Salvador appoints AMS as official UK dealers

Specialist Italian woodworking machinery manufacturer, Salvador, has appointed Advanced Machinery Services (AMS) of Leicester as Official UK Dealers with immediate effect. AMS, located at Skeffington Mill in the heart of Leicestershire, is rapidly developing its already glowing reputation and the addition of the Salvador brand to its portfolio underlines this fact.

“It is a great honour for us to be appointed Official UK Dealers for Salvador,” claims Steve McGloin, joint managing director at AMS. He continues, “Salvador was formed in 1982 with a mission to be the leader in optimising saws. The company exports 95% of its production across 35 countries worldwide and shares a similar philosophy with ourselves, that of innovation and service.

“As well as the Classic range, we will focus on the SuperPush and SuperAngle models which will provide our customers with reliable, precision saws at economical prices.”

Company founder, Christian Salvador, was delighted with the new distribution agreement adding, “Although our products have been represented in the UK for a number of years we felt the time was right to develop a more pro-active marketing campaign. We have known Steve McGloin and the AMS team for many years and always admired their professional approach to business.

“We are confident that our partnership with AMS will take our business in the UK market to the next level. Customers will have peace of mind that not only will they be getting excellent quality optimising saws from a well-established brand, but also they will get the very best service and support from a local company with an excellent reputation and superb facilities.”

Immediate availability

AMS is in the process of installing a demonstration model of the Salvador SuperPush 200 at its Skeffington Mill showroom and will be taking orders for prompt delivery this quarter.

Full order book? No time? Format-4 can help

profit H200 and finished!

Information Hotline: 01908 635 000
e-mail: info@uk deflate.co.uk
Factory: Group UK
John Court, Crown Hill
MK1 1EP Milton Keynes
www.format-4.co.uk

Visit us at our Inhouse Show on the 15.04. - 16.04.2016
mighton panoramic door

Less Work ... More profit!

- Measure it
- Order it
- Fit it!

The most innovative alternative to the Bi-Fold. Each panel of the door can be moved individually to either end of the track, swung open, and stacked with others, effectively opening up the whole wall. Combining the benefits of wood, and aluminium, the Mighton Panoramic Door offers security and thermal efficiency.

SEE PAGE 28 FOR FURTHER INFORMATION.

The Mighton Panoramic doors sliding and pivoting action can help you win more business

Call us to visit our showroom

sales@mightonpanoramic.co.uk
www.mightonpanoramic.co.uk

Tel: 0800 056 0471
Felder Group UK Spring In-House

Felder Group UK is due to host their annual Spring In-House Exhibition at their UK headquarters in Milton Keynes on the 15th and 16th of April 2016, allowing all visitors an opportunity to see one of the widest range of machines on the market and have one on one time with the technical sales team, product managers and service technicians. Live demonstrations will be performed on a variety of machines including; CNC machining centres, edgebanders, wide belt sanders plus a big range of standard machines offering the chance to witness these high quality, Austrian built machines in action.

The Felder Group UK’s Managing Director, Matthew Applegarth commented, “2015 was an excellent year for Felder Group UK and 2016 has seen the company’s sales and support teams continue to grow. We are looking forward to offering our customers great deals this spring!”

For more information on any products and services from the Felder Group, please visit their website www.felder-group.co.uk or call to speak to one of their expert advisors on 01908 635000.

SWISSCUT

Woodworking News March 2016 3
The customer is always right’ is a recognised expression and encourages service above and beyond what might be normally expected. Although we aim for that; putting it into practice can sometimes be a challenge.

This morning I had my second resolution visit to a customer over 20 miles away – so no inconsiderable amount of travel time, for what was a minor request. The request was to check the locking peg stays on two windows. The whole project was to supply two windows and it was ‘supply only’, as their favoured builder was doing the building work – so all very simple to provide.

However, after their main contractor had installed the windows, including removing the catches to paint the windows a different colour inside and out and then re-fitting the catches; we had a call to say that the catches were awkward to use.

The first trip sorted out one window and was good in that the customer was happy and wanted another outside. However we could not operate the second window to check on the opening; as it had been painted half an hour before arrival… so that morning’s visit was rescheduled to allow the paint to dry – which it had. The catches were, in fact all fine; just needing the minutest amount of leverage against the first peg stay pin to pull the sash closed.

Getting the balance right between ‘providing a good service’ and justifying spending so much time on something almost insignificant was a bit of a challenge on this occasion. I came away aware that much time had been wasted through respecting the customer’s wishes and hope that it will be worth it in the end.

I find it harder to respect the unknown phone caller intruding on the day with some crazy question about having a car accident in the last two years and if not me then someone is in my household – but they do not know any details about it? Or the recent claim for a PPV refund or similar that I have not made but that they insist I should...

I had one call like this half an hour ago – the phone conversation was not encouraged… even though I have actually recently just had an accident – but did not want them to research any more into it as this has already taken long enough with the insurers.

The one really lovely thing about my accident was that the driver accepted full responsibility. It was not that they could easily blame anyone else; as I sat in the vehicle and it was parked… yes they simply ran straight into the back, when it was the only vehicle on the road. So you can see why I now say that it was lovely that they accepted full responsibility, as I only found out when a neighbour said that there was a note on the windscreen – so you can see why I now say that it was lovely that they accepted full responsibility, as I only found out when a neighbour said that there was a note on the windscreen saying ‘people think that I am writing this note to say who I am – but instead I am leaving you an anonymous note and I am going to drive off as quick as I can…’

Whereas at first it seemed like it was nothing much more than the light cluster broken; it was impossible to close the back doors once opened, the bumper was partly off and the offside was opened up as if a giant tin opener was making a crude attempt at seeing what was inside.

More bizarrely was that when the insurance arranged the delivery a similar vehicle all the way to Somerset from London; the driver asked if I could give him a lift to Bristol Train station (some 28 miles away) so that he could get back home. I did not feel that I could justify accepting that request… but gave him a lift to a nearer train station. It was meant to be a like for like vehicle with six seats and a long wheelbase can space in the back. In fact it was a short wheel base – but we are managing as we have another vehicle for larger deliveries – and it is a bit trendy, seven years newer and probably looks a lot smarter for customers; so they can take as long as they want, within reason, to look at it and it did make this morning’s 40 mile round trip to look at a peg stay a bit more pleasant…

Dutch industrial vacuum range proves its worth

The Dutch industrial vacuum product range from Verhagen Leiden, newly available in the UK via sole agent, Industra, looks really set to prove its worth in the woodworking sector.

Launched here a few months ago, Yorkshire-based Industra, say the feedback about the vacuum is really positive and everyone who has tried it, comments on its superior performance. An early customer to purchase the Verhagen F3313 industrial and Turbo model, Christopher Shaw, director of Essex-based Garner and Shaw, says that since investing in the vacuum he has been very impressed at how easy it is to use and its overall performance.

Operating in the architectural and wood finishing sector, Garner and Shaw has been providing specialist wood spraying services to architects, door manufacturers, joinery companies and interior designers for over 30 years. With a 32-strong workforce employed over two sites, Mr Shaw takes his responsibilities to create a safe working environment seriously, making the removal of waste from dust and wood shavings a high priority. When looking to purchase a new industrial cleaner he was impressed by the designs and cleaning ability of the Verhagen F3313 model and delighted with its performance. He said: ‘’The powerful suction ensures a clean environment each and every time and I would be happy to recommend it and Industra to anyone operating in the woodworking industry, where waste is an issue.”

Verhagen Leiden has been established for over 50 years and its name is synonymous with quality in its native Netherlands. The product range is well known for its durability and low maintenance requirements. Given the onerous health and safety requirements within the woodworking industry and the necessity to keep the environment dust-free, Verhagen Leiden products have a ready-made market here, says Industra director, Ad Klabbens, also from the Netherlands. He says: “The Verhagen Leiden range offers superb quality. I have grown up with the brand back home where it is a household name in the Netherlands. When we were selecting an industrial vacuum range to promote in the UK, this brand stands head and shoulders above the rest in terms of its performance and reliability. It also comes with a range of additional attachments to make it particularly adaptable for most workplaces, able to penetrate the tightest corners where dust may collect. ‘Verhagen Leiden products can be used to quickly clean surfaces or as aspiration for production machines because they are equipped with the best filters in the market to ensure the highest possible filtration.’

“We are so convinced of the product’s performance and its particular suitability for the woodworking sector that we will provide a no-obligation, free demonstration for woodworking companies interested to put one of our products to the test in its own workshop.”

“We believe it is by far the best industrial vacuum cleaner on the market today.” For more information you can email the company at info@industra.co.uk

“From my workbench to yours”
Nesting - the art of converting raw boards into sized and drilled components

Nesting is a very efficient method of processing components out of large, raw boards. Rather than using two machines, a beam saw and a CNC, the nesting CNC allows the operations to be done on the one machine. It is particularly useful for the efficient production of shaped parts that require cutting, drilling, grooving or routing.

“Not only does a nesting machine maximise the usage of the board by nesting components as close together as possible, but it also grinds grooves and routes them without having to move the parts to another machine,” explains Simon Brooks, sales and marketing director at Homag UK.

“Homag nesting software ensures that throughout the entire run the job is processed at maximum efficiency. It allows the operator to choose the best way to optimise the programs for either speed or yield,” continues Mr. Brooks.

Weeke Vantage 100 and 200 gantry CNC nesting machines

The Weeke Vantage 100 and 200 are gantry style nesting machines which provide the highest precision over the total working width. Both models come with a powerful automatic tool changer system from 7 to 12 places dependent on the working field size. The larger Vantage 200 offers a 14 fold tool changing system as standard. The 100 and 200 come with the highly flexible matrix pro table which has different vacuum cups available for secure and accurate clamping in the event that individual parts need to be machined. The optional aluminium grid table allows the positive locking of clamping elements providing reliable fixture of the work pieces even under exposure to high hogging forces. The table design optimises the distribution of the vacuum and reduces leaks and transmission losses. The narrow grid table combined with the clamping system allows for tremendous flexibility. Even unusual shapes can be processed due to the available vacuum blocks and with the diverse types of vacuum blocks available it is also possible to carry out simple and quick horizontal processing on grid tables.

From standalone machines to automated inline processing

For the smaller manufacturer, the Vantage 100 or 200 can be used as a standalone cell. Then, as required, it can have units added to it such as the lift tables and feeding conveyors to increase productivity. Alternatively, it can be fed by an automated storage system which delivers the required raw boards straight from stock as required.

The Homag BMG range of CNC processing centres is quite amazing,” concludes Simon Brooks, “All the models in the range enable a multitude of tasks to be carried out on one machine and therefore deliver significant productivity gains and cost savings for customers.

In addition, there are a number of options which can be added to automate the production process further, such as a robot to load raw panels and off load processed parts.

“Whichever nesting solution you decide is right for your business, our Homag Finance team can help you put in place the necessary funding to ease your cash flow and get you operational. So there really is no need to delay installing the latest equipment to drive your business to the next level.”

For more information on the latest nesting solutions from Homag and Weeke call Adele Hunt at Homag UK on 01332 856424.

The Weeke Vantage 100 gantry CNC nesting machine - fast efficient production

Always a cut in front

The PS 80 for fast and flexible panel sizing

Mayer CNC Ltd, Unit 11, Savory Park, Nottingham Road, DE6 5RX, DE6 5AG
Tel: 01332 294290
www.mayersaws.com
I was in the British woodworking industry. Jon Gibson, Managing Director of Didac Training College, said, “Like attracting much-needed new students has been an uphill climb, but we’re out-promoting what the woodworking industry has to offer.”

For Jon Gibson, Managing Director of Didac Training College, his first tentative steps in the woodworking industry were part and parcel of a woodworking apprenticeship. “Like attracting new students and increasing awareness of what the woodworking industry has to offer, Jon said, “I enjoyed working with wood but I didn’t have the support of a careers advisor to guide me in the right direction. I became a woodworking apprentice, and learnt the skills I needed. This was what gave me an interest in promoting the importance of apprenticeships in the industry.”

For many students today, the presence of a career advisor in their school is somewhat of a novelty and with the demise of government funded career groups, students have to look for career advice and support in other ways. The leading woodworking machinery and materials exhibition, W16 has teamed up with specialist woodworking training provider, Didac Training College and skills development body, Proskills, to create a networking hub for students who are interested in working in the woodworking industry. Proskills is a Best Practice Zone that will offer visitors practical advice on the industry. You can now visit woodworkingnews.co.uk/for the latest exhibition news.
Quality in Small Spaces

The Scott & Sargeant showroom is near London. It is packed with machinery, tooling, spares and for the small workshop up to the largest manufacturer - if you're investing in woodworking machines, it's an essential visit if you're investing in new machinery.

Casadei V320 Hot Air Edgebander
Promo £4995

Casadei K321 2mm Edgebander
Promo £6250

Casadei K330 3mm Edgebander
Promo £7500

Casadei CRH Corner Rounding Machine
From £2750

Harwi Wallsaws
From £6950

SCM S1300S Panel Saw
From £5575

Martin T12 Spindle Moulder
From £11392

New Catalogue 55
The essential companion for the Professional Workshop. It's now over 400 pages packed with machines, tools, accessories & spare parts.

Contact:
1, Birchfield Road, Horsham, Sussex RH13 5QR
sales@scosarg.co.uk
01403 273000

scosarg.com
Weeke compact BHX CNC drilling centres range pack a powerful punch

The Weeke BHX range of compact CNC drilling centres includes three vertical processing centres – the BHX 050, 055 and 200 models – and a gantry processing centre, the BHX 500. For their size, all the machines punch well above their weight and have proved to be highly productive and reliable machines.

Launched in 2009, the Weeke BHX 050 set the ball rolling. It was an instant success and has been incredibly popular with total BHX machine sales of over 3000. It caught the imagination of the market because not only does this state-of-the-art drilling and routing CNC centre feature an incredibly small footprint and an equally trim price tag, but it can also match the rapid processing times of much larger machines. With these credentials, it’s no surprise it soon became the ideal as drilling solution for all businesses whether small, medium or large.

Simon Brooks, sales and marketing director of Homag UK comments, “Since its introduction, sales of the BHX 050 have consistently outperformed expectations. With over 3000 BHX machines sold, the market has clearly given it its seal of approval. And, when you see what this machine is capable of, you begin to understand why it has become the favourite CNC machiningcentre, particularly for kitchen, bedroom or office furniture manufacturers.”

The BHX 050 is a reliable 3-axis processing centre which can drill on five sides and is capable of grooving and routing at fast throughput rates whilst, at the same time, keeping energy bills down due to its low energy consumption. This versatile workhorse is capable of processing panels as small as 200 x 70 x 12mm up to panels as big as 2500 x 850 x 60mm as standard. There is also an option to increase this working length to 3050mm.

Simon continues, “The BHX 050 can process any type of wood panel and is most commonly used for MFC and MDF. We have had situations, however, where even demanding materials such as Trespa and solid wood components are being handled by this robust machine.”

A real time-saver that offers true value

“Once the programming has been done, the set-up takes just seconds; it only requires the push of a pedal and press of a button to get it started. A really productive feature on the BHX 050 is the panel holding system. There are no vacuum pods or beam positions to think about, the machine automatically positions the panel clamp correctly to suit each panel.

The BHX 050 is great for one-off production due to its immense flexibility and we have many customers using the machine for make to order ‘cabinet by cabinet’ production. All the operator has to do is position the parts – it’s simple and efficient.”

Fast and simple controls with powerTouch

The powerTouch system combines design with functionality featuring a large wide-screen multi-touch monitor, it enables the operator to control the machine’s functions by simply touching the screen.

The ultra-modern user interface offers an array of help and assistance functions which radically simplify the operation of the machine. Standardised control elements and software modules ensure that all Homag Group machines can be used with the same familiar look and feel using powerTouch. This not only simplifies the operation of different machines, but also makes for greater efficiency and accuracy by significantly reducing time operation of the machine. Standardised control elements and software modules ensure that all Homag Group machines can be used with the same familiar look and feel using powerTouch. This not only simplifies the operation of different machines, but also makes for greater efficiency and accuracy by significantly reducing time.

The BHX 200 boasts fast machining speeds with high levels of precision, despite its small size and it never had any major issues with the machine and it has paid for itself several times over,” concludes Russell.

Invest in a Wood Waste Heater for your business and the savings on waste removal and heating bills will pay back your investment in less than 12 months.

- Burns all off-cuts and joinery waste.
- Low maintenance, easy to operate.
- Robust and reliable – every heater sold is still operating today.

UK’s Leading Manufacturer

W O O D W A S T E T E C H N O L O G Y

Turning your waste into energy

01785 250400 woodwastetechnology.com

“Wish we’d bought one years ago! We’re saving a fortune on skips and heating bills” Eddie McDermott, DFS

The WEEKE BHX 050: optimal ultra-compact drilling centre featuring the next generation of small CNC technology, at Ligna 2013. This compact power pack requires less than 10m² installation space and selectable features include a powerful 9kW HK5 routing spindle with a 4-fold tool changer and a 3-axis grooving saw.

It is the big brother to the BHX 050/055 series and utilises the same vertical machining style. The BHX 200, however, boasts considerably faster machining speeds whilst maintaining high levels of precision, despite its small size.

The machine is equipped with two individually moveable high-speed drilling heads which activate a total of 36 high-speed drilling spindles, enabling, for example, rows of holes to be processed considerably faster. Alternatively, the machine can be configured with a large single drill block including a special unit for the increasingly popular lamelle joining system.

As standard, the BHX 200 is equipped with two CNC-controlled no-vacuum clamping devices to precisely position and fix the work pieces during operation, so no setting times are required. The adjustable clamping system allows for larger work piece loads as well as a motorised work piece thickness adjustment.

BHX 500 CNC gantry processing centre is very durable. The machine also features a Smooth Pressure System® which provides a smooth cushion below the work piece, ensuring high-quality work piece handling.

“Weeke’s BHX range continues to be incredibly popular and our flexible finance solutions put this versatile and reliable equipment within the reach of customers at all levels of budget,” explains Karen Payen at Homag UK on 01332 856500,” concludes Simon Brooks.

The BHX 050 guarantees that when drilling pairs of panels they are perfectly matched which is vitally important to ensure we achieve squared up carcases every time. Although the machine can be used for routing shaped parts, we focus its use on drilling and shallow grooving (5-7nm) as this gives us the best productivity for our processes. Finally, it has been a real workhorse for us. We have
Winning designs of the Furniture Awards 2016

As the UK’s largest furniture and furnishings event, the second January Furniture Show (24-27 January 2016) played host to the second edition of The Furniture Awards.

The awards were judged by an expert panel comprising of: Maxim Romain, general manager for Wayfair Europe; visual merchandising consultant Andrew Dunham; ACID ceo and co-founder Didi Macdonald OBE; and Malcolm Walker, director of buying for Furniture Village. The winner in the Value category was Hong Kong 7526 in grey and yellow, from Think Rugs. A keenly-priced acrylic rug, Hong Kong boasts a geometric design and an on-trend colour palette.

The Mid-level category saw Bentley Design's Cadell dining and occasional range triumph. An affordable collection combining a vintage industrial look, contrasting natural finishes and warary edges. The runner-up in this category was the Wycombe dining and living range, from Gallery Direct's Hudson Living range, which was labelled "a very honest product" in which Shaker meets Scandi style.

Brooke, a scooped-arm sofa in natural fibres from Collins and Hayes, was the runner-up in this category, and was described as "excellent on a comfort level!"

This year’s edition was sponsored by bed specialist Dreams. "We recognise the importance of supporting the industry in which we operate, and believe these industry awards provide the perfect opportunity for manufacturers to showcase the best of new innovation," comments Dreams’ marketing and ecommerce director, Lisa Bond.

Raymond adds: “The Furniture Awards highlighted once again the enormous efforts made by exhibitors to present new products and new ideas to buyers at the January Furniture Show. “The awards play an important role in recognising and rewarding the huge amount of work and creativity involved in bringing a new product to the marketplace. Our thanks to Furniture News, and also to the judging panel, for devoting so much of their time to these prestigious awards.”

For further information contact Natalie Slade, Furniture & Gift Fairs Ltd on 020 8387 1270 or email Natalie@januaryfurnitureshow.com
The Adhesives Specialists

KLEIBERIT manufactures high quality products for the Wood Industry with following applications:

- 3D Form Press Technology
- Flat Lamination
- Sandwich
- Profile Wrapping
- Edgebanding

KLEIBERIT Adhesives UK
Max Becker Drive, Unit 3 Brunel Way
Stephenson Ind. Est., Cadville
Leicestershire LE67 3NF
Phone: +44 1530 836699
Fax: +44 1530 836677
Email: uksales@kleiberit.com
www.kleiberit.com

AMS to host inaugural Machine WOODfest event, 17th - 19th May 2016

This May sees Leicester based Advanced Machinery Services (AMS) host its first Machine WOODfest event at its acclaimed 10,000 sq. ft. purpose built showroom and training facility. Located at Skeffington Mill in the heart of England, WOODfest 2016 will feature 16 machines all powered up and fully operational complete with extraction systems. A major attraction will be the debut of a new range of optimising defecting cross-cut saws starting from £5,000.

Demand for this ‘by appointment only’ show is expected to be high as AMS director, Steve McGloin, explains: “Listening to customers, it is abundantly clear that they love the opportunity to come along and test several different types of machinery in action under one roof before they make the final decision to buy. From inception, our new showroom was specifically designed to enable us to put on such free demonstration events and this will be the first of many over the coming years.

“When customers have made the effort to take time out of their day to visit our facility we want to make sure they get the very best experience to test the machines and talk to the people that can help them. To achieve this we will be operating an appointment system throughout the three day show and will be more than happy to extend the show should demand dictate.”

Special show offers
Visitors will be able to get expert help from a host of experienced personnel who will be on hand throughout the event. This includes representatives from several of the machine manufacturers, software and tooling specialists, training and finance experts, all of whom will be around to provide the level of support required. AMS service manager, Tony Harris will also be in attendance to answer questions regarding service and spare parts, whilst a health and safety expert will be available to help with any queries on legislation and other vital issues.

As a ‘thank you’ for attending WOODfest, AMS will be offering special prices on all machinery ordered at the show. Steve McGloin again, “One of the unique benefits WOODfest visitors will have is the ability to place orders for product at very favourable prices. What’s more, unlike many other suppliers, most of our machines can be supplied within a few weeks, so they won’t have to wait long before their equipment is delivered and operational.

“Events like this are very important to us. They give us the chance to spend valuable time with customers and prospects alike. Long-term, this enables us to provide them with better products and a more personal service,” concludes McGloin.

The following machinery will be demonstrated at WOODfest 2016: Planers/Moulders Planers Thicknessers Spindle Moulders CNC Routers Optimising/Defecting Saws Panel Saws Cross-Cut Saws Rip Saws Re-Saws Extraction Units Setting Stands Briquetters Template Makers Cleaning Tanks Tooling Displays

Complimentary lunch and refreshments
During WOODfest complimentary lunch will be served every day between 1 and 2pm with refreshments available throughout the day, including a free bar with beer and wine.

To secure your appointment at AMS Machine WOODfest 2016 either contact Steve McGloin at AMS (T: 0844 844 9949 or email: sales@advancedmachinery.co.uk) or scan the QR code below and complete the registration form.
Centauro ALFA proving a hit with door makers

Many door manufacturers have a requirement for a simple, easy to program, accurate, automatic machine that can be used for the production of door components including the machining of the door linings for hinges / lock keeps, handle holes and key slots, lock slots, 3 point locking systems, door closers etc.

All this plus more
The Centauro ALFA NC slotting / milling machine can do all this - plus more! It is therefore no surprise that to date JJ Smith have installed over 30 ALFA machines in the UK, the majority of which are at companies producing doors and door sets, although due the versatility of the machine some customers are also using the ALFA for window vent slotting, stair string machining, louvre doors and also for the production of Garden Products. Customers who already have ALFA machines include Ian Firth Hardware, Allan Brothers, Howarth Windows & Doors, Benlowe Group, High-Tech Joinery, W.Howard, Joinerycraft and Tunstall GB.

Flexibility
As standard the machine is equipped with a fully programmable router / milling head that operates in both the vertical and horizontal thus giving the machine a high level of flexibility. Programming is via the simple to use graphicPOWER 100 touch screen control unit using electronic macro templates that visualise many of the different machining applications the ALFA can do. The machine has the built in facility to produce left hand / right hand linings either through the program or by working from a left hand or right hand stop. Other important features include easy to position pneumatic front reference stops along with vertical clamping cylinders that hold the component securely on a solid bed. In addition a pneumatically activated ‘tasting probe’ can be used to detect the timber thickness before each individual machining operation. This is particularly important if for example when hinge recesses are being machined in to a door lining that may have some thickness discrepancies. Thanks to the ‘tasting probe’ the hinge recesses will always be machined accurately to the same depth. For maximum safety the machine is equipped with side / rear perimeter guards and a front safety light curtain. Operator training is carried out by JJ Smith’s own technicians and this can usually be completed within 5 or 6 hours.

Remote programming
Popular options include the ISO300 pneumatic quick change tool system, extended Y axis stroke of 400mm and office editor software for remote programming on an office PC. Also the ALFA can be equipped with an additional programmable router head fitted with a very small dia of cutter of say 2.5/3mm dia. This can be used if there is requirement to square off hinge recess corners to enable square hinges to be fitted, also it can be used for spot / pilot drilling for hinge lock screws. New options recently introduced include a turntable device for doors plus a wider table allowing for 2 jambs to be clamped and machined in one operation. Table extensions also mean that stair strings up to 4.2m can be machined on the ALFA.

Exclusive UK distributor JJ Smith now regard the competitively priced Centauro ALFA as a standard stock item and so usually have a machine set up and available for demonstration at their recently renovated Liverpool showrooms. The ALFA is just one of a range of programmable machines that JJ Smith supply dedicated for joinery production, others include the Centauro BETA CNC swing chisel mortiser, Duin PRO-SET single end tenoner and Saomad automatic window systems.

For further information please contact JJ Smith on tel: 0151 548 9000 / sales@jjsmith.co.uk / www.jjsmith.co.uk
Accord 25 FX - High technology and utmost ease of use for the latest SCM machining centre

The latest Accord 25 FX model was designed with the needs of small and medium-sized companies in mind. SCM has developed a 5-axis machining centre that provides superb performance with minimum investment.

Accord 25 FX, available with bars table and multi-function table, combines state of the art performance with extreme ease of use for flexible production of doors, windows, stairs, solid wood parts and for machining panels made of wood and other materials.

Varied production
With Accord 25 FX it is possible to produce various types of products thanks to the increased machining dimensions and up to 44 tools always available on the machine. The new chain store, combined with the traditional lateral store, guarantees rapid tool selection times and the machining of many different profiles.

Ergonomics and safety
The new “ProSpeed” system with horizontal photocells and new bumpers on the mobile protection (SCM patent), results in maximum accessibility to the work table and safety for the operator in the work piece loading/unloading operations, whilst maximum speed and productivity are reached during machining.

Smart programming
Thanks to the Xilog Maestro software suite developed by SCM, programming Accord 25 FX is easy, intuitive and effective.

The Maestro 3D module allows the programming and 5-axis machining of three dimensional surfaces; Maestro WD, developed specifically for the production of door and window frames, allows users to design starting from the architectural light to the individual frame elements to be produced. The Maestro Pro View simulator provides clients with considerable advantages by previewing the actual machining to be carried out on the machine, on an office PC, in order to eliminate any errors and collisions and calculate production times and costs. The Maestro MSL Connector module allows external management software to interface with Xilog Maestro. The machining strategies are managed based on the dimensions of the work pieces and the operations to be carried out, in order to optimise the position of the holding systems and the tool paths.

Furthermore, the Xilog Maestro software of Accord 25 FX includes Maestro APPS: a library of functions developed by SCM thanks to the experiences evolved with the manufacturers of windows, doors, stairs and furniture. The Maestro APPS functions are immediately available, simple to use and allow clients to save time when designing the work piece.

Accord 25 FX brings together the best of the Accord series SCM machining centres, that with Accord 30 and 40 FX and FX-M models have been internationally appreciated and acknowledged for their technological advantages, reliability and versatility.

The highly modular aspect of the range is what makes the “Accord 25 FX” project unique. It is available in various configurations to provide different work tables, such as “Matic” with automatic setup, high performance machining heads, tool store and innovative clamping systems, to promptly respond to the various market requirements.

This model allows us to provide a truly made to measure machine for clients that either purchase machining centres for the first time or for expert clients that want to improve their competitiveness.

Tel: 0115 977 0044
www.scmgroup-uk.com
Applications for Cabinet Construction, Window, Door, Staircase manufacturing and much more.

The profit H200, all round performance increasing efficiency

Visit us at our Inhouse Show on the 15.04. - 16.04.2016

Secure workpiece support - precise results
Workpiece feeding rails
Pick-Up Tool Changer
18-Position Rotary Tool Changer

Cost effective solutions to suit your needs. Flexible finance options. Take your business to the next level!

CNC Range from FORMAT-4:
profit H08 classic
profit H10
profit H300
profit H350
profit H500

Tel. 01908 635000
Unit 2, Sovereign Business Park, Joplin Court
Crownhill, MK8 0JP MILTON KEYNES
www.format-4.co.uk
‘Rip & Cut’ Open House Event

A combined and integrated presentation of the latest generation of programmable cross cut saws and optimising multi-rip systems designed to increase production, efficiency & yield while also reducing manual handling.

Machines on demonstration for the first time:

- **Cameron Rip System** consisting of an MRS 3 moving blade multi-rip saw linked to a Quick Rip infeed loading / optimisation system with unique auto skewing device.

- **Cursal TRSI** high speed cross cut line with robotic automatic CNC loading system.

- **Marinus Powermax** high speed CNC end matcher / and defecting saw for flooring.

**JJ SMITH**

12th - 14th April
Liverpool Showrooms
Moorgate Point, Knowsley Industrial Park, Kirkby, Liverpool, L33 7DR

Multi-Rip Systems / Automatic Cross Cut Saws / Flooring End Matchers / Automatic CNC Loading Systems

Additional equipment on display

- **Stromab Matrix F** automatic push feed cross cut saw with a built in trenching head.

- **Stromab CT600** automatic push fed cross cut saw for both straight and angled cutting.

- **H&M HMT** 3 axis CNC automatic cross cut saw for timber frame / roof truss production.

- **Graule** range of pull over cross cut saws, with **Tiger Stop** positioning systems.

- **Comec TAC1** for stair wedges & corner blocks, **Martin** sliding table panel saws, **Omega** twin blade mitre saws.

For further information or to register your attendance at the event please contact us on:
Tel: 0151 548 9000  Email: sales@jjsmith.co.uk  Web: www.jjsmith.co.uk
Homag UK’s May Open House spotlights the latest advances in CNC machinery

A wide range of entry level and volume producing CNC machinery will be amongst a host of technologically advanced equipment demonstrated by Homag UK at its two day Open House, running from May 11th – 12th at its Castle Donington showroom.

A wide range of machinery will be demonstrated, plus experienced engineers and product specialists will be available throughout to discuss and advise visitors. The equipment on show will vary from entry level models to higher end products. Software experts will also be presenting the user-friendly systems including the latest versions of woodCAD/CAM. woodWOP plus software for nesting and solid wood processing. These easy to use programs improve both production performance and the manufacturing efficiency.

“CNC machinery and technology have advanced hugely over recent years, which is fantastic news for our customers as they can now invest in HOMAG machines more cost effectively” claims Simon Brooks, sales and marketing manager for Homag UK.

He continues, “We’ve worked hard to ensure that our machines stay at the top of the table in terms of both quality and technology. Our first Open House of the year is an exciting platform to showcase the advances we have made with our CNC machines. This equipment significantly increases productivity and is testament to our continual pursuit to develop the very latest technology.”

Live demonstrations

At the Open House there will be demonstrations of a variety of machines, ranging from the best selling compact Weeke BHX 050 machining centre to the higher end Vantage 100/710 nesting router. With over 3000 sold, the Weeke BHX 050 is one of the most popular and routing machinery in the UK market. It can process panels as small as 200 x 70 x 12mm up to panels sized 2500 x 850 x 60mm. However, there is also an option to increase this working length to 3050mm.

The Weeke BHX 055 is the 050’s big brother and will also be demonstrated at the Open House. It was the success of the BHX 050 that prompted Weeke to develop a higher specified version, the BHX 055. This powerhouse has all the benefits of the original 050 but includes automatic adjustment of work piece thickness, a maximum working length up to 3050mm and 13 vertical spindles as standard.

The Weeke BHX 200 marks the next generation of powerful CNC drilling and routing machinery. It boasts considerably faster machining speeds than the 50 or the 55, yet still maintains the same high levels of precision, despite its small size. The machine can be equipped with two individually moveable high-speed drilling heads which activate a total of 36 high-speed drill spindles enabling, for example, rows of holes to be processed considerably faster.

Two Weeke nesting machines will be demonstrated, the 100/710 and the 43M. The Weeke Vantage 43M is a gantry style CNC machine which ensures the highest precision over the entire working area. It has a 10x9 x 4m matrix table with the gantry traveling at a vector speed X/Y of 80m/minute, making it very fast and efficient.

This machine is perfect for nesting and general machining as it comes as standard with a powerful four axis controlled router head, an impressive toolchanger capacity and a large drill block with vertical and horizontal drills, as well as an X and Y direction sawing grooving saw.

The Weeke Vantage 100/710 on display at the open house is for jumbo sheet nesting. It is equipped with an indexed lift table, push off and table sweep system, and an out feed conveyor belt to provide fully automatic throughfeed nesting cell. It comes with a powerful 12HP (9kW) HSK nesting spindle as standard (optional upgraded to 16HP [12kW] and a vertical drill block with automatic toolchanger for fast, versatile and efficient conversion of raw boards into fully machined components.

Another powerful Weeke workhorse being showcased at the Open House is the ABD 260 drilling and dowel inserting machine. This machine can be used on its own or to compliment the nesting models where horizontal drilling and dowelling is required. It delivers controlled and close-cut results through the use of a vibrating hopper, fed from the top of the machine. Controlled with HOMAG’s user friendly woodWOP software, the ABD260 can cope with one off components as easily as high production runs. The machine drills, glues and inserts dowels horizontally at a rapid rate and can also drill vertically lending itself nicely to ‘knock down’ products.

CNCs for solid wood processing

The Weeke BMG 311/212/K four axis CNC processing centre is particularly impressive thanks to its high configuration. It is ideal for machining components such as doors, door frames, solid wood components and complex furniture parts. The machine comes with Homag’s tubeless vacuum clamping system as standard. This means work pieces can be securely held with a mix of vacuum pods and clamps to cope with even the most complex components. Also, it is very easy to change from job to job with minimal downtime.

Last but not least will be the Homag BMG 311/42/F.K. It is part of a range of heavy duty gantry processing centres which provides state-of-the-art CNC solutions for furniture, window, door and stair manufacturers. This five axis machine has an impressive specification including Homag’s LED positioning system for fast, accurate adjustment of the vacuum pods and rails, a heavy duty 5-axis router head and a large drill block for drilling vertically and horizontally.

If you’re considering investing in CNC technology, this Open House is a must, enthuses Simon Brooks. He continues, “To enable customers to afford brand new equipment, our Homag Finance team will be available throughout the Open House to give advice on investment plans and provide solutions tailored to individual needs. Cash flow is crucial in order for a business to thrive, but there’s no reason to let it impede expansion plans,” concludes Brooks.

To reserve your place at the Homag Open House from the 11th – 12th May 2016 please call Adele Dixon on 01332 846424.
Masterwood - Door and window production

Since woodworking machines were first introduced one of their biggest uses has always been producing windows and doors, timber frame doors and in later years solid core doors. The procedure to make a timber window or door has not changed, once you have your material prepared you need to mark on the timber cut off lines, mortise and tenon positions etc. Then it is a case of setting and using each machine, the X-Cut, a mortiser, a tenoner, a spindle moulder, and maybe an overhead router, then it’s time to assemble, or in most cases make everything fit together, including cutting out haunches on the bandsaw and using hand routers for ironmongery like locks, hinges, and handles.

“As a wood machinist apprentice I spent many hours drawing lines on to door stiles and then swinging on an old Wadkin Chisel mortise arm to try and cut out all those mortises staring at me on the pallet” said Masterwood Sales Director Dave Kennard.

Masterwood Developments

Today life can be so much easier, with just ONE machine, a CNC Machining Centre. For the last twenty-five years Masterwood Spa, the Italian machine manufacturers, have been developing their machines to suit today’s demands for solid timber bespoke joinery. These developments include:

- Use of large diameter tooling to allow full length mortise and tenon joints to be produced.
- Higher powered router motors to allow stack tooling to be used.
- Heavy duty clamps to ensure components are held rigid on the machine bed.
- More tooling positions to cover the extra tools required for window and door production.
- Automatic bed positioning to speed up production times and reduce set up times.
- Specialised software to ensure the shortest time from design to production.

Masterwood can supply a full range of solutions to suit any customers manufacturing requirements, from our entry level Project 250, through to the top end Project 565 (a five axis machine with all possible options for tooling and clamping).

On top of this we can provide dedicated machines like the 4WIN2, a new version of the original 4WIN, a CNC machine with a unique clamping system for windows where the work piece NEVER moves. Each component is firmly held in place while every operation is carried out, even the nosessies for all the ironmongery, so once the material leaves the machine it can be put together like a jig saw and is ready for finishing and glazing.

With an automatic loading and unloading system the machine can run for up to four hours unattended. At the top end of window production we can supply the fully automated Colombo WindowMaster range of machines which can run for anything from two to four hours with the components pre loaded on to the handling equipment, automatically loading each piece, fully machining each item, and then stacking the finished components in their sets at the end, you can basically have a ONE man production factory producing up to 750 components per eight hour working day. With three men the system can then work 24 hours per day.

Traditional Sliding Sash Windows

Traditional Box Windows can be seen in all major towns and cities (a traditional part of joinery history), and are notorious for being difficult to produce with traditional methods, the many varying set ups and joints are a minefield for costly mistakes.

Today we have a number of customers who have produced traditional sliding sash windows on their CNC’s where the machining time for one complete frame and a pair of sashes is under TWO man hours, the parts all then fit together with practically NO bench or hand work. With traditional methods this same job could take a full day.

With an automatic loading and unloading system the machine can run for up to four hours unattended. At the top end of window production we can supply the fully automated Colombo WindowMaster range of machines which can run for anything from two to four hours with the components pre loaded on to the handling equipment, automatically loading each piece, fully machining each item, and then stacking the finished components in their sets at the end, you can basically have a ONE man production factory producing up to 750 components per eight hour working day. With three men the system can then work 24 hours per day.

Traditional Sliding Sash Windows

Traditional Box Windows can be seen in all major towns and cities (a traditional part of joinery history), and are notorious for being difficult to produce with traditional methods, the many varying set ups and joints are a minefield for costly mistakes.

Today we have a number of customers who have produced traditional sliding sash windows on their CNC’s where the machining time for one complete frame and a pair of sashes is under TWO man hours, the parts all then fit together with practically NO bench or hand work. With traditional methods this same job could take a full day.

We have found that customers with CNC machines can now produce batches, or “one off” windows and doors in a fraction of the time that is needed with traditional woodworking machines.
When put up against Window Lines the CNC machines can look slower on individual operations, but if you look at the manufacturing time for a fully finished window or door, then the CNC will come out on top as there is far more that can be produced, like glazing beads being cut out and mitred to the finished length, ironmongery recesses all produced. Other areas like shaped work, after assembly work, cutting out haunches on tenons, all gives the CNC an advantage. On top of this, while the machine is working, the operator can be doing another job, getting the next batch prepared, or assembling the last batch. We also find that the tooling costs for a CNC can be as much as 50% lower than that required for window lines, and Health & Safety is greatly improved by removing high risk operations from traditional machines like shape work.

Door Production
Solid core and Fire doors can be produced on our entry level Project 250, but in many cases our customers have gone to the longer 5200mm bed sizes of the Project 300 and 400 ranges which allow doors and frames to be tandem loaded so that the CNC never stops. With lower cost 5 axis machines like the Project 265 now available these are also proving popular with door customers as it helps cut down on tooling costs. Robots can also be introduced at this stage to automatically load and unload the machine, developing software hand in hand with the machines, this ensures that both are fully compatible.

Larger Production
For higher production we then have the Project Door and DoorLine CNC's, machines that can be used with handling equipment to allow doors to be fed automatically into the machine, with pod and clamping positions all set by the PC, once the door has been machined it can be fed out and stacked and the next door is fed in. This system can then develop into a fully automated production line where a stack of doors is loaded onto the handling system and the full line takes over with anything up to THREE doors per minute being sized, apertures cut, leading edges added, along with all ironmongery recesses cut. Locks and hinges can also be inserted and fixed in position before stacking for offloading.

Door frame components can also be run on a production line with joints, hinge recesses and keeps all machined, along with weatherseals being inserted into each component.

Software
An important part of any CNC system is software, you can have the best machines in the world but without software to operate it correctly your production does not improve as it should. Along with all our machine developments Masterwood have always been at the front with leading companies like Jeld-Wen, Jelinek, Comeca, Scigno, Audasso, Vest-Wood, and Fenestra.

For more information please contact: Masterwood GB Ltd
Phone: +44 (0)1293 402760, Fax: +44 (0)1293 508423, E-Mail: officegb@masterwood.com
Mobile: +44 (0)7930 407084, www.masterwood.com

Do O R &  W IN DO W PRO DUC TIO N
Woodworking News March 2016 17
Historically there has been a perception in the market, particularly amongst smaller manufacturers, that 5-axis processing centres could only be afforded by the larger companies. As the need for faster production times and more bespoke and complex production increased, however, technological advances have meant that price levels have fallen, so now even the smaller manufacturers can invest in 5-axis CNC machinery. Simon Brooks, sales and marketing director at Homag UK explains, “Over the last three to four years, the Homag Group has been working on making 5-axis technology more affordable for all levels of manufacturing. The result has been a range of machines with a variety of functions, including routing, sawing, drilling and edgebanding units which are customizable for each level of the market. With the added ability to provide complete cycle production, these CNC machines can reduce the amount of equipment needed, keep running costs low and yet maintain high quality production with fast output rates.”

Homag’s 5-axis CNC machines - more affordable than ever

Homag’s range of 5-axis processing centres is available with three different table options. The popular pod and rail table consists of vacuum suction pods attached to a moving rail system. This securely holds the work piece in place preventing it from moving whilst eliminating damage to the table or tools during processing. This table can be used with a large variety of situations. Homag’s 5-axis BMG 611 when I was looking to update its production facilities and capabilities. Saving time and money, the 5-axis BMG 611 allowed it to easily create bespoke, complex carvings without any restrictions on woodworking capabilities.

Fast and simple programming with woodWOP software

For increased simplicity, Homag’s 5-axis programming centres with its woodWOP software as standard. This fast and intuitive software system offers operators flexible machine programming with simple navigation on Homag’s powerTouch operating screens. The full multi-touch HD monitor adds to the simplicity of Homag CNC processing centres.

Success with UK installations

With the Homag Group producing around 1,500 processing centres a year, the flexibility of the range makes them a perfect solution for the joinery or panel market. A large number of these 5-axis installations have been in the UK, creating specialist solutions for both entry level and larger sized manufacturers.

The Homag Venture 316 5-axis machine has brought huge productivity gains to Terry Smiths who manufacture cabinets and caskets for the funeral services market. Not only has the machine delivered reduced production times, but also a significant saving to its bottom line, resulting in a faster return on investment. Andrew Ryan Furniture, a high end, bespoke kitchen and joinery specialist in Ireland installed the new Homag BMG 611 when looking to update its production facilities and capabilities. Saving time and money, the 5-axis BMG 611 allowed it to easily create bespoke, complex carvings without any restrictions on woodworking capabilities.

Simon Brooks concludes, “Homag’s CNC processing centres are essential powerhouses which consistently produce high quality results. If you would like to see a demonstration of any of the Homag Group CNC processing centres, call Adele Hunt at our Homag UK offices on 01332 856424.”

Tel: +44 (0)1332 856500

www.homag-uk.co.uk
Since the commencement of business in 2001, South Wales-based Wilcare Wales has seen extraordinary year-on-year growth, having operated initially from a 500 square feet factory housing just a handful of employees to the present 30,000 square feet facility with a staff of 50. The company has achieved virtual market leadership with its brilliantly designed and engineered electric rise and recline chairs which meet all Class 1 medical devices requirements as defined by the EC Directive 93/42 and which are widely specified in the mobility sector. The company is also CE registered with the MHRA (Medicines & Healthcare Regulatory Agency).

In addition to the production of rise and recline chairs, Wilcare Wales has recently expanded its wood-based offerings with the newly created accentu8 brand of furniture, developed in association with the award-winning furniture designer, Angela Gidden, who now functions as the consultant creative director for the company. Having earlier installed its own wood mill incorporating routers supplied by AXYZ International, the company has subsequently expanded its production capacity to accommodate further third-party requirements and most recently gained preferred supplier status with a large manufacturer of wood-based furniture products.

Over 90 per cent of the materials used by the company are locally sourced and Wilcare Wales is one of only a few companies that handles all of the elements of its rise and recline chairs, from the design and construction of the wooden frames to the processing of the fabrics that are used and the sewing and upholstering of the finished chairs. The company also operates a ‘green’ sustainable refurbishment programme. According to managing director Anthony Kiff, much of the company’s success can be attributed to the performance of the AXYZ routers which have been installed and which have now been supplemented with the purchase of a top-of-the-range AXYZ Twin Head large-format CNC router. Anthony Kiff commented: “As a result of the generous trade-in offer made by AXYZ International, it was possible to exchange one of our old AXYZ machines for a brand new higher-performance AXYZ 8016 large-format router. This has helped speed up production and further enhanced the quality of our work whilst dramatically reducing material wastage.”

The AXYZ Twin Head 8016 is a high-volume and high-performance router with a standard processing width of 2565mm and a length of 3048mm that is extendable up to 10 metres in increments of 610mm. It has a maximum positioning speed of 25m/min with the option of higher speeds if required and gantry clearances of up to 300mm to accommodate thicker materials. Key features of the router include the latest A2MC machine control system that intelligently regulates acceleration and deceleration during the routing/cutting process, the AXYZ SmartConsole that rides alongside the gantry for ease of start-up and a helical rack and pinion drive system. Other optional machine enhancements include a range of collet spindles and drills, direct-drive motors on all three axes, an expanded (up to 33 stations) ATC (Automatic Tool Change) facility, the AXYZ AVS (AXYZ Vision System) for optimum accuracy, a range of knife heads and multiple carriages.

In conclusion, Anthony Kiff stated: “Although AXYZ International has been and remains a preferred supplier, we did look at other machines on the market prior to purchasing the AXYZ 8016 but none matched this router in terms of the improved quality and reliability demanded by one of our biggest clients. Furthermore, we have enjoyed a long and successful business relationship with AXYZ International and have been particularly impressed with its customer support facilities, reliability and overt commitment to client satisfaction.”

For further information on AXYZ routers, visit www.axyz.com or telephone 01952 291600. To find out more about the products manufactured by Wilcare Wales, visit www.wilcarewales.co.uk or telephone 01446 772227.
Call of duty? - Cabinet Vision makes it a pleasure

When duty calls for John Dunne, owner of Mother Hubbards Cupboards, to design a new kitchen, he says it's a pleasure and not a chore, thanks to Cabinet Vision.

"Some people play computer games such as Call Of Duty for leisure, as a past-time. I have Cabinet Vision – that's gaming for me."

Designing bespoke kitchens for individual customers in and around Leeds, John Dunne finds it ideal for his popular lay-on, modular system. And he says it is the only CAD software he has come across that can handle his speciality – a traditional frame system.

Cabinet Vision is able to create the frames as one continuous run of bespoke units, as opposed to the modular system where all the separate units butt together. 'Before installing Cabinet Vision I had to physically draw my frame system designs using pencil and paper on an old-fashioned drawing board. No other software could do it."

Even curved frames incorporating the front and side of the cabinet can be handled with ease by Cabinet Vision. "I call it a traditional frame because this is how cabinets used to look in the old days, before the advent of modular systems. I first saw a skilled joiner in Ireland use this traditional structure, creating cabinets by hand, and I thought they looked so much better than the lay-on modular cabinets."

He says another of Cabinet Vision’s great strengths is not only its perfect 3D rendered image of the design, but its ability to show the engineering behind the kitchen, with the wire frame view detailing exactly how everything is put together.

"Many kitchen design systems seem more geared towards presentation than technical substance, but I find this software’s constructional detail to be particularly valuable."

"It will also give me the sizes of housings for the standard drawers, boil and pan containers and storage boxes, along with housings for ovens and microwaves."

As he became more confident with using Cabinet Vision he found he was re-honing his drawing skills and becoming a better designer. "And that's after 14 years experience on a traditional drawing board. It allows me to 'go into' each cabinet and literally re-invent its properties. I can customise its dimensions, composition and functionality."

"As a design tool, I've found that Cabinet Vision has an almost molecular grasp of detail and an ability to re-jig and move that detail around as required. Which is a vital aspect for every kitchen produced by Mother Hubbards Cupboards. "The bespoke element of my work means everything comes down to detail, and I frequently need a cabinet that’s 1mm or 2mm above or below a normal size."

Because the software allows him to readily design such bespoke cabinets, he is able to use standard timber doors. "With standard doors I need greater flexibility in the cabinets to compensate. And, as a technophobe, even my limited knowledge of the software means I've been able to take my business to another level."

Regarding his own cabinetry, he says nothing is off the shelf, unless he puts it there. "I've built my own library, which helps to enhance the overall design process of each individual kitchen."

Whether customers choose the modular kitchen or the high end traditional frame system, they always experience what he calls an ‘eureka’ moment when he shows them the 3D image of how it will look in situ.

"Summing up, he says the software gives him a feeling of positivity and confidence, lightening the workload because he now regards designing as a pleasure, rather than work. "Cabinet Vision provides a win, win, situation – I love the designing side of the business, and it's the closest customers will see what their kitchen's going to be like without it actually being there."

Tel +44 (0) 1189 756084
E-mail: stewart.bint@verossoftware.com
Mother Hubbards Cupboards: www.motherhubbards.co.uk
Cabinet Vision: www.cabinetvision.com
Meticulous planning pays dividends for Dustraction at GP Cases

When Dave Waldron, MD of GP Cases Ltd in Wiltshire, began researching new dust extraction for their wooden packaging business to upgrade an old and “rather tired” system at their 20,000 sq. ft factory in Royal Wootton Bassett, they knew they needed specialist help. They had been running the old, labour-intensive layout for years and towards the end of 2015 wanted to combine a new dust filter and extraction with the installation of a biomass heating system.

So Steve Matuska made a number of visits from Dustraction to assess the requirements on a site where dust extraction and waste disposal was very labour-intensive. They were taking off outflows manually, the bags replaced which, as they were filled, were discharged into plastic bags which, as they were filled, were taken off outflows manually, the bags replaced and then taken outside to a skip for dumping to landfill. This, together with the disposal of offcuts, represented at least five man-hours per week so the new automatic layout brings a significant reduction in man power that can now be redeployed more productively. Waste is now converted into fuel by a chopper and transported along Dustraction’s ductwork runs to their filter system and up the inclined conveyor to a new purpose-built storage silo.

GP Cases have a very good website – www.gpcases.com – explaining the range and extent of bespoke timber packaging they design, manufacture and supply. It is a successful family business which has been based in Royal Wootton Bassett for the last 50 Years.

Dustraction replaced all ducting mains throughout the GP Cases factory for the fully automatic transportation of dust and wood-chip fuel from all existing drops serving band, panel and cross-cut saws, plus the range of timber-dimensioning machinery in use at any one time, and transporting waste via noise reductive, aerodynamically designed branch ducts on tapered sections. Steve Matuska reports that a new fully-sequenced control panel services around a dozen individual machines via fully enclosed fans on anti-vibration mounts, using flexible isolation sleeves and outlet attenuators to reduce break-out noise to an absolute minimum.

A No. 27 RV four-section modular filter by Dustraction is mounted on a steelwork support gantry and discharges all waste via a Dustrax No. 33 floor-mounted, heavy-duty fanset to an inclined conveyor and an externally mounted silo that is now also feeding a new biomass boiler by Wood Waste Technology fully automatically. This is the latest 199kW boiler which generates 92.4% heat from fuel waste burned compared with 68% by Wood Waste Technology’s 150kW model that it supersedes.

Dustraction’s filter system comprises more than 1,000 sq ft of cloth with a filtration velocity of around 2.38m/min and an automatic shaker system which is designed for periodic removal of cake dust from the filter areas during manufacturing and also on shut-down. “I must give all credit to the men from Dustraction for their help, expertise and sensitivity in providing us with what is to us a revolutionary new extraction and conveyor system,” says David Waldron.

The was a difficult job for various reasons. Steve Matuska added, but the planning and attention to detail was meticulous from the outset and that made a major difference when it came to the installation. “We had very little margin for error because of constraints on height and length but it all came together in the end; we are very pleased with the new system and, more importantly, so is Mr Waldron!”

Wood and panel dust and chip is now being fed fully automatically at GP Cases into a storage silo to feed a new biomass boiler installation by Wood Waste Technology.

No. 27 RV four-section modular filter by Dustraction is mounted on a steelwork support and discharges all waste via a Dustrax No. 33 floor-mounted, heavy-duty fanset.

The new biomass boiler at GP Cases is certified to burn both MDF and chipboard as well as softwood waste and the installation overall reduces ambient external noise by 40dB.

www.woodworkingdirectory.co.uk
Starbanks - New factory lit and heated by itself

Starbanks New Factory is 120000sqft and will include office block and despatch areas the site has a total of 16.5 Acres and leaves a great area for future expansion.

The site has been targeted at its own sustainability with the installation of 1000 solar panels which will provide 65-70% of the used electricity and a new voltage loss optimisation substation to improve overall electric usage.

In addition, as a central point of the new factory is a biomass boiler plant Viessmann - installed by Mawera UK LTD - as a complete project including wood storage, transfer, burning and suppling hot water to within the complete factory.

The first stage is to provide storage to the factory produced wood off-cuts and dust this is chipped and is stored as it is produced directly into the silo - Constructed from concrete sections and lowering 16m, its storage capacity of 900 cubic metres of wood dust and chips is sufficient to provide Starbank with heat for the total winter period.

Storing through the summer will enable Starbank to maximise wood usage in the biomass boiler, which will burn 35 tonnes per week during the winter months.

Wood chips and dust are transferred automatically to a distribution section within the boiler house that feeds the boiler - Vitoflex 300 FSB-R-SE 950SE - that is capable of providing 180,000 kW hrs per week of heat.

The FSR Mawera plant is automatically controlled by a flat moving grate with water cooling that’s designed specifically for use with dry materials such as MDF, chipboard and melamine-covered boards. Oxygen control is used to govern the combustion process and in the FSR that extends to control of two sections of combustion as well as recirculation and mixing of the flue gases with primary and secondary air to lower Nitrous Oxide emissions.

The flue gases are passed through two sections of abatement - first a multi-cyclone that takes out the larger particles, and then on to an electrostatic filter that removes even the smaller particles before emitting to atmosphere.

Each section has ash bin collection on the underside of each unit so dust can be removed easily.

The biomass installation is backed up by a three-pass Viessmann Vitomax 300 gas boiler that provides a full capacity heating system and can also be used to top up the biomass installation if no biomass is available.

The total heating system is pressurised hot water up to 110oC that is circulated around the factory in distribution pipes. Pressurisation and expansion are controlled by a Flamco III automatic expansion and fill system.

The hot water from both the biomass and gas boiler is pumped into a low loss distribution header from where it is circulated to Sabiana heaters throughout the factory production area. With different zones within the factory that can be adjusted independently via thermostatic controls.

In the roof area of the factory are stratification fans which circulate the warm air, sending it from the high sections of the building to the lower areas to ensure a more constant working temperature throughout the factory.

The project to Mawera UK was to provide a total solution that would handle the wood dust and chips together with the feed systems to the boiler - and provide heat to the entire premises.

Mawera’s solution provides a complete package from wood handling to heating of the premises - and the plant takes into consideration the RHI (Renewable Heat Incentive) BSL (Biomass Suppliers List) and the LAPPC (PG1/12 July 2013) Permit.

A complete package to provide wood chips and dust removal and to heat the total factory with a considerable payback from the project.

Contact:
Mawera UK Ltd on 01543 258844 www.mawera.co.uk
Starbank Panel Products on 01925 223965 www.starbank-uk.com
The team at Wood Waste Technology has installed a state-of-the-art biomass hot water boiler system into one of the UK’s oldest shop fitting companies, Kiddie of Southport.

Kiddie started in 1869 as a small cabinetry business that has evolved through time to one of the UK’s oldest shop fitting companies, Kiddie of Southport. Southport is based in the oldest shop fitting system into one of the UK’s oldest shop fitting companies, Kiddie of Southport, which is based in a residential area, with 40 employees working under its roof.

When Kiddie’s existing wood waste boiler, bought many years ago from another manufacturer was starting to fail, the management decided it was time to invest in a new one, so contacted Wood Waste Technology because of its reputation for quality, reliable biomass solutions.

Wood Waste Technology’s revolutionary boiler is one of the most efficient wood waste boilers available in the UK, having been designed and tested to EN303-5-2012, the highest standard for efficiency and emissions. It was also the first in the UK to be declared fully compliant with the Renewable Heat Incentive (RHI) scheme without the need for additional flue gas filtration equipment (significantly reducing the investment and on-going maintenance costs of a RHI compliant boiler).

Wood Waste Technology boilers can also operate in clean air zones under the Clean Air Act, as the boilers meet the two highest standards in emissions regulations, so are able to be used in even the strictest of jurisdictions in the UK.

The team at Wood Waste Technology designed a complete system for the Kiddie factory, to give free heating to the factory area just as the old wood waste heater did, but also to send heat to radiators in the office area. As the office previously had to be heated separately by a gas boiler, the management at Kiddie are delighted to be saving around £1500 in heating bills each year, in addition to the money being saved on heating the factory and waste disposal.

Managing Director at Kiddie comments, “The new system is fantastic. It gives us so much more heat, is far more efficient than our old boiler and offers more functionality too.” Unfortunately the old boiler failed before we had the new one installed, which made us realise how much money a biomass boiler saves us each year, as all of a sudden we had to hire skips to take away our wood waste, and were spending around £1000 every few months just on waste removal! It was such a relief that when we could burn our waste wood again, to heat the factory, offices and also provide hot water. The team at Wood Waste Technology has given us excellent service, and they even helped us in our application to the Government’s Renewable Heat Incentive (RHI), which now generates extra income into the business.”

Kurt Cockcroft, MD of Wood Waste Technology says: “Our engineers were the first to arrive and began working to reduce emission levels in a biomass heating solution, which allows customers to maximise their return from the RHI scheme by getting more money from every kilogram of fuel burnt. So, as well as companies making considerable savings on heating and waste removal bills by burning waste to create energy, it means companies with successful RHI applications can earn up to 60% cheaper than other suppliers.

As well as being a distributor for Putzmaus, Wood Waste Technology also has the UK official distributor for Gross Apparatebau GmbH, a German manufacturer of dependable, precision engineering shredders and briquetters, available in various sizes and specifications to suit all business applications.

Call Wood Waste Technology on 01785 295040 and start to recoup some value from the waste in your business, or visit www.woodwastetechnology.com, www.grossuk.co.uk or www.putzmaus.co.uk to find out more.

State of the art biomass boiler installed into one of the UK’s oldest shop fitting companies

“Of a sudden we had to hire skips to take away our wood waste, and were spending around £1000 every few months just on waste removal!”

Kurt Cockcroft, MD of Wood Waste Technology
A new generation of independence

Introducing the new higher performance 5.2Ah battery and the latest Basic tool variant from Festool. The Basic tool comes without battery and charger, but with the option of using existing battery packs. It also provides the opportunity to purchase battery packs and charger separately at a later date at no extra cost.

More information on the endless possibilities of PowerSelect is now available from your specialist retailer or at www.festool.co.uk.
Green solution from Wood Waste Control gives red hot performance at Welsh bar fitting specialist

An environmentally-friendly wood waste extraction and heating system supplied by Wood Waste Control (Engineering) is delivering a red-hot performance at the new South Wales factory of PD Morgan.

PD Morgan is a fast-growing bar fitting and joinery specialist with customers across the UK including KFC, Wetherspoon, Premier Inn, Punch Taverns, Enterprise Inns and Greene King.

To cope with existing and future growth the company has moved from its factory in Ogmore Vale, Bridgend to a larger 12,000 sq ft purpose-built unit nearby.

Dean Morgan, managing director of PD Morgan, said: "The new factory has much higher ceilings, and also delivery access is much better suited to our growing business."

As one of the country's leading dust extraction specialists all Wood Waste Control equipment is built to meet COSHH legislation requirements and can stand alone or be used in conjunction with total-extraction return air heating systems.

For PD Morgan’s new factory Wood Waste Control specified, manufactured and installed a WFS/13/1.5J silo filter with 33 inch pressure blower and 30HP fan motor.

Discharge from the unit is through a one metre rotary valve mounted beneath the hopper section to allow the waste to fall under relatively pressure free conditions into the waste container beneath. Due to the modular construction of the WFS range, the system has the flexibility to be extended to cater for future expansion.

Russia and Africa. As one of the country's leading dust extraction specialists all Wood Waste Control equipment is built to meet COSHH legislation requirements and can stand alone or be used in conjunction with total-extraction return air heating systems.

As well as metal and plastic, PD Morgan works with a variety of wood products including solid timbers, plywood and MDF. Dean Morgan said: "We have 21 different machines that need dust extraction and when we moved into the new factory we researched suppliers of dust extraction and heating equipment. We chose Wood Waste Control from a shortlist of four suppliers because they offered the best value for money."

Wood Waste Control is one of the UK’s leading dust extraction and heating equipment specialists for the woodworking industry. Its modular silo and chain filters meet a wide range of extraction requirements and from simple stand-alone bagging units through to complex integrated systems, the company provides a comprehensive service. The products include the Whisper range of silenced fans and fine dust filter units.

The company is based in Bourne End near High Wycombe and has hundreds of successful installations across the UK, in Europe, in addition. Wood Waste Control supplied its WT15 wood-fired warm air heater, rated at 145kW/500,000 Btu's output.

Dean Morgan said: “WWC sent a good team to install the system, which is now live and doing its job very well. The extracted wood dust is sold to a local farmer for turning into wood pellets for biomass heating there, while wood offcuts are fed by hand into the heater to provide space heating. The heater is very good and much better than the model we had in our previous factory.

"It’s a very eco-friendly solution, which will reduce our landfill burden and associated costs, provide free heating for our factory, and generate income from the dust we produce while also enabling a local farmer to benefit.

"All our wood waste is now disposed of efficiently and in an environmentally friendly manner.

"We are very happy with the new system - and with Wood Waste Control."

Tel: 01628 525290 Fax: 01628 810218

www.woodworkingdirectory.co.uk YOUR ONLINE BUYERS GUIDE NOW LIVE

Woodworking News March 2016 25
Kündig advantages for Neville Johnson

For over 30 years, Neville Johnson has been designing and creating bespoke interiors for discerning clients. Ranging from home studies to bedrooms to lounges to home cinema to staircases, whatever the customer wants, Neville Johnson can design it.

A wide range of previous projects are illustrated on the company’s website: combined with the latest brochure and the skill of the company’s designers, these provide a high quality reference point for work on new commissions. Always keen to maintain the highest quality, Neville Johnson recently invested in a Kündig Brilliant sander.

“The product that we work with now had changed greatly since we bought our original sander,” Neville Johnson’s Dave Pearson said. “We had had our previous sander for nine years and, at the time we bought it, it did what we needed it to do: at that time we had been working a lot with veneers, particularly oak veneers and more solid timber doors, but the veneers have dropped off quite a bit in our market and MDF has become more prevalent. The previous sander was not able to work with painted MDF; the Kündig system can work both with MDF and the solid wood. And the oblique sanding system, which Dave Pearson credits with minimising scratching for example on the cross rails on solid timber doors, this effect is achieved by setting the last sanding head at a slightly different angle to the previous sanding head.

Particularly helpful in this regard is the oblique sanding system, which Dave Pearson credits with minimizing scratching for example on the cross rails on solid timber doors. This effect is achieved by setting the last sanding head at a slightly different angle to the previous sanding head.

While the manufacturer of the sanding belts will take every care to ensure that the belt is delivered to the end user in the best possible condition, tiny flaws that develop over time can result in track lines, known as oscillation marks, being transferred to the workpiece during sanding, in much the same way that damaged rollers can lead to flawed printouts from photocopiers and fax machines. The resulting damage can be expensive both in time and materials, if new pieces need to be manufactured, especially where high-end products are being used. A sanded surface can, at a microscopic level, resemble a valley full of peaks and troughs. With oblique sanding, the second belt travels in a different direction to the first and is therefore a lot more effective in shearing off the peaks and sanding evenly into the troughs, resulting in a better quality finish.

Neville Johnson had investigated the market thoroughly before selecting the Kündig machine, and Dave Pearson described some of the reasons behind the decision: “They came over as a very good price: price was one of the main things we were looking at. It also did what we needed it to do. The quality of the machine was also impressive. We sent samples out to the sanding machine manufacturers, and the samples returned by Kündig were just as good or much better than those sanded on much more expensive machines.”

The Kündig sander has brought a number of advantages to Neville Johnson: the ability to work on both MDF and solid wood being a key one, as well as the ability to work to very fine tolerances, and the minimising of scratching that the oblique sander brings. Dave continues, “It is also quite an easy machine to maintain compared to others we have had in the past. It is easy to get to the parts and clean them, and easy to make adjustments: all in all, it is a very user friendly machine. It is also quite a speed machine, which is one of the main things we were looking for.”

When asked if he would recommend it, Dave replied, “Definitely!”.

www.kundig.co.uk
Tel 0845 833 0565

TIME TO BANISH THE BROOM

If you’re working with wood each day chances are, you’ll be ingesting a lot of dust particles too.

If you normally sweep up wood waste or use a compressed air blow to keep your workshop clear, you may not have thought too much about the dust. But dust is bad news. It is a health hazard that can lead to respiratory illness and allergies. Moreover, if the dust you inhale is not collected and disposed of properly, it can settle in your workplace, increasing the risk of fire. The solution is to make sure you have a proper dust extraction system in place.

With the right equipment, the IndusVac Industrial vacuum cleaner is a quick and easy way to keep your workshop clean and dust free. Its powerful suction can handle large volumes of dust, and its HEPA filter ensures that the air you breathe is fresh and clean. This is not only better for your health, but also for the environment. By reducing the amount of dust you release into the air, you help to protect the health of those around you and reduce the amount of waste you generate.

The IndusVac Industrial vacuum cleaner is the perfect tool for keeping your workshop clean and dust-free. With its powerful suction and HEPA filter, it ensures that you can breathe easy, knowing that you’re not inhaling any harmful particles. So why wait? Call us today to arrange your free no-obligation, on-site demonstration.

CALL US TODAY ON 0370 741 7600 TO ARRANGE YOUR FREE NO-OBLIGATION, ON-SITE DEMONSTRATION

INDUSTAR e: info@industar.co.uk w: www.industar.co.uk
Industar Ltd, Gateway to Humberside Trading Estate, Gainsborough, Lincolnshire, DN21 1TD
KoolKut KF - Vortical Panel Saws

- Easy to use and attractively priced
- Single phase 240 volt or 110 volt supply
- Robust, heavy steel frame delivers long life and accuracy

WOODWORKING NEWS MARCH 2016
www.woodworkingdirectory.co.uk

DONT BURN YOUR MONEY...
...BURN YOUR WOOD WASTE

Use on site generated wood waste and provide heating for your factory. Eliminate expensive wood waste disposal and heating costs. Talk to Talbott's, the most experienced manufacturer within the industry.

- Automatic or Manual Fed Units (NO AFTERBURNERS REQUIRED)
- Clean Air Exempt for use in Smoke Control Areas
- Hot Air or Hot Water - Various Sizes Available
- Eligible for the Renewable Heat Incentive
- Quick Payback - Finance Available

- Designed to use any wood waste types including MDF, NFC and Chipboard
- Quick Response Service Team and Spare Parts Availability (competitively priced)

Talbott's
Biomass & Waste to Energy Solutions
sales@talbotts.co.uk www.talbotts.co.uk

YOUR ONLINE BUYERS GUIDE NOW LIVE

KUNDIG
The ultimate sanding machine

- Wide-Belt Sanders:
  - Standard working widths: 800 mm, 1,000 mm, 1,350 mm and 1,600 mm (1,000 mm and 2,000 mm available on request)
  - All machines have a fixed working height (it is the sanding group that adjusts from 1,200 mm with 800 mm available on request)
  - Enormous ‘smart’ standard on all machines for ease of setting and registering off the highest point across the full working width
  - All machines now incorporate ‘fast’ energy saving mode
  - All machines have both colour touchscreen and manual control elements
  - For solid wood, veneer and lacquer sanding
  - Choice of cutterheads, combi unit, calibrating roller, standard pad, electronic segmental pads and cross belts for veneer or high gloss

- Premium:
  - Traditional style straight line sanders with 1 to 3 sanding heads for solid wood and veneer sanding

- Brilliant:
  - For the utmost in surface finish using unique sanding technology where at least one of the sanding head is placed to give a shear cut across the surface effectively cutting away, scouring out, and eliminating the surface and edges for solid wood, veneer and lacquer sanding. Available with single or multiple sanding heads

- Edge Sanders: The using, using, and flash off
  - Heavy cast iron working table
  - Sand solid wood on one side and veneer on the other
  - Motorised height adjustment
  - Motorised tilting of the abrasive belts
  - Straight or bevelled, veneered or solid edges sanded with ease
  - Technology patented worldwide

The Kundig edge sanding range offers exceptional construction quality, versatility, ease of use, and an extremely high quality of finish on both solid wood and veneered finishes

Contact us for the latest developments in wide belt & edge sanding technology
Kundig Ltd
Tel: 0845 833 0565 Fax: 0845 833 0567
Email: sales@kundig.co.uk www.kundig.co.uk
At the BWF we are committed to creating a more powerful voice for our members and the wider timber industry. As a result we are urging Chancellor George Osborne to address a range of issues which are of concern to the joinery industry, ahead of the Budget announcement this month.

In a letter to the Chancellor I have highlighted issues which urgently need to be addressed, including bad payment practice, the need for continued support for UK manufacturing, the costs of doing business, and the need to improve apprenticeship college provision.

Poor payment practice and unrealistic contractual expectations are starving business of the capital and confidence needed to drive investment and support growth. In our letter to the Chancellor, we urge that payment practice and apprenticeship college provision, developing centres of excellence throughout the UK. In addition, careers advice should be an important part of teacher training, as there is a failure to help young people to understand the choices available.

The BWF will take every opportunity to impress upon government that the UK wood products manufacturing sector is a vital part of the UK economy, adding over £3 billion to the UK economy annually. We hope the Chancellor will heed this message in his forthcoming Budget.

Similarly, we must not let the warming bells run by the steel industry go unheeded. Import penetration remains a major risk to the trade gap and this puts UK jobs and investment under threat. We saw 12% growth in imports of timber doors from outside of the EU (Jan-Nov 2015 compared to the same period the year before) and 16% growth in imports of wood windows in 2014.

There are other lessons we can learn from steel. Government projects worth less than £10 million must take into account embodied carbon and whole life cost for steel. We would like to see this thinking extended across all construction inputs.

The latest BWF Joinery State of Trade Survey indicates increasing concern about the cost of employment and labour availability. To address this, low energy manufacturing must be incentivised, job creation and investment never penalised and the Business Rate review should establish that no company is required to pay more.

College provision for apprenticeships is currently judged as being inadequate. Thirty percent of those employing apprentices find that the system is unsatisfactory. The focus should be on improving college provision, developing centres of excellence throughout the UK.

In addition, careers advice should be an important part of teacher training, as there is a failure to help young people to understand the choices available.

The BWF will take every opportunity to impress upon government that the UK wood products manufacturing sector is a vital part of the UK economy, adding over £3 billion to the UK economy annually.

We hope the Chancellor will heed this message in his forthcoming Budget. Read the full letter at: http://bwf.org.uk/assets/march-budget-2016-letter-to-chancellor-v4.pdf

Brand new from Mighton Products, the Panoramic Door System. A timber/aluminium Hybrid patio door that combines the thermal efficiency of a PVCu door with the elegance of timber. The Mighton Panoramic Door is a timber clad alternative to a PVCu, aluminium or timber bi-fold. The most obvious difference is that the panels can be moved and operated independently and are not fixed together like a bi-fold. As the door panels are independent, there is no connecting hardware. There are no unsightly hinges, handles or shootbolts, just beautiful smooth seamless sightlines. A Mighton Panoramic Door can be positioned anywhere in the track you choose and unlike a bi-fold, the doors don’t encroach into your living space or patio space. The Mighton Panoramic Door comes with security and thermal efficiency built in.

The doors come with a high quality powder coated finish to the outside and a timber cladding to the inside. Each system comes complete. All door panels are assembled and ready to fit, the surrounds are pre-cut and ready to fit on site. With a choice of supplying your own glazing and/or timber cladding, the system is as versatile as you are. To help you get started, the first system you buy comes with a free of charge ‘Assisted Fit’ where we come along and advise you or your customer on the installation process.

Customers buying the Panoramic Door will benefit from homeowner sales leads we receive. If you’d like to know how you can start making good profits, visit our website and send us an email from our ‘Contact us’ page. We will get back to you with more details and pricing.

Tel:0800 056 0471
E: sales@mightonpanoramic.co.uk
www.mightonpanoramic.co.uk


Mighton Panoramic Door can be positioned anywhere in the track you choose and unlike a bi-fold, the doors don’t encroach into your living space or patio space. The Mighton Panoramic Door comes with security and thermal efficiency built in.

The doors come with a high quality powder coated finish to the outside and a timber cladding to the inside. Each system comes complete. All door panels are assembled and ready to fit, the surrounds are pre-cut and ready to fit on site. With a choice of supplying your own glazing and/or timber cladding, the system is as versatile as you are. To help

you get started, the first system you buy comes with a free of charge ‘Assisted Fit’ where we come along and advise you or your customer on the installation process.

Customers buying the Panoramic Door will benefit from homeowner sales leads we receive. If you’d like to know how you can start making good profits, visit our website and send us an email from our ‘Contact us’ page. We will get back to you with more details and pricing.

Tel:0800 056 0471
E: sales@mightonpanoramic.co.uk
www.mightonpanoramic.co.uk


Mighton Panoramic Door can be positioned anywhere in the track you choose and unlike a bi-fold, the doors don’t encroach into your living space or patio space. The Mighton Panoramic Door comes with security and thermal efficiency built in.

The doors come with a high quality powder coated finish to the outside and a timber cladding to the inside. Each system comes complete. All door panels are assembled and ready to fit, the surrounds are pre-cut and ready to fit on site. With a choice of supplying your own glazing and/or timber cladding, the system is as versatile as you are. To help

you get started, the first system you buy comes with a free of charge ‘Assisted Fit’ where we come along and advise you or your customer on the installation process.

Customers buying the Panoramic Door will benefit from homeowner sales leads we receive. If you’d like to know how you can start making good profits, visit our website and send us an email from our ‘Contact us’ page. We will get back to you with more details and pricing.

Tel:0800 056 0471
E: sales@mightonpanoramic.co.uk
www.mightonpanoramic.co.uk
Joinerysoft helps one man band Groby Joinery compete and win against much larger joinery companies

Tom Renshaw, owner of Groby Joinery has been involved in joinery since 1992. Starting initially as a furniture designer and manufacturer he says it was a natural progression into joinery due to the market being flooded with mass produced flat packed furniture. He now produces doors, windows, stairs and sliding sash from his workshop in Leicester. He says he is content to remain a one man band as employing staff can bring its own headaches, which he has experienced before. What is critical though he says is being able to compete with much larger companies and he therefore has invested in software for quoting and manufacturing timber joinery which makes him appear as professional as the big boys!

Tom describes JMS as the last piece of the puzzle, figuratively, the last machine he purchased when setting up his workshop. He admits that he wishes he had bought it three or four years earlier as it has given him the confidence to expand into larger premises. He explains, “I was able to look at JMS as another member of staff. It has helped me to develop my business and as a result I can now quote quicker and order glass and fittings early, before I start to machine. This means that everything is sitting there ready for me when I need it. I don’t need to put the down and wait for materials to arrive.”

Joinerysoft’s Joinery Management Software was installed at Groby Joinery twelve months ago and as a result Tom says, “I now spend 80% less time quoting joinery and more time in the workshop producing it.” He adds, “I’ve been impressed with the speed I can generate a quote, even quite big, complicated ones. This means I can now offer an improved service to my customers by providing prices for three different timber species. It makes me look like I’m going the extra mile and customers don’t need to know it takes me ten seconds to change the timber type!”

Groby Joinery’s private and trade customers seem to like the JMS generated professional quotes. They can tell exactly what the window will look like from the true scale pictures including where the openings are, the colour, fittings and glass used. This is borne out by the increase in jobs won, despite not always being the cheapest. Tom says, “I can justify my costs and ask customers’ if they are making a like for like comparison with other joinery companies.” He also believes it gives me a competitive edge being able to put on my quotes that I CE mark my joinery.

The u-value calculator and CE marking capabilities of JMS allow Tom to quote for new build jobs which would be unavailable to him otherwise. He says, “I can show customers the u-value certificates and CE labels and it definitely wins work.”

Tom explains, “Customers can scan the QR code on the CE label from an app on their mobile phones. This displays the Declaration of Performance Certificate specific to their joinery.” He adds, “I’ve been put on the approved supplier register of a large builders’ merchant as a direct result of being able to CE mark.”

An added bonus is that in the background JMS does all the drawings, cutting lists, timber, fitting glass orders, invoices, delivery notes, even CE marking! Tom confirms JMS makes life so much easier, saying, “If I need to outsource any work I can print off all the information required for the job and it is easy for anyone to follow.”

Full support provided by Joinerysoft for its JMS software, includes two days training and telephone support afterwards. Tom says, “The time served joiners at Joinerysoft are knowledgeable for both training and support and are very friendly if I need to ask for help. They always call me back when they say they will and as a result I have found JMS easy to learn.”

Tom concludes, “JMS has streamlined my business and made me more organised. Work is now completed quicker and more efficiently which has improved profitability. I now spend less time in the office but still manage to provide a quicker, more professional response to customers.” He adds, with a smile, “I would recommend Joinerysoft, but not if you live near me!”

Joinerysoft Ltd
Tel: 0116 236 2457
tom@grobyjoinery.co.uk
www.grobyjoinery.co.uk
Joinerysoft Ltd
Tel: 01608 643302
enquiries@joinerysoft.com
www.joinerysoft.com
**AUCTION**

Online Auction

On this occasion, the market in Wellington displays a variety of items from various industries. This auction covers woodworking machinery, joinery, and furniture. Contact Donna Ludbrook for more information:

- Donna Ludbrook • Telephone: 01474 536535 • Fax: 01474 536552 • E-mail: donna@nelton.co.uk

**WANTED**

**4 SIDED PLANERS**

J.BURNETT ENGINEERS

Contact • Donna Ludbrook • Telephone: 01474 536535 • Fax: 01474 536552 • E-mail: donna@nelton.co.uk

**WOODWORKING MACHINERY**

**4 SIDED PLANERS**

WADKIN - SCM - WEINIG

Contact Ian Brown

Tel: 0161 633 4450
Fax: 0845 833 9490
E-mail: ianbrown@woodworkingmachinery.co.uk

**L.H. WIGZELL MACHINERY**

**SALES SPARES SERVICE**

Contact Ian Brown

Tel No 01869 244943 / Mobile 07944 108747

**IWM**

International Woodworking Machines

E: throwen@iwmachines.co.uk

www.iwmachines.co.uk

IWM Briquetting Presses Turn your Wood Waste into CASH with fuel costs rising why not turn your wood shavings, chips and dust into cash by recycling your waste into briquettes.

IWM Faluch Briquette machines will create 30 kg, 35 kg & 50 kg of briquettes per hour, which can then be recycled into a profitable material helping the environment and lowering your carbon footprint at very competitive prices.
Job Vacancies

Due to expansion of our UK operation we are looking for the following staff

CNC Technician
- Required to install and provide training for CNC machines and software, service and repair existing Masterwood and Multi machines.

Area Sales Person
- To generate sales of the Masterwood range of machines to new and existing customers.

Please send your CV to the Masterwood GB Head Office below.

Masterwood GB Ltd, Spectrum House, Beehive Ring Road, Gatwick, West Sussex, RH6 0LG.
Phone: 0944 (0) 1293 427020; Fax: 0944 (0) 1293 568423
E-Mail: officegb@masterwood.com
www.masterwood.com
SAVE 10%

Axminster Industrial Series
SETM-3HD 3 Head Tenoner

Now £4,499.95 excl VAT
Normally £4,666.95 excl VAT
Code 215821 (2.5kW 230V 1Ph)
Now £4,319.95 excl VAT
Normally £4,486.95 excl VAT
Code 216691 (2.2kW 415V 3Ph)

The ultimate 3 Head Tenoner

Invaluable in any production workshop, this machine is designed and built to withstand continuous operation.

Dependable, versatile and accurate, it takes only minutes to set up and is easy to use with a cam action work clamp.

Three separately powered heads – two main heads with four replaceable shear cutting knives and two spur cutters plus a third scribing head.

Fully braked individually switched motors with an emergency foot operated stop switch and full thermal overload protection.

For more information contact our Business Services Team, call 0800 371 822, email abst@axminster.co.uk or visit axminster.co.uk

All prices exclude VAT and are valid until 30th June 2019

AXMINSTER Tools & Machinery

Axminster • Basingstoke • Cardiff • High Wycombe • North Shields • Nuneaton • Sittingbourne • Warrington