I'm essentially automating something that we would have to do manually,' says Ed.

Cabinet Vision's object intelligence, or parametric tool, cuts programming time by reusing existing programs saved to a design library.

When a workshop has a job that is identical, or nearly identical to a former job in every detail except for size, it can apply the older design to a new job, adjust the dimensions and even make



further edits if they are deemed to be necessary.

'We can essentially add intelligence to a part, assembly, or tool-path and it adjusts automatically, based on the set parameters,' explains Ed.

'If we add a piece and resize the cabinet's width, it adjusts automatically. We save those pieces and assemblies and then re-use them later in other jobs, so it's great for things we use on a regular basis that can then be slightly customised,' explains Ed.

Once initial designs are complete, the company utilises the software's ability to generate live drawings, making it easy to update projects, as they progress from initial to final design stages.

'Live drawings are a really nice feature, because we do a good deal of high-end residential work and designs often change weekly. This allows me to go in and change things without having to resubmit the drawing,' says Ed.

When it's time to send jobs to the workshop floor, Benzenberg takes advantage of the software's powerful nesting engine, which optimises machine time and maximises material yield.

'Once the drawings are signed off, just one click of a button sends 100 sheets to the machine to start cutting.'

'Sheet stock is sent to two CNC routers for nesting and optimisation. We also have an optimising cut-off saw for all of the board stock, and Cabinet Vision helps optimise that, too,' says Ed.

Keeping jobs organised on the shop floor as they make their way to assembly is made easier with the use of labels produced in Cabinet Vision,' explains Ed Benzenberg.

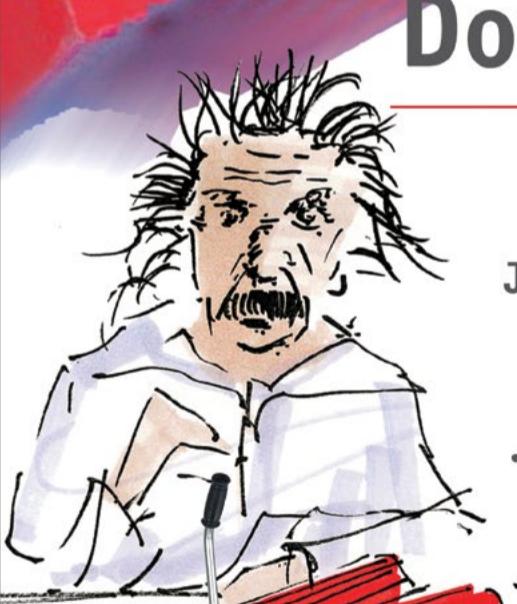
'The labels help the workshop to know exactly what's in front of them and what they're looking at. We include the assembly number, the part description, the dimensions of the part and a picture of the part on the label,' concludes Ed.

**For further information tel the company on  
01189 756 084. Visit [www.alphacam.com](http://www.alphacam.com) or  
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# WIN NEW WOODWORKING MACHINES WITH YOUR OWN FAVORITE PROJECT

FOLLOWING its great success last year, the Austrian mechanical engineering company, Felder Group has launched the next round of the #felderchallenge.

It represents a challenge for industrious craftspeople who want to create individual work pieces based from original ideas and be rewarded with a brand new woodworking machine.

With this challenge, the Felder Group wants to encourage ambitious woodworkers worldwide to inspire others with their own projects – the most creative entries will once again win great prizes.

Whether simple or complex, small or large – woodworking projects of any kind are welcome.

A jury of experts and the feldergroup.com community will select the best 10 projects from all the various entries.

The prizes include a Hammer portal milling machine HNC 47.82, a Felder bandsaw FB 510, or a manual edge-bander ForKa 200 eco plus, as well as tool cases. In addition, there will

be a Japanese handsaw set and a goodie bag for every participant.

This year Felder will introduce the Felder Golden Choice Award for the first time – a unique award for unique achievements.

Each jury member will award one Golden Choice and those projects receiving a Felder Golden Choice Award will also directly advance to the finals.

The following is necessary for participation:

- Photographs or videos of your own woodworking project.
- A construction plan or drawing.
- A short description of each project.

• Publishing of the project on social media platforms such as Facebook or Instagram with the hashtags #felderchallenge, or the tag @felder\_group.

The submission deadline is June 9 2021 and anyone can take part even if you don't have ideas of your own.

The YouTube channel Felder Group TV offers a variety of DIY video tutorials.

*For further information visit <https://www.felder-group.com/en-gb/felderchallenge>*





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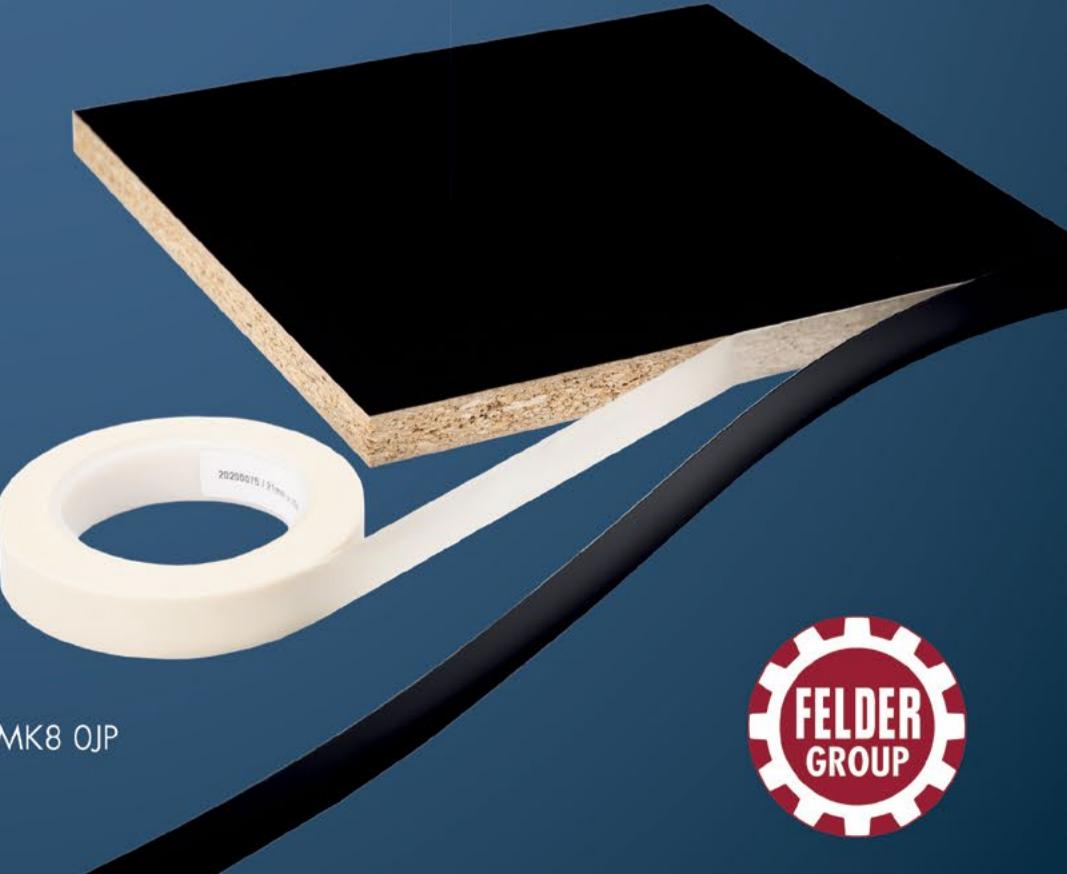


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# GREAT MACHINES COMBINED WITH TOP NOTCH CUSTOMER SERVICE SEE SALES GROW STRONGLY AT VWM

VWM is a woodworking machinery service and supply company with over 40 years of experience specialising in the supply and service of new CNC routers.

The company delivers numerous benefits for its customers holding spare parts in stock for all its agencies and the valuable resource that comes with having time-served engineers with over 20 years experience in the industry.

Many of VWM's long-established agency relationships go back 20 years or more, thus the wealth of experience and VWM enjoys with them is second to none.

Take Technos for instance, its impressive range of CNC machines has been developed with expertise from VWM, according to sales director, Jason Varey, who describes the relationship more as partnership than a simple agency arrangement.

'We have a broad knowledge of CNC applications, have worked with numerous composite industries building specialised machines for vehicle manufacture, aerospace components and many machines for plastics and acrylic production – current projects include steel-based products and cement board manufacture,' says Jason.

'Regarding training and on-going servicing, VWM's engineers will leave a mobile contact number for the customer to call day, or night (at week-ends as well), as the company believes this to be one of the key tenets of quality service back-up.'

'As far as we're concerned, our customer relationship goes far beyond the norm,' says Jason.

2020 has been challenging for many in the furniture and joinery industry – but VWM's journey through the pandemic has been positive.

'The Covid19 situation was obviously a surprise for everyone last spring – but we feel we quickly, we spoke with our customers and worked closely with them and our agencies, and our business grew by 20 per cent during that time,' says Jason.

Looking ahead, Jason believes challenges lay ahead.

'We think that the main difficulties will be with manufacturers struggling with the parts supply chain.'

'Fortunately we made the decision to

invest in additional stock and pre-ordered machines and parts, so we do hold a good stock overall.'

'Moving forwards, indications are that the market will slow in the short term, but we remain optimistic for the coming year,' says Jason.

In other news, Jason mentions a new, fully-automated CNC arriving in May.

'This looks like a fabulous machine with auto-load and off-load – and truly record-breaking price. In addition, we are expanding our showroom space again and this should be up and running by August,' says Jason.

'Given the challenges of the pandemic, we can't really complain about the past year, as it's been one of our best-performing periods in our history.'

'In 2021 we're celebrating 40 years in the business and to coincide with this we have a new website and company video, which went live in April,' concludes Jason.

**For further information tel VWM on 01282 870077.  
Visit [www.vwm.co.uk](http://www.vwm.co.uk)**



## GRECON CELEBRATES AN ANNIVERSARY AND STRENGTHENS ITS SALES TEAM

JOSHUA McAree has been appointed to expand the sales team at GreCon Ltd. He draws on a solid experience of customer-orientated roles and technical competence.

'I am pleased to welcome Joshua to our team and to be able to rely on his contribution. Joshua will play a fundamental role in helping us grow across diversified markets,' says head of sales at GreCon Ltd, Tom Burniston.

'This appointment allows us to strengthen our interaction with customers across the UK and Ireland and supports our continued business growth,' he adds.

Joshua brings important qualities to GreCon, including integrity, diligence and strength in problem solving, which is vital in designing the bespoke solutions our customers require, says Tom Burniston.

'GreCon has some of the world's leading products in terms of industrial fire prevention and measuring technology,' says Joshua.

'My technical grounding enables me to design the turnkey installations that GreCon offers. I look forward to helping customers by understanding their requirements and engineering solutions to solve their problems,' says Joshua.

Established in 1992, GreCon Ltd is located close to

Newcastle-upon-Tyne and is a Fagus GreCon Group member.

With a wealth of experience as a global market leader, GreCon demonstrates a strong understanding of a wide variety of different industries, including wood panel, wood manufacturing, recycling and biomass.

GreCon's fire prevention technology protects industrial premises, process and people, detecting and extinguishing ignition sources, making work places safer and enabling uninterrupted production.

GreCon's measuring technology solutions help customers improve product quality in their production processes, using proven German engineering to help in the reduction of material and energy costs, ultimately maximising operational efficiency.

'This is a key appointment, which re-affirms our commitment to the UK and Ireland markets,' says managing director of GreCon Ltd, Jonathan Hamill.

'Our customers depend on us to build on the capability and credibility of our sales organisation. I am delighted that we have found Joshua and to be able to welcome him to our team,' concludes Mr Hamill.

**For further information tel GreCon Ltd on 0191 414 7200. Visit [www.grecon.co.uk](http://www.grecon.co.uk)**



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# ABB'S NEW COBOT GoFa ROBOT WINS THE PRESTIGIOUS BEST OF THE BEST GLOBAL RED DOT AWARD

LEADING product design experts recognize ABB's GoFa™ collaborative robot for innovative design to make robots more approachable.

ABB's GoFa cobot was awarded the prestigious Red Dot Best of the Best design award in recognition of its unique design concept to make the new robot appealing and accessible to users.

The global Red Dot Design Awards recognize achievements in product design, with the jury assessing thousands of entries every year. Red Dot's "Best of the Best" award is for groundbreaking design and is the highest award in the competition, reserved for the most aesthetically appealing, functional, smart, or innovative design.

GoFa is claimed to be the fastest cobot in its class and is intended to work side-by-side with humans, without the need for fences, on a wide range of tasks.

Advanced safety features, including intelligent sensors in each joint, which bring the cobot to a stop in milliseconds if it senses any unexpected contact, allow GoFa to safely operate directly and continuously alongside workers.

The brief for the product designers was to create an intuitive, user-friendly, approachable design to encourage people and particularly first-time users, to confidently use and interact with GoFa.

'Making robots more approachable, easier to use and more intuitive is key to our vision to make robots as familiar in the workplace as a laptop is today,' says the president of ABB's Robotics & Discrete Automation Business Area, Sami Atiya.

'I am delighted that our new cobot GoFa has been recognized by the Red Dot jury for how user-friendly it is. GoFa is a game-changer, re-inforcing the importance of good industrial design to make it easier for more people to work with robots.'

'Creating an approachable design will ensure that robots are adopted across a range of workplaces outside traditional factory environments, helping us to unlock automation for new users and new industries around the world,' says Sami.

GoFa's design is a departure from the look of traditional industrial robots, narrowing the boundaries between industrial and consumer products. It employs slim, straight arms that give the cobot a user-friendly yet strong appearance, while the advanced use of colour, material and finish gives GoFa a modern, sleek look.

Its simple arm-side interface design with two buttons and light ring echoes the easy-to-use interfaces of consumer products. This makes it accessible even for first-time robot users more accustomed to consumer technology and who may be unfamiliar with industrial machinery.

'Industrial design is not just about the aesthetic. Form follows function and our emphasis on human-centric design, using the approach of a consumer product means that GoFa communicates the proposition of usability, utility and ease of use,' says global product manager, Collaborative Robotics for ABB Robotics, Andie Zhang.

'Creating an attractive, approachable design allows people to get the best out of their cobots. We not only want people to feel comfortable working alongside it, we want users to enjoy working with the robot. GoFa is programmed by touching the robot's arm and leading it, so it's important that users are comfortable with holding and guiding the cobot as they teach it,' adds Andie.

ABB's cobots are intuitively designed so that customers need not rely on robot programming specialists. This will help industries that have low levels of automation, with customers able to operate their cobot within minutes of installation, straight out of the box, with no specialized training.

'With their ease-of-use digital tools, integrated safety features and higher payloads, our new cobots represent the future of human and robot collaboration. This next generation will enable even more businesses to automate repetitive, mundane and dangerous processes, to enhance

productivity and flexibility, whilst leaving employees free to perform more value-added activities. If you can use a tablet, or smartphone, you can work with our cobots,' concludes Andie Zhang.

The launch of ABB's new GoFa cobot builds on the success of ABB's YuMi® family, which has been helping businesses safely automate key tasks since YuMi launched in 2015. The design concept of YuMi, the world's first truly collaborative robot, also won the Best of the Best Red Dot award in 2011.

*For further information tel ABB on 0808 258 2000.  
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**MARTIN**

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# THE MANY BENEFITS OF USING CNC ROUTERS EXPLAINED

HPC Laser is a leading UK supplier of laser-engraving and cutting machines and CNC routers.

The West Yorkshire firm has supplied over 5000 machines to sign-making, education, trophy engravers and a wide range of other industrial and private customers, for an almost-infinite array of applications.

## What are CNC routers?

A CNC router is a Computer Numerical Controlled machine that uses computer programming to control a high-speed rotating cutter to perform cutting and shaping operations.

A broad variety of materials can be cut by these machines, including (but not limited to) plastics, woods, carbon fibre and light metals, such as aluminium.

They are most frequently used for 2D cutting on flat materials. Using programmed tool-paths, which are derived from a vector drawing, a controller instructs the machine to move the tool-head along its X and Y axes.

However, with a fully programmable Z-axis and suitable design file and controller, they are equally capable of machining elaborate 3D profiles and designs into the same wide range of materials.

## Technological development

The progression of CNC technology has been radical,

particularly when it comes to travel speeds and positional accuracy. Automated tool-change options and features for automated operation and software integration have also excelled.

Recent developments in machine features mean that customers can now purchase a cost-effective, tailor-made machine, configured to suit their exact needs and expectations, faster than ever before.

Routers are available in a range of sizes, from small desktop machines to industrial machines capable of quickly processing very large and thick materials, making them a time-efficient and cost-effective solution to accurately processing materials.

Industry applications include sign-making, furniture making, set design and exhibitions.

## Multi-purpose

A major benefit of the router is being able to cut and engrave without the need for an alternate tool.

The repeatability of shaping material enables you to cut materials precisely and as many times as needed. Thus, frequency of error and wastage are reduced.

## Efficiency

These machines can be used with just one operator, which



cuts labour costs. Furthermore, the general operating speed is up to 25,000rpm, and the tool-head can move quickly along the X and Y axes. This means that materials are processed at an exceptionally high rate.

These factors make the machine extremely cost effective after the initial investment. The cutting tool is usually made of carbon steel, high-speed steel (HSS), or solid carbide. This ensures that very dense materials can be machined.

Adjustable tool height allows thick materials to be cut without requiring higher power – unlike a laser-cutting machine, which is limited by the useful length of the focused laser prior to it diverging and weakening.

## Easy to use

CNC routers generally receive their tool-path instructions from a piece of intermediate software, like Vectric Cut2Dpro. Yet, programmers can continue to use their drawing package of choice. Programming and operating the machine is relatively simple providing training has been undertaken.

## Safe to use

Although CNC routers create significantly fewer fumes than many other means of shaping, such as laser engraving, they can create large amounts of chippings and dust during the cutting process.

However, CNC machines are usually fitted with a dust-extraction system comprising of an extractor fan and filter. This minimises the amount of dust leaving the bed to the surrounding environment.

Some machines can be fitted with vacuum beds that suck non-porous material down onto the bed, usually without the need for additional mechanical work-holding.

However, it is important to note that as the materials cut away, the holding-down force of the vacuum weakens. Some CNC routers have zone valves in order to concentrate the vacuum on the most appropriate section of the bed.

Routers are very safe to use providing training is undertaken and appropriate PPE is worn.

Additional features, such as protective enclosures can also be added as a further safety measure.

This housing provides maximum operator safety, whilst enabling viewing from all sides – ideal for schools, colleges and other educational facilities.



These advances have positioned the CNC router as a key machining tool in several industries, such as woodworking, panel processing, furniture making and signage.

CNC router technology leaves little need for modern machines to advance more. Indeed, it almost feels as though we have reached the pinnacle of innovation in CNC router development, as it is difficult to imagine what significant developments could be next.

For further information tel HPC LASER on 01422 310800.  
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Oscillation delivers perfect finish + variable feed speed + 6/127mm min/max workpiece thickness + depth scale in metric & imperial + cast iron frame with extension supports + 2.2kW (S1) 415v motor.



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# ALL THE LATEST UPDATES AVAILABLE FROM NEY

ESTABLISHED for over 35 years, Coventry-based Ney is an impressive source of supply for everything from simple hand-tools through to complete lines of complex machinery, as well as all component, fittings and material requirements.

Ney has a large showroom and is Based in the heart of the Midlands, close to the main motorway arterial network. In addition to the machinery on show, materials, fittings and components are always being updated and, consequently, a regular visit is always worthwhile.

## Project door range

One of the latest introductions from Ney is its Project door range, a new stock range of acrylic doors featuring five high-gloss finishes and one supermatt finish – all being on-trend decors.

These acrylic doors have a mirror-like finish. The premium surface is deemed ideal for any contemporary kitchen and features a slab design with 1mm edging, giving the range a distinctive, modern design.

The company has an inventory of 35 items/ colour in stock, covering all standard doors, drawer fronts, panels and plinths, to suit most kitchen applications. If there is a requirement for a non-standard item, this is possible, but this carries a two-week lead time..

## Hettich ArciTech drawer

Also stocked at Ney, with a depth of 450mm, is the Hettich ArciTech drawer box, pre-assembled in both a cutlery height drawer (94mm) and a pot drawer (186mm) with a choice of rail, glass, or matching topside panel.

Ney holds all standard drawer widths in stock in both heights, with a choice of Actro runner with 40kg, 60kg and 80kg options.

Ney can also manufacture bespoke widths, all drawer depths and all colours with a lead time of two weeks.



*The Hettich ArciTech drawer box is stocked by Ney. As seen here, it can be purchased both as a cutlery height drawer (94mm) and as a pot drawer (186mm).*

*For further information tel Ney on 024 7630 8100.  
Visit [wwwNEY.co.uk](http://wwwNEY.co.uk)*



*The Hettich ArciTech drawer (here in silver) measures 96mm.*



*The Hettich ArciTech drawer (here in champagne) measures 186mm.*



*Ney's new stock range of Project acrylic doors features five high-gloss finishes and one supermatt finish.*



*One of the latest introductions from Ney is its Project door range, a new stock range of acrylic doors.*

To find all the latest news online go to [www.industrialwoodworking.co.uk](http://www.industrialwoodworking.co.uk)

Email us at: [bill.willowe@gmail.com](mailto:bill.willowe@gmail.com)

# BIRTHDAY CELEBRATIONS WITH A STRONGER TEAM AT GRECON LTD

CELEBRATING 29 years of business and commitment to the UK and Ireland markets, GreCon is pleased to welcome two new colleagues.

Established in April 1992, GreCon is located just outside Newcastle-upon-Tyne and is a member of the Fagus-GreCon Group.

With a wealth of experience as a global market leader, GreCon demonstrates a strong understanding of customer needs and provides turnkey solutions for a wide variety of industries, including wood manufacturing.

GreCon's fire prevention technology protects industrial premises, process and people, detecting and extinguishing ignition sources, making work places safer and enabling uninterrupted production.

GreCon's measuring technology solutions help customers to improve product quality in their production processes, using

proven German engineering to reduce material and energy costs, ultimately maximising operational efficiency.

'We have a solid track



record of providing a first-class service to our customers, who rely on GreCon to add vital protection and to help them optimise their manufacturing process,' says managing director of GreCon Ltd, Jonathan Hamill.

'In April GreCon celebrated the company's 29th birthday and I am delighted to use the occasion to highlight our new colleagues,' says Mr Hamill.

'Their contribution will ensure that we continue to provide the excellent service we are renowned for, as we have maintained throughout the pandemic. We look forward to a significant 30-year milestone next year,' he adds.

'Alice Charlton (seen left in the accompanying photograph) joined GreCon Ltd in March 2021, taking up a business administration role.

'Alice's background is in performing arts and, to date, her international career has provided her with a fast start in dealing with our global group and customers,' says Mr Hamill.

'Alice is the central point of contact for incoming enquiries and, as a highly organised individual,



Fagus GreCon

she plays a crucial role to contribute to the smooth running of the company,' adds Mr Hamill.

'Richard Brooks (pictured centre in the accompanying pic) joined the company in November 2020, taking up the role of service manager.

'Richard brings considerable systems engineering experience from his service with the Royal Signals and has managed engineering teams in commercial organisations. He has been working to improve our processes to enhance our reputation for excellent service still further,' explains Mr Hamill.

Curtis Aitken (pictured right in the accompanying photograph) took up a service engineer role in December 2020, coming from a service background as a lead engineer in the Royal Navy.

'His responsibilities included managing the operations of advanced electrical, mechanical, hydraulic and pneumatic systems, matching the business-critical nature of our customers' operations.

'Since completing his training with the GreCon Academy, Curtis has started to undertake various service work for customers,' explains Mr Hamill.

'In these challenging times, we mark this anniversary, thanking our customers for their continued loyalty and support.'

'We also think of and thank all involved in their response to the current pandemic. Stay safe and, if you believe that we can help you, please get in touch,' concludes Mr Hamill.

**For further information tel GreCon Ltd on 0191 414 7200.  
Visit [www.grecon.co.uk](http://www.grecon.co.uk)**

## KENYON - THE ADHESIVES SUPPLIER THAT DELIVERS

THE year has started with many challenges, to say the least, according to adhesives specialist, Kenyon – Covid-19 and lockdown, raw materials in short supply, with several suppliers declaring force majeure, shortages of ships, containers and trailers and price increases filtering down the supply chains and, of course, the massive logistical problems imposed on companies by Brexit.

'The adhesives sector has faced (and, indeed, continues to face) many challenges during these difficult times,' says Kenyon's UK sales manager, James Hamilton (pictured right).

'We all understand that production lines rely on delivery dates, which has been highlighted again recently by the impacts of Brexit and Covid-19 and increases in production demands,' he adds.

In recent months there have been unprecedented price increases for cardboard, predominantly driven by increased demand for packaging used for online shopping sales.

These may be turbulent times, with choppy waters ahead but, nonetheless, Kenyon says it is in a prime position to deliver.

In these strange times, supply chain stability is a massively important factor that companies are looking for, according to Kenyon and having a reliable adhesive supplier which delivers on time ticks those all-important stability boxes.

'Being Henkel Premium Partners and, therefore, backed by a global adhesive giant, Kenyon's are in the position to be able to guarantee UK stock-holding across three warehouses, so that they are ready to keep you gluing,' explains Mr Hamilton.

'No lead times – goods delivered when they are needed – the time and effort put in to ensure the customer

achieves the best solution! Kenyon's have always based their business around service and support, which has made us a key go-to company for a reliable supply of high-quality woodworking adhesives across all technologies.

'It is through our continued investments and stock-holdings that we have been able to meet these demands and continue a guaranteed supply of products to our customers.

'This has emphasised the importance of our next-day delivery service and technical support, which has allowed companies to continue producing and have the assurances they need in such difficult times,' he



continues.

The bond between Kenyon's and Henkel keeps getting stronger. 'Delivery is very important, but it has to be backed up with a quality adhesive product, technical support, advice and adhesive problems solved,' says James.

'There's little point in delivering the products on time, if the adhesive doesn't do the job it's required to do! Kenyon's ticks all the boxes and, on top of that, the company is very competitive on price.'

'However, in these current unprecedented times, more and more often the delivered price doesn't always appear to be the dominant deal-breaker.'

'The importance has switched to the ability to deliver the right product at the right time. Having stock available and on-time delivery now outweighs a few pence a kilo saving. It's a proven fact – just ask any customer whose production line has been halted.'

'Kenyon's are Henkel Premium Partners for furniture and building component adhesives.'

'These markets are supplied under the industry-leading brand names Technomelt and Aquence, which are recognised for quality and proven performance – thousands of customers using Henkel can't be wrong!'

'Henkel has an adhesive for your gluing application – edge-banding, profile wrapping, flat lamination, wood assembly, 3D thermoforming, edge sealing, sandwich panel lamination and foam bonding – your application is glued!' concludes Mr Hamilton.

**For further information visit [www.kenyon-group.co.uk](http://www.kenyon-group.co.uk)**

## NEW CompAir L-SERIES MODELS ARE IDEAL FOR WOODWORKING OPERATIONS

CompAir has introduced new models to its renowned L-Series range of oil-lubricated screw compressors, which deliver cutting-edge performance and reliability to help reduce the total cost of ownership for operators in the industrial woodworking sector.

Covering 2.2kW to 7.5kW models, the new fixed speed units are highly versatile. From a stand-alone compressor to a complete air station with a high-performance dryer and intelligent control system for low-pressure losses, the systems can help meet a range of individual customer requirements.

No matter the type, or size of operation, air compressors play an integral role throughout the entire woodworking cycle, from cutting, drying and finishing activities to sawdust removal and operation of pneumatic tools. Air compressor dependability, efficiency and energy savings therefore are key in every woodworking operation.

The user-friendly and compact design of the new CompAir L-Series range means that they are easy to use and ready for plug-and-play operation. As a result, these solutions are ideally suited to smaller applications that specifically require high-performing compressors to meet fluctuating air needs and ensure energy efficiency, ease of maintenance and low noise operations. The

compressor itself requires a minimum floor space of only 60cm x 65cm, with the receiver-mounted models being exceptionally space-saving.

With noise levels as low as 63 dB(A), these latest models can be installed almost anywhere without major disturbances to the working environment. There is no need for a separate compressor room, or expensive pipework with installation costs are reduced.

The simple design of the units also minimises the number of moving parts, improving reliability and scaling back maintenance costs. Compressor maintenance is made easy by the removable top and side doors, providing users with quick and easy access to all service points.

The latest L-Series compressors feature a new C-Pro1.0+ controller as standard, too. Information about pressure, oil temperature and compressor status to the operator together is available in one display.

The controller offers a host of other features, including a communication port RS485 supporting Modbus.

The controller can be used also as a sequencer between two machines with C-Pro 1.0+, continuously monitoring all the critical



parameters of the compressor.

The screw compression element is at the heart of the compressor. Therefore, CompAir keeps the design and manufacture in-house, using the latest CNC rotor grinding machinery, coupled with online laser technology. The resulting reliability and performance ensure that operating costs remain low throughout the compressor's life. A highly efficient IEC E3 electric motor is also fitted as standard, reducing power consumption and CO<sub>2</sub> emissions.

'We are extremely excited to bring to market the latest models in our L-Series range. CompAir's new oil-lubricated screw compressor solutions can be relied on to provide consistent, cost-effective and high-quality compressed air and are capable of delivering pressure ranges up to 10 bar, and volume flow between 0.18 to 0.89m<sup>3</sup>/min,' says product manager at CompAir, Dora Artemiadi.

'These new models are offered with a range of options to suit a user's unique requirements. For example, the Star Delta starter is included as standard from 4kW up to 7.5kW, while 5.5kW and 7.5 kW variants include an after-cooler to optimise air quality and minimise the size of downstream needed,' adds Dora.

**For further information visit [www.compair.com](http://www.compair.com)**

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# EFFECTIVE CNC PERFORMANCE AT AN ACCESSIBLE PRICE POINT

LANCASHIRE-based Exel CNC has been manufacturing and supplying CNC routers for nearly 15 years. One of the UK's largest and most longstanding suppliers, Exel CNC has built an enviable reputation for quality and customer service.

The company's latest range of machinery includes the heavy-duty M1S series CNC router and the enclosed series CNC routing centres.

'Never before have we been able to bring such capable machines to market at such accessible pricing,' explains Exel CNC managing director, Mark Hepworth.

'Being an automation manufacturer first and foremost has enabled Exel CNC to use the company's skill and knowledge to develop and improve this series.'

'The M1S is claimed to be unrivalled in its category – a real heavy-duty CNC router, which features super-fast 60m/min rapids, a cast Z-axis assembly for maximum rigidity, LED status indicator, X-axis bellow system to stop dirt/dust ingress, powerful servo drives and the latest hand-held colour controller. The M1S also comes in auto-tool-change variants.'

'The enclosed CNC routing centres are something that Exel CNC pioneered in the UK over the past 10 years. It came first as a dealer requirement to have our machines go into schools (they needed the safety aspect) and were developed from there.'

'We have CNC machining centres that are enclosed, so why not CNC routers? It has several real benefits: it provides a physical barrier for the operator, with its interlocked cabinet; it contains the dust and debris, as well as reducing the noise impact.'

'The benefits are obvious for those customers seeking machines with limited room, clean environments, or who need them

for secondary operations. We have customers with rows of these machines all nicely lined up.'

'Take our 1313M enclosed CNC router – it has a 4ft x 4ft (1220mm x 1220mm) working area, with a generous 305mm gantry clearance in the Z axis. Full servo machine, air-cooled spindle, vacuum bed, auto-tool setter and much more and represents – incredible value for such a machine,' says Mark.

'We have a really good distributor network covering all industries – it is through our distributors that we implement many improvements.'

'We listen to what our customers want instead of just selling stock machines and we offer tooling advice, production and fixturing assistance. The new series machines are already proving a big hit!' concludes Mark.

*For further information tel Exel CNC on 01282 433688.  
Visit [www.exelcnc.com](http://www.exelcnc.com)*



## A RELIABLE, QUALITY LOCKING SYSTEM

BETA Tools has partnered with leading security expert, Abloy UK to create a quality solution with the aim of giving clients confidence when storing and managing their tools.

The complete Beta Tools cabinet range, including units with roller shutters and pull out draws, is now available with Abloy's CLIQ. A retro-fit option is also available to all existing customers.

For more than 80 years, Italian manufacturer, Beta Utensili S.p.A. has built a strong heritage in motor sport and manufacturing with subsidiaries situated across the globe.

Beta Utensili is widely known as a manufacturer of quality tools and tool cabinets for industries ranging from food production to engineering.

Tool management is an issue for many manufacturers, with significant financial and safety implications if tools aren't easy to locate and account for at any given time. When scaled up for large sites, this seemingly simple task becomes a real challenge.

Manufacturers also need to identify which member of staff has had access to them via the cabinets and if they are appropriately qualified to do so. Likewise, the cost of replacing lost, or stolen tools can quickly escalate, with no traceability provided by traditional mechanical keys.

Health and Safety processes are also crucial in manufacturing, particularly when misplaced tools can risk catastrophic

consequences – for example when assembling aircraft engines, or while processing food – with the result that an additional layer of security can provide efficiency and peace of mind for everyone involved.

Consequently, the UK subsidiary, Beta Tools UK Ltd sought a solution for its customers that would use state-of-the-art security technology to combine quick and convenient access to tools with increased user accountability.

### Accountable tool management

CLIQ is an easy-to-use access control system that uses mechanical high-security disc cylinders alongside with highly encrypted electronic locking and identification system.

As the CLIQ key provides power to the lock, it does not require batteries, or cables, making it suitable for applications on mobile cabinets.

CLIQ's integrated OS platform details recent key use and the access granted. For example, audit trail reports can show the last person to have used the tool cabinet and their credentials,



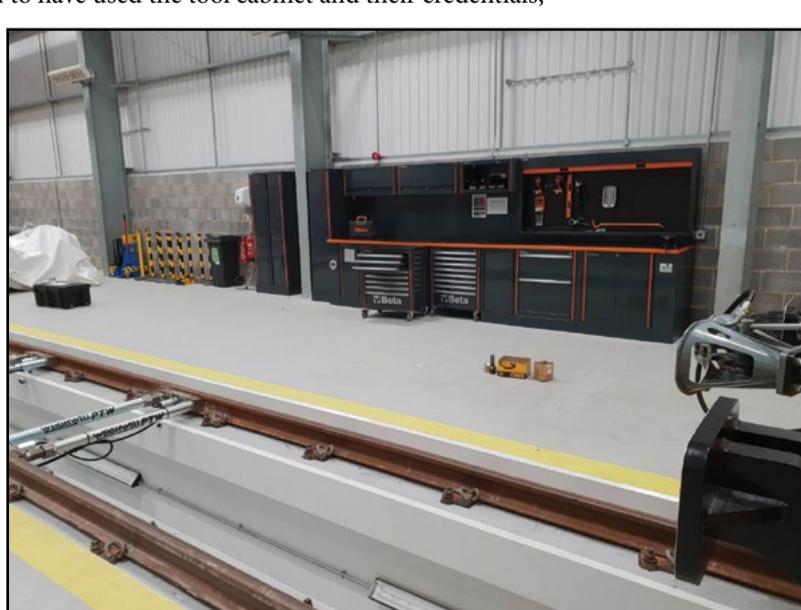
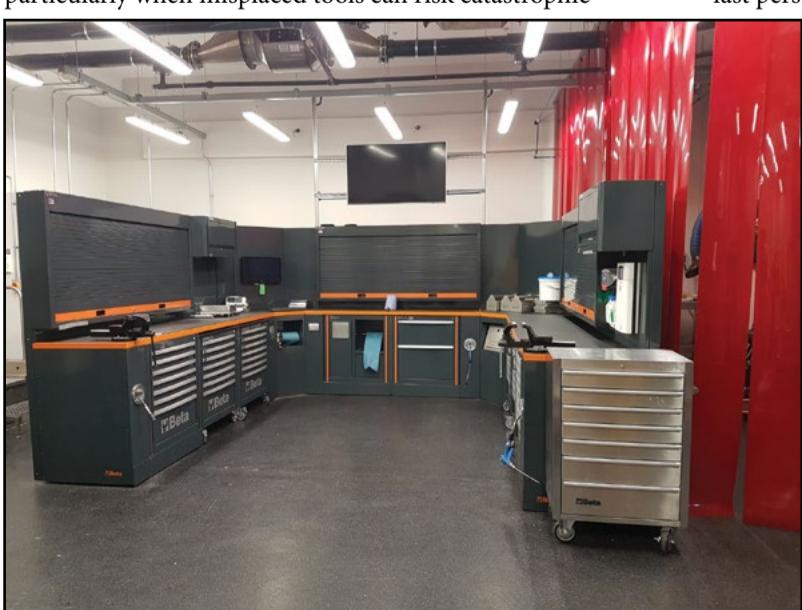
improving accountability and safety. Furthermore, this can prevent theft, or misplaced tools, resulting in significant long-term financial savings.

This system of tool management can also contribute towards manufacturers attaining the 5S standards, demonstrating that they are following best practice when it comes to process, safety measures and checks on the shop floor.

'There's a strong demand for Beta Tools cabinets with CLIQ, because our manufacturing customers can see it's a flexible solution that improves their efficiency, while also reducing the frequency of lost tools. I've already seen many instances where the cost savings easily meet the investment of the CLIQ cabinets,' says key account and project manager, Lee Abrahams.

'We've had really positive feed-back from our customers, including food production, manufacturing and water treatment facilities. In several cases, they've already increased their order volume,' adds Mr Abrahams.

*For further information tel Abloy UK on 01902 364500.  
Visit [www.abloy.co.uk](http://www.abloy.co.uk)*



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# LIGNA CANCELS SEPTEMBER 2021 EVENT ADMIDST ONGOING TRAVEL RESTRICTIONS AND OTHER PANDEMIC UNCERTAINTIES

The next LIGNA event to take place May 15-19 2023, Interzum set for purely digital event and W Exhibition and Elements set to go ahead in February 2022 (hopefully).

PERHAPS it was to be expected that, given the pandemic situation and the knock-on travel restrictions for its many overseas exhibitors and visitors, LIGNA organizer, Deutsche Messe has been left with no alternative but to cancel its September 2021 event. The rescheduled event will now take place from May 15-19th, 2023.

Deutsche Messe, together with the VDMA Woodworking Machinery, has taken the decision to cancel the world's leading trade show for woodworking and wood processing plant, machinery and tools – a decision made in view of the continuing high level of infection worldwide in the wake of the Covid pandemic and what is being described as 'the slow national and international progress on vaccination' and thus the continuing existence of travel restrictions.

'Uncertainties in the wake of the pandemic still remain very high worldwide. In close consultation with the VDMA, we have therefore decided to cancel LIGNA as a physical event in 2021,' says chairman of the managing board of Deutsche Messe AG, Dr Jochen Köckler (pictured below).



*'We have decided to cancel LIGNA as a physical event in 2021,' says chairman of the managing board of Deutsche Messe AG, Dr Jochen Köckler.*

#### Online platform launched this autumn

'In order to offer the industry a platform for innovations, knowledge exchange and networking ... we will set up a digital networking and content platform that will be launched at the end of September.'

'We are also planning the Rosenheim LIGNA Conference in early summer 2022. For both event formats, we are incorporating the many new insights and positive experiences from the recently hosted Hannover Messe Digital Edition,' explains managing director of VDMA Woodworking Machinery, Dr Bernhard Dirr.

'The decision to cancel LIGNA in this event cycle was very difficult for all of us. Together with our partner, Deutsche Messe and together with the exhibitors, the companies in the woodworking and wood processing industry, we fought to hold LIGNA as the world's most important industry platform this year.'

'The commitment from the market has been exceptionally high right up to the end – even in these uncertain times. This has provided us all with a great deal of tailwind in recent weeks,' says Dr Dirr.

'At LIGNA, we have to take into account that entire machine parks are designed, set up and presented in live operation with a long lead time and a great deal of effort. This requires many months of trade show planning. This is the reason, why we have now been forced to make a decision to cancel the event altogether in order to give our customers the necessary planning security,' says Dr Dirr.

'Another postponement makes no sense in view of the innovation cycles of the companies and in view of the next LIGNA, which is planned to take place again in May 2023. Unfortunately, there is no alternative to the cancellation this year,' adds Dr Dirr.

#### The key attraction of live events

'LIGNA's unique selling point is the live demonstrations of tools, machinery and equipment, up to complete production lines. This is what LIGNA stands for and this is what makes up the brand essence of the event,' says global director LIGNA & Woodworking Shows at Deutschen Messe, Christian Pfeiffer

'We are now focusing on planning and preparing the LIGNA in May 2023 as the next regular show date as another international and innovative trade show and having this live experience with technology to discover, to touch and to try out, back in Hannover,' adds Christian Pfeiffer.

'With the digital networking and content platform along our focus topics in September this year and the Rosenheim LIGNA Conference in early summer 2022, LIGNA will remain the driving force for the international woodworking and processing industry,' concludes Mr Pfeiffer.

#### W Exhibition & Elements

When LIGNA first rescheduled from May 2021 to September 2021, the UK's prime event for machinery, equipment and materials for the furniture and joinery sector – W Exhibition and Elements – had little choice other than to reschedule its September 2021 event to February 2022. As it stands, the W Exhibition and Elements February timeline remains a good bet, although by no means certain.

'We understand LIGNA's disappointing decision to postpone its event until 2023. Given the international scope of its exhibiting and visiting audience and the uncertainty around international travel due to Covid, sadly this is unsurprising,' says Montgomery Group Design & Build Division managing director, Nickie West.

'With no UK trade show in the sector since 2018, W Exhibition and Elements in February 2022 will come at a crucial time for the industry.'

'We are all eager to reconnect with the market face-to-face and brands are keen to showcase their innovations,' says Nickie West.

'The W Exhibition and Elements line up will be a true reflection of those brands who have not only survived these challenging times, but indeed thrived and are ready to do business,' she concludes.

Meanwhile, Interzum looks set for a purely digital event, according to the show's director, Maik Fischer (below right).

'Our exhibitors must be able to make reliable plans. Due to the continued dynamic development of the pandemic, we have decided, in close co-ordination with the industry, to host Interzum purely digitally,' explains Mr Fischer.

The exclusively digital format of the interzum @home makes visitors experience the trade fair in a completely new way.

At the same time, it offers them many of the advantages they are used to – talking and networking with industry experts, plenty of varied inspiration provided by the industry's innovators and trendsetters.

All of this precisely at the point in time when the manufacturers are in need of input for a new design season.



To find all the latest news online go to [www.industrialwoodworking.co.uk](http://www.industrialwoodworking.co.uk)

next show:  
**LIGNA.23**  
15 - 19 May 2023  
Hannover • Germany  
[ligna.de/en](http://ligna.de/en)

**LIGNA 2023 | 15 - 19 May in Hannover**

LIGNA.23 will not take place

#### What exactly will the trade fair look like and what opportunities will there be for the exhibitors and the visitors to interact?

Interzum @home 2021 will meet two major objectives for the exhibitors taking part – it will focus on content, meaning that new products, knowledge, insights and trends, as well as networking opportunities will be highlighted.

There will be various options for presenting products and trends, as well as knowledge-transfer solutions. The respective platforms will include digital exhibitor showrooms, product stages (virtual presentation stages for the exhibitors), the Interzum stages themselves, as well as roundtables (digital workshop sessions by the exhibitors).

The objective of these digital platforms is the maximisation of the overall reach. In this respect, the development of new international contacts is just as important as the maintenance of relationships with existing customers – particularly in these current times of social distancing.

The main purpose as well as the main driver of the interzum @home is therefore networking. This business platform offers exhibitors and visitors the chance to find exactly the right person for their individual business amongst all of the participants.

A visual "discovery graph" makes it extremely easy to discover relevant contacts and companies in an entertaining and interactive way – either through the networks, through personal contacts, or via a matching service on the basis of the interests stated.

All in all, the platform is designed to be particularly easy and intuitive to use. Regardless of the user's previous digital experience, the home page (the so-called lobby) leads them to all areas.

Visitors are shown the current highlights and can have a look at their personal communication and agenda. In that way, the interzum@home gives every user the genuine trade fair experience.

#### Which opportunities and potential, or which development perspectives, do you see for the trade fair – above all, also with the 2023 event in mind?

The trade fair concepts of the future will be hybrid events, as these make what is happening on-site at the trade fair suitable for online presentation and participation – accordingly, the event can be streamed worldwide and enriched with additional digital offers and a longer-term online presence, according to Maik Fischer.

'Granted, this does not mean that a digital platform can replace the successful event-format trade fair, but it will definitely extend it in a sensible and useful way, even after the coronavirus crisis. The digital building blocks represent a logical complementary addition to the physical presentation in the exhibition halls,' he adds.

'In this way, our trade fairs will reach a worldwide audience of millions – far more than just the attending stakeholders. Roughly put, knowledge and content online, experience and socialising on-site, always with flowing transitions.'

'The element that connects both is networking, which is possible online as well as offline, and will continue to remain important. However, this assumes that everyone is willing to rethink trade fairs. No event will be like another.'

'We are creating bespoke analogue/digital suits. The more perfectly they fit, the more resounding the success of the trade fair for all participants,' concludes Mr Fischer.



'Our exhibitors must be able to make reliable plans. Due to the continued dynamic development of the pandemic, we have decided to host Interzum purely digitally,' explains Interzum show director, Maik Fischer.

Email us at: [bill.willowe@gmail.com](mailto:bill.willowe@gmail.com)

# SPECIALISING IN KITCHENS WITH THE HELP OF A MATRIX TABLE AND A WOODWELDER SUPPLIED BY ALAN LAMONT

RUSSELL Hutton has been creating beautiful, bespoke furniture in Sheffield for over 20 years.

Specialising in kitchens, the company also offers furniture for bedrooms and for whole house projects.

As part of the company's ongoing work to upgrade its workshop and achieve even higher standards, Russell Hutton purchased a Woodwelder and matrix table from Alan Lamont of Lamont in November 2019.

'We were wanting to speed up the processing of doors in particular,' explains managing director, Matthew Hutton.

'Before we purchased the clamping table, we were using manual clamps, which took up a great deal of space and their operation was very time consuming,' says Mr Hutton.

'We carried out all the necessary research into what tables were on the market and Alan's option was the one that we ended up pushing on with,' he adds.

There were several reasons behind this decision, but key was "the service side and the fact that they made the product to suit our requirements".

'We wanted it to be of a reasonable size and some of the other offerings didn't have the flexibility that Alan gave for the more bespoke side of our business,' continues Matthew Hutton.

'We had the support gantry for the RF gun to be able to suspend it above the work to make it more accessible. The fences were made to accommodate our doors,' adds Mr Hutton.

The Woodwelder can cure in minutes glue that may previously have taken hours to dry, saving in terms of both space and time. It and the matrix table are part of an overall programme of modernisation, with the next step, the spray system, being a consequence of the efficiency of the Woodwelder and matrix table:

'The quicker we make things, the quicker we need to finish!' proclaims Mr Hutton.

Plans are also in hand to upgrade the saw system and to install a more economical heating system. Matthew emphasised the importance of bringing staff on board as new machinery and equipment is brought in:

'As a business owner, you will want to make it work: staff do not always see that and they think that the way they have been doing it is fine! You do need to encourage a change of process.'

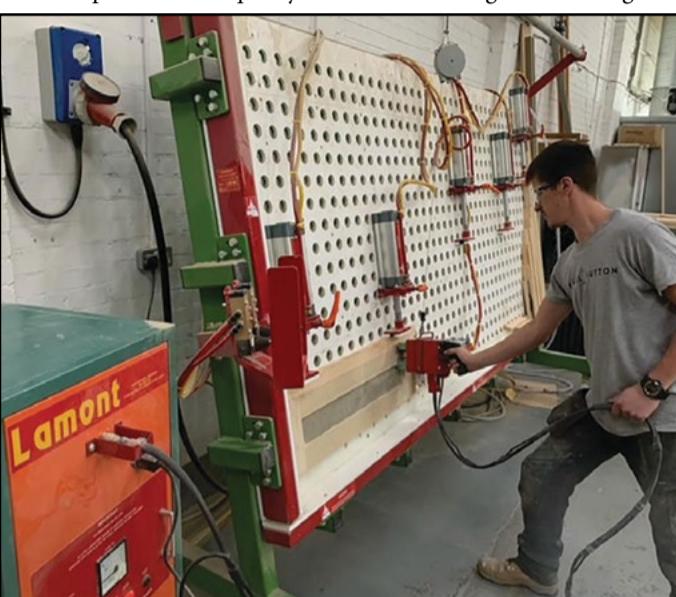
'However, once the staff buy into the concept of the machine and once you get used to using it, it is much quicker and well worth the investment,' adds Mr Hutton.

The Woodwelder and matrix table are mainly used for doors ... doors of all sizes.

'Before we received the new equipment, we were building doors oversize and then cutting them down afterwards. With how square the doors are coming out, we are now more confident to build them to more accurate sizes, so we spend less time cutting to size after the clamping process. It does save time and makes the process more efficient.'

'We always strive for perfection - that is the aim to achieve!' proclaims Mr Hutton.

The improvement in quality and the time saving in not having to



rework the doors helps Russell Hutton achieve this aim.

Asked if he would recommend the company and the equipment, he replied:

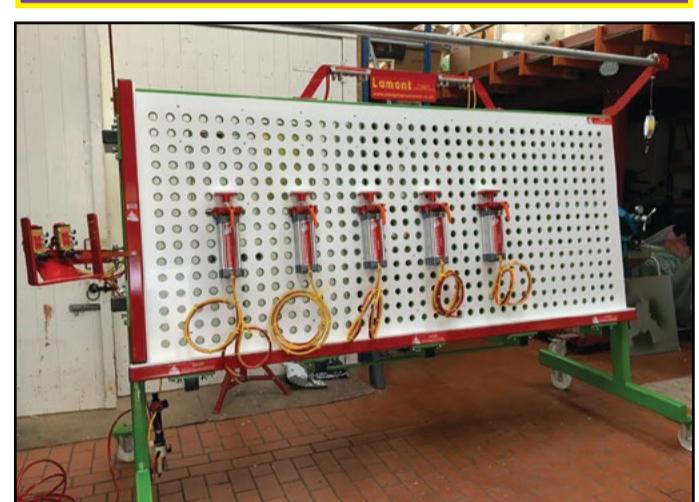
'Yes, I would. Alan and his engineer who installed the equipment were very helpful, they visited us before we made the purchase: they wanted to make sure the system would work for us.'

Reflecting on doing business in the COVID-19 era, Matthew added:

'COVID-19 has been a strange one: with the first lockdown the whole thought was "What is going to happen now?" but once we got over the initial part, luckily we had a good volume of work on the order books.'

'Then as we re-opened the showroom and workshop, we have been incredibly busy and we continue to pick up orders from people who are getting on with projects they may not have had time for before: things are really starting to come to fruition and we have got a very healthy outlook for the first half of 2021' he concludes.

*For further information tel Alan Lamont on 07785 268 992. Visit [www.clampingmachines.co.uk](http://www.clampingmachines.co.uk)*



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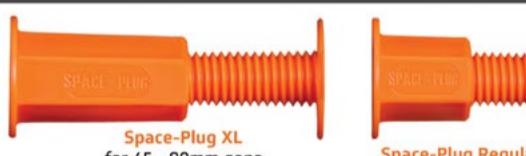
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# POWER TOOLS...POWER TOOLS... POWER TOOLS... FESTOOL MASTERPIECES UNDERGO DECISIVE IMPROVEMENT

FESTOOL has provided some of the best plunge-cut saws on the market for many years and the German manufacturer has continued to make decisive improvements to its masterpieces.

From now on, the plunge-cut saws will be able to saw twice as fast and the TSC 55 K cordless plunge-cut saw will be available with unique KickbackStop.

'Dangerous kick-backs will be a thing of the past with our new cordless plunge-cut saw, as we have made it even safer with the new unique KickbackStop,' explains product manager at Festool, Boris Seyfried.

'Kickback is the most common cause of serious injuries when using a plunge-cut saw.'

'Safety is a very important topic for us. Should kickback occur when sawing and plunging into the workpiece, our intelligent KickbackStop technology ensures that the saw blade in our cordless plunge-cut saw stops in the blink of an eye.'

'This stops the backwards motion of the saw, which not only protects the work piece but also minimises the risk of injury, he adds.'

'In the future, thanks to our new sawblade generation and concentrated torque provided by the new TSC 55 K, users can work up to twice as fast – with an extended battery range. The result means maximum cutting performance, combined with perfect cutting quality.'

'Unfortunately, there is still a tendency to think that cordless saws cannot deliver the same performance.'

'This is not the case with our new cordless plunge-cut saw. There is no noticeable difference, because the combination of the latest-generation of brushless EC-TEC motor technology and the dual-battery system (2 x 18V) makes our new TSC as impressively powerful as a mains-powered tool – whilst providing full mobility,' says Boris, pointing out that the latest sawblade generation also ensures both fast work progress and

precise cutting quality. Our plunge-cut saws have always stood out with their absolute precision cuts, maximum power and extreme durability, he continues.'

'The reliability and cutting quality remain unchanged, but the working speed is unprecedented – now the new TS 55 F will be able to saw up to twice as fast.'

'With their reduced cutting width, new teeth shapes and new carbide saw teeth, the new sawblades, which are perfectly designed for our plunge-cut saws, ensure a high degree of cutting quality and extended service life – whilst maintaining a consistent cutting quality,' explains Boris.

For optimal results, the saw system is rounded off with smart system accessories, such as guide rails, angle stops and a saw table, as well as tried-and-tested details, such as a splinter guard and dust extraction system - both of which are perfectly suited to the tool.

'Our new plunge-cut saws deliver excellent work results and a top-class sawing system – for every challenge,' concludes Boris.

The new TSC 55 K cordless plunge-cut saw and the equally new TPC cordless percussion drill are an unbeatable pairing in any work situation – whether being used for sawing or screw driving.

For further information tel Festool on 01284 760991.  
Visit [www.festool.co.uk](http://www.festool.co.uk)



## FEIN PROMOTES ANDY MILLS TO UK MANAGING DIRECTOR

POWER tools and accessories manufacturer, Fein has promoted former national sales manager, Andy Mills, to UK managing director, with former UK managing director, Raphael Rudolph moving into the role of chief sales officer for the group.

Andy, who began his Fein career as an area sales manager in 2010 before becoming national sales

manager in 2014, has ambitious plans for the next 12 months and beyond, with his primary focus firmly on driving forward the manufacturer's solutions-focused strategy.

'I am delighted to be taking on the role of managing director for a company I have watched grow considerably through the duration of my 15-year career in the industry,' says Andy.

'Innovation is very much at the heart of Fein's ethos and to be able to help continue driving the business forward by providing solutions via market-leading tools is incredibly exciting,' he adds.

'Over the next 12 months we will continue building on the strong foundations we have spent the last few years developing, whilst



pushing forward with the company strategy – which is very much focused on supporting our customers in the best way possible,' says Andy.

Former UK managing director, Raphael Rudolph will move into his new chief sales officer role with immediate effect, leading the company's sales division globally.

With over 150 years' experience in manufacturing power tools, Fein has a proud history of innovation and provides high levels of support to dealers, along with application-based solutions for end-users in the metalworking and construction sectors.

'Since Fein's inception more than a century ago, providing solutions has been very much rooted in everything we do.'

'Every tool we manufacture is the result of a solution for end-users, to resolve a challenge they have faced in their daily applications and we look forward to continuing this focus,' concludes Andy.

For further information tel FEIN on  
?????. Visit [www.fein.com](http://www.fein.com)

## MAKITA MAKES AN IMPACT

LEADING power tool manufacturer, Makita has expanded its XGT 40VMax line up with a new brushless impact wrench. The TW004G is an incredibly powerful machine that can deliver up to 4,000 impacts/minute, for optimum performance.

It is an incredibly versatile machine that reliably delivers the power needed to tackle mid-range torque applications with a maximum fastening torque of 350Nm and nut busting torque of 630Nm.

Operators can choose from four power settings and six application modes - so the output can be easily adjusted depending on the task and for ease of use. The TW004G features a forward and reverse mode for tightening and loosening nuts effortlessly.

In order to improve user safety, the TW004G includes an electric brake and Makita's Auto-Stop system to make fastening and unfastening bolts much safer. The constant speed control function ensures smooth operation.

'The new TW004G impact wrench benefits from our 40VMax XGT technology, that provides operators with high output, tough design and fast charge times – to maximise user productivity and keep the machine working at optimum efficiency for longer,' says marketing manager, Kevin Brannigan

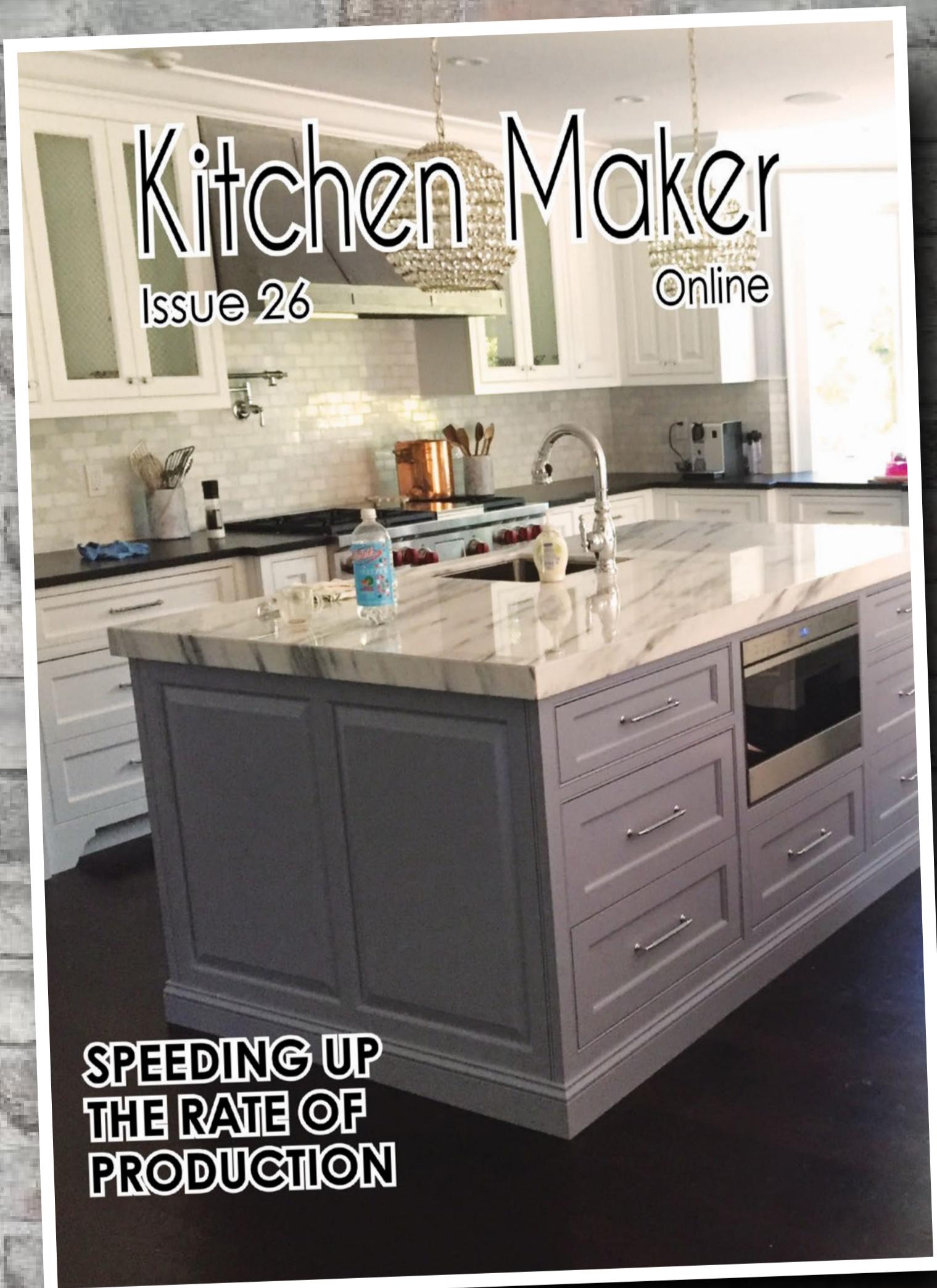
The TW004G benefits from a compact design that makes it suitable for use in tight and awkward spaces.

It is also lighter in comparison to alternative models, reducing user fatigue and improving productivity. The in-built LED job light ensures clear visibility (and improved safety) when the machine is in use.

For further information tel 01908 211678.  
Visit [www.makita.uk.com](http://www.makita.uk.com)



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