



HITS 2018

A YEAR OF SUCCESS STORIES



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Hits!

A world full of stories

When last year we decided to call the magazine dedicated to our customer's stories "Hits", we asked ourselves whether we should have called it "Greatest Hits". We decided that it wouldn't have been right. First of all because in order to bring together the greatest achievements of over 65 years of SCM, with 20,000 machines sold every year, a 10,000-page magazine wouldn't have been enough. And because for us all our customers, and their stories, are important. They are often stories of hard work and sweat, with a pinch of inventiveness and entrepreneurial flair.

This is why in this second issue of Hits we have given the same amount of space to every story, regardless of the size of the company, geographical area or quantity or type of machines owned. We have visited highly automated factories where, with SCM technologies, elevated production volumes have been achieved. But we also met family-run businesses that create beautiful objects or people that have decided to change their lives to follow their passion for wood and produce unique craftwork objects. Each one with their own singular and interesting peculiarities, that we try to follow every day, in every corner of the world, with our technologies and our support.

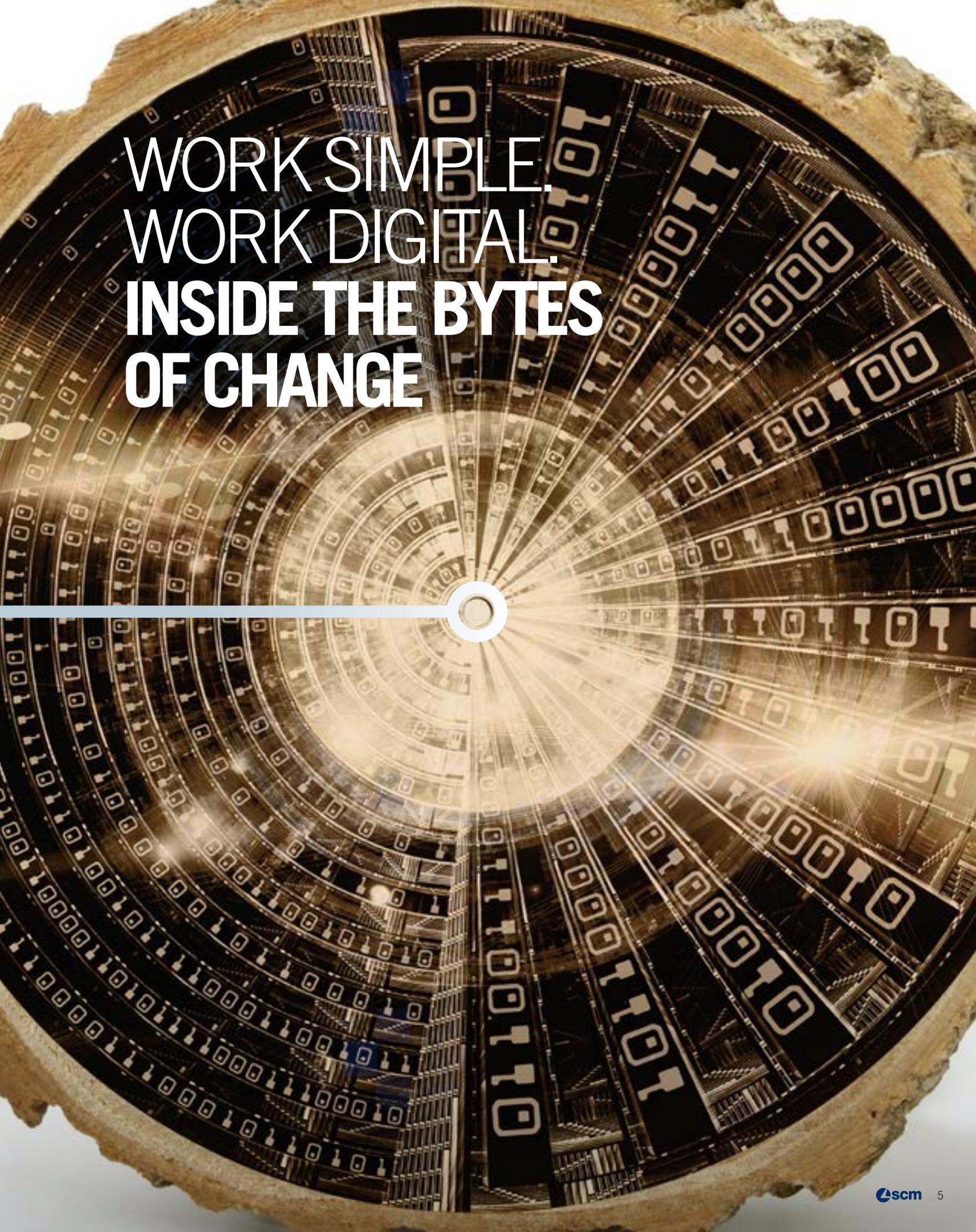
In this issue the disc on the cover has changed and become more digital, to reflect the change that we are living every day in all aspects of our personal and working life. The first pages are in fact dedicated to the way SCM is facing up to the digital transformation in the woodworking sector, with a clear vision and its own philosophy. We want to explain the reason why the digitalisation of the production processes is the only way forward.

At times the digital domain can be intimidating, seem unnecessary and appear complex. Well at SCM we want to avoid all this and it is with this approach that we design and produce solutions that are truly practical and that actually make the operator's work simpler. We strongly believe in a manageable digital innovation, at the service of man.

In the stories that we have collected we want to highlight the people and their companies, more than our technologies and the software that they contain. The digital transformation must not dim their entrepreneurial ability in any way but, rather, be an effective instrument that helps them to expand their business in the best way possible: simply and uniquely. Enjoy the issue.

Gian Luca Fariselli,
Scm Group Communications Director





**WORK SIMPLE.
WORK DIGITAL.
INSIDE THE BYTES
OF CHANGE**

READY TO CHANGE THE FUTURE

Interview with **Luigi De Vito**, Scm Group Sales & Marketing Director

The challenge that SCM took on some time ago, even before the development of the smart factory and industry 4.0, was to design an “Easy & Responsive” production system able to place automation and interconnection at the service of the process modernization demanded by the market.

SCM's vision for the future of the industry, in the digitalisation era, is based on the concepts of ‘dynamism’ and ‘process intelligence’. The industry must be able to meet the demands of consumers that require solutions, performance, aesthetics and price, without having to settle for enforced standards. Our system of technological solutions for the industry is designed, therefore, to be agile, integrated, easy to manage and control, with a low cost of ownership and able to adapt to the often unpredictable changes of the final demand.

What is required, therefore, is a technology that is able to render “mass customisation” competitive. This change is taking place across the whole industrial sector, from large companies to small woodworking workshop, and SCM, with its extensive experience across the whole range of machines and production processes, develops Easy & Responsive solutions for each target.

This is where the Maestro Digital Systems digital solutions platform comes in.

“Maestro Digital Systems is a platform of latest generation digital solutions and services, perfectly integrated with SCM technologies, designed to render each phase of the production process simpler and faster, for the small woodworking workshop to the large multinational company”.

“Work simple. Work digital” is the concept of this platform. But what does it mean?

First of all it means providing our customers with not just one solution but a digital platform that they can use every day in their work. For SCM *work simple* means identifying the best solutions in order to considerably simplify the work of the companies that we deal with, and of their operators, constantly guaranteeing high level know-how of the manufacturing processes and facilitating the operator's interaction with the machine through programs with a simple and intuitive interface. The *work digital* concept consists of providing our customers with solutions that are not limited to the software. It means, for example, being always connected to their SCM supplier, even



Luigi De Vito
SCM Division Director
Scm Group Sales & Marketing Director



Maestro Digital Systems

if they're on the other part of the globe, and receiving constantly updated data and information on SCM's technologies and services.

This digital platform today allows us to cover and serve all geographical areas with great ease. It is the heart of the strategy that is the basis of SCM's strong and capillary presence across the world".

Industry 4.0: what is SCM's role in this new scenario?

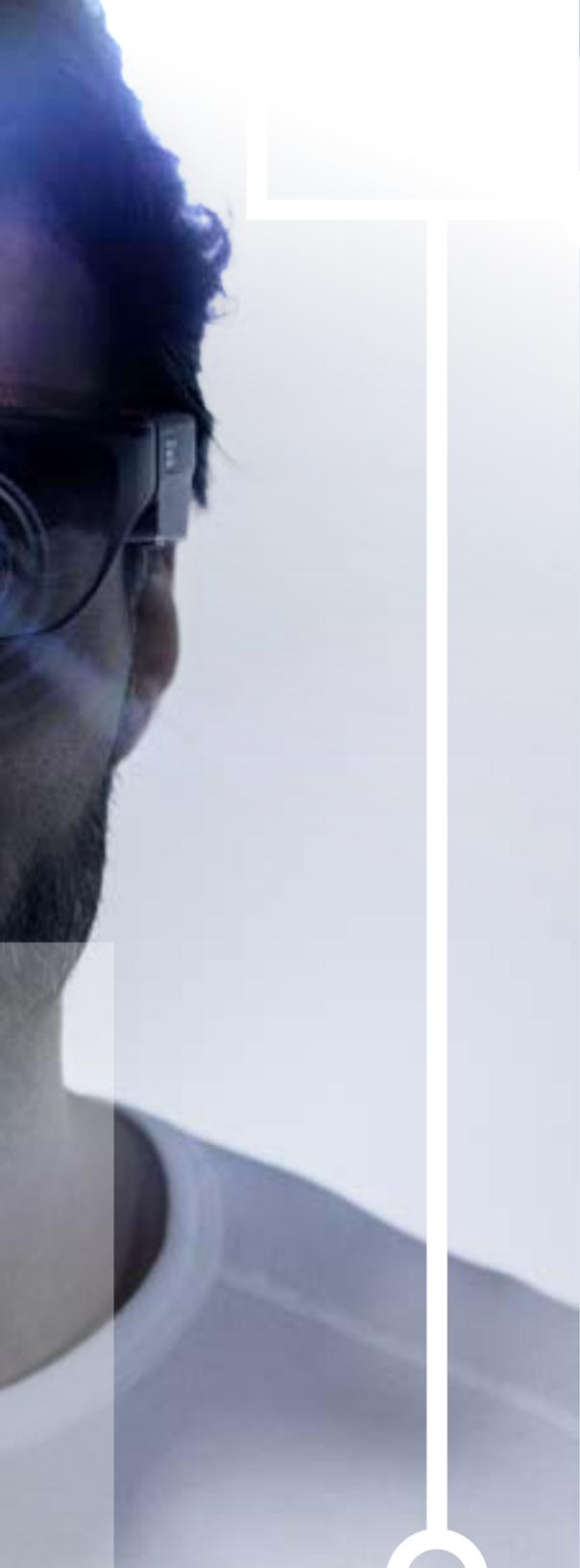
"As a world leading manufacturer first of all, and a supplier secondly, SCM carries out an attentive analysis and collection of data to recognise our customers' main production requirements in advance. The **Lean 4.0 Cell**, that we presented at Ligna 2017, is an excellent example of this. It is able provide a concrete application of **Industria 4.0** and **mass customization**, with the aim of meeting the needs of individual customers, whilst maintaining the advantages of industrial production. The system, managed by a software, features an anthropomorphic robot fitted with an extremely flexible viewer for part recognition, able to automatically manage, with a single operator, all the machining phases, from a standard panel to the assembly of the finished furniture. Today SCM's 4.0 journey continues with the new IoT **Maestro connect**, the heart of the smart factory concept, that consists of a system capable of monitoring and optimising the production processes and even achieve a predictive maintenance".

With a turnover increasingly closer to the target of 700 million Euro, a double-digit growth in the last two years in the wood division and as a group on the whole, a continuously growing workforce, having today reached 3,600 people between the Italian production centres and the twenty active branches across the five continents, what is the secret behind SCM's success?

"The customer's complete satisfaction is the top of our priorities. Everything starts from the product, which for SCM consists of the broadest range of technologies and solutions for advanced woodworking on the international market, designed to meet the needs of small workshops as well as the requirements of the largest companies of the sector.

But SCM's strength is also the ability and readiness with which it can operate in different territories, across all five continents, with a solid distribution network. The ability of being at the same time **global and local**: open to all the strategic markets for our sector, but with a strategy that looks beyond simply exporting. A strategy that means guaranteeing a capillary and direct presence in those markets".





Federico Ratti,
Scm Group Innovation Director

IOT: THE NEW INDUSTRIAL REVOLUTION IS REAL

Increasingly intelligent machines with robot-supported algorithms that can identify malfunctions in advance. Federico Ratti, the Scm Group Innovation Director, illustrates the present and future of the digital industry

After the many industrial revolutions that have taken place, we now have the internet revolution that has brought us computing power, data networks and easy information and communication access. So we are now experiencing a new change: internet industrialisation. Smart machines. Technology is currently transforming the major industrial sectors in our day-to-day economy. **This new and powerful change is affecting major industrial sectors and driving economic growth.**

Industrial machines are now equipped with an increasingly large number of **sensors**, that allow them to look, listen and learn more than they have ever been able to do before. And this generates an incredible amount of data. Increasingly sophisticated analyses allow us to use machines in completely new and more efficient ways. This optimises both systems and resources.

We are therefore moving towards a world where machines are cognitive, predictive, reactive and social.

All this in a world where information has become intelligent and so immediately available that we don't even need to look for it.

This situation has led to a new paradigm of maintenance, based on the condition that a machine can be repaired as soon as it breaks down, so no time is wasted. Basically, this means that we are moving towards zeroing downtime. Up until 2000, people spoke about **preventive maintenance**, which depended on defining set stop times. Then, up until 2010 the go-to phrase was **predictive maintenance**, which defined what should be done if a certain operating parameter was exceeded. Today, however, we are talking about **smart maintenance**, where the operating parameters are assessed in a multi-dimensional way in terms of

timescale and a robot-supported algorithm can identify malfunctions in advance.

This means that artificial intelligence will soon be able to analyse a vast amount of data gathered in a Cloud format (Big Data) and Machine-Learn from it in order to find faults and foresee malfunctions that a human operator is unlikely to spot.

A few examples of this already exist in sectors other than that of industrial machinery.

In a major city, for example, a rented car communicates its operating data in real time and the centralised analysis system allows a potential breakdown to be transformed into planned maintenance to avoid damaging the service.

Every time a large-scale furniture manufacturer purchases a new system, too, it has to take into consideration that it will only be able to use it for an average of about 85% of its potential on account of unexpected malfunctions and the time required to find the fault, order spare parts and repair it.

A system that allows malfunctions to be foreseen before they happen would **boost productivity by increasing availability**, obtain a quicker return on investment, help organise production departments better and, if necessary, stimulate investments in systems that perform less from the point of view of instant production capacity (and are, therefore, less expensive).

The progressive shift towards customised and on demand production, is currently changing the rules of investment in favour of machines and systems that allow small batches to be produced and can perform automatic setups, even if we know that these solutions intrinsically have a lower production capacity than machines designed for mass production.

The only way to recover productivity and availability is to significantly reduce maintenance stops and improve the efficacy of repair operations with better organisation that allows operators to plan machine or system stops and reduce downtime to a minimum.

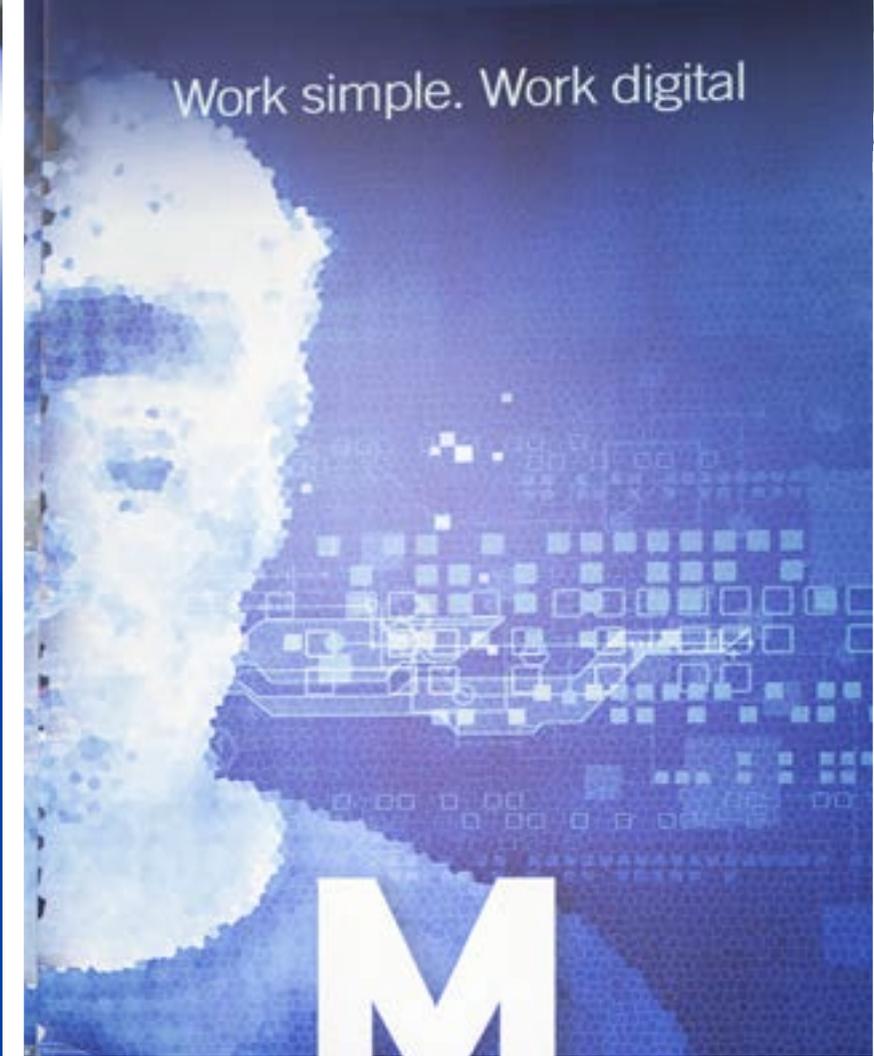
Machines will soon be able to share all their operating information via a cloud and the information will be available anytime and anywhere so the customer can always check that the system is operating correctly. Last but not least, customers will be able to include the operating data in company databases via a standard interface, check the efficiency of the system in real time and identify opportunities for improvement more easily.

In perspective, these possibilities can create a new business model for tool machine manufacturers.

This ability to control performance and operating parameters and foresee malfunctions can pave the way to new sales.

So SCM is determined to play a leading role in this digital innovation, which is why it has decided to develop Industrial IoT systems for its machines.







Manuela Andreani,
SCM Software Product Manager

THE MAGIC OF DIGITAL

There is something special about software. Something that is intrinsic to its “virtual” nature and depends on its capacity to exceed the limits and confines of the physical world by separating out complexities and resolving them. A latest generation work centre, for example, can be extremely complex, but this same complexity dissolves in the face of software that we can see and use to handle it.

So what is behind the simple, intuitive interfaces that help speed up machine operations?

What is behind those few, simple commands that allow you to optimise the tooling of a boring machine by telling you which tools to set up on the spindles in the entire line? The Powerflex masterpiece, for example, is enormously complex. And it becomes even more extraordinary considering that this complexity is simultaneously simple and user-friendly, as this makes it even faster and more productive.

Software and the Internet of Things

Software doesn't only simplify, though. It also boosts the potential of smart machines. And there is software in each of the Smart Factory 4.0 enabling technologies.

Creating a Smart Factory means building a **factory that is interactive and intelligent**. A factory complementari where things that are separate and even physically distant (like machines in different production units, or operators who use the same information flow even if they are stationed at different points in the production line, etc.) are all integrated. The new generation of SCM machines are **intelligent, automated and web-connected**. They can operate with smart components (like sensors, microprocessors and software etc.) and machine data connectivity components that can combine with data originating from a range of sources that are supplementary to the machine (sources either inside or outside the company).

In addition to measurement and data collection technologies there are also cognitive technologies (software, sophisticated algorithms, etc.) that can extract value - or better, valuable information - from this data and pass it onto the customer.

The process we have started is one in which cognitive type tools will eventually be able to respond to practically all customers' questions. In a not too distant future, when the maintenance manager asks the system what the chances of the machine

having to stop within the next 24 hours will be, our system will be able to provide an answer. This cognitive system is a real end point.

Today, SCM already fields a number of enabling processes, including:

- creating a production system within companies that includes devices and sensors that use industrial communication protocols to link production elements and software inside and outside the company via the Internet (IIoT, Industrial Internet of Things)
- gathering data from the world of Operation Technology (OT) and inserting it in the world of Information Technology (IT) by creating a translation/conversion operation with SCM's open ecosystem that can be integrated with the entire world of the customer's partners.

Digitalisation and Digital Services

Using digital technologies **increases productivity**, which allows companies to achieve lower costs and be more competitive by increasing sales and consequently its workforce.

To promote digital transformation processes for companies, the SCM Group has made major investments, in line with the huge importance it places on research and development. The Group invests an incredible 5% of its entire turnover every year in R&D and the result is its **Maestro Digital Systems** platform. This technological benchmark is made up of various technologies, all of which focus on creating a way forward for companies, based on digitalisation and technological innovation.

- **Maestro xplore** is an application that allows production processes to be simulated by allowing the dynamic productivity of the entire line to be calculated.
- **Maestro smartech** is a technology that uses smart, web-connected glasses as a mobile device. The glasses are literally a computer you can wear as they are equipped with wireless technology that allows the operator to transmit what they are looking at to a remote technician in real time. This hands-free exchange of images, screen views and documents helps enormously to facilitate and speed up maintenance operations.
- **Maestro connect** is an IoT platform that offers personalised microservices by sustaining the customer's daily activities by improving the use and availability of machines and systems by up to 25% and reducing unprogrammed out-of-order costs by up to 55%.
- **Maestro eye-M** is a latest generation console for man-machine interaction that is ergonomic, strong and durable. Fitted with a smart, man-machine interface (HMI), the console helps operators speed up and simplify machining and maintenance operations via immediate access functions that allow them to find information more quickly.
- **Maestro suite** is an open software package that can be used in tandem with external software to integrate and automatically exchange real information between the user's various systems.

Our overall goal is to simplify everyday work and increase productivity via digitalisation.

Work simple... work digital.



MASONITE (USA)
RENOVO (USA)
USFLOORS (USA)

01

AMERICA

MASONITE, OPEN DOORS TO THE WORLD

The limitless benefits of automating your process thanks to Superfici technologies.





Masonite is a publicly traded door manufacturer serving residential and architectural customers globally. The Northumberland plant serves middle and upper Architectural markets with focus on **Hospitality, Healthcare & Education** segments. Our doors are constructed using a variety of natural wood materials which are 100% wood with the exception of glass viewing panels and metal accessories.

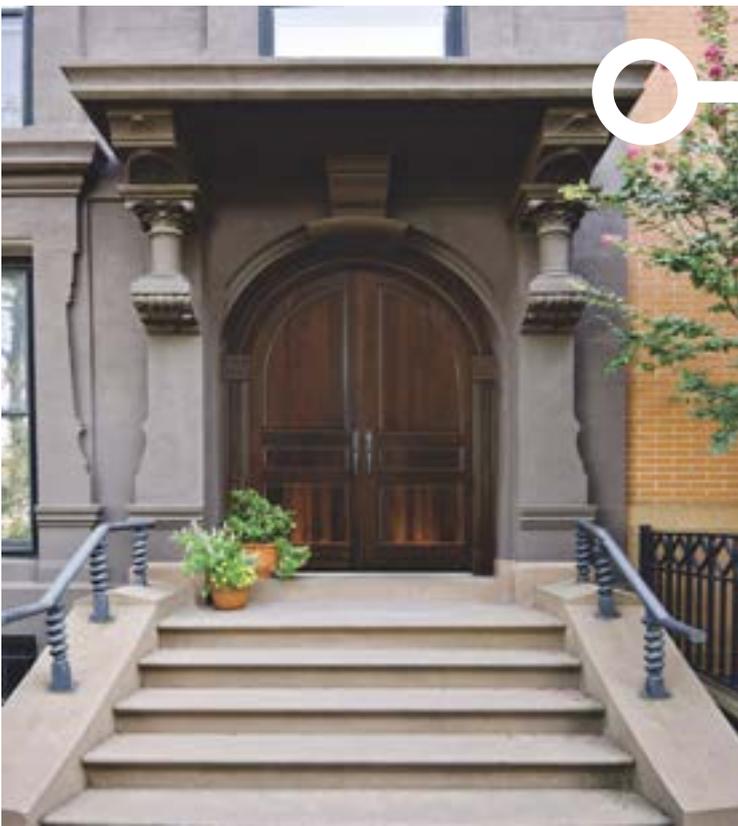
“Our target markets are 90% domestic and 10% various international” the Plant Manager Bill Freeman explains. All constructions are “made to order” with infinite variation in size, wood species, machining requirements, fire rating, paint, stain and glass configurations.

“Our process is fully internal, and our supply chain is largely vertical from raw components through finished product. Machining and finishing are central to our competitive advantage, particularly our ability to process batch one single piece flow”.

“**Technology is extremely important to our business strategy**, improving safety and agility with SMED technology, and reduced lead times. Manual work remains necessary as in the case of true craftsmen installing molding or louvers. But material handling and repetitive actions are being automated. We are progressing through an automation revolution as a company, seeking new and innovative ways to supply more than great doors. Two of our core tenants are “on the threshold of what’s next” and “flexibility in every fiber”.

Installing our new Superfici finishing system allowed us to expand our painted capabilities in terms of overall capacity and flexibility. Our 10 color quick change system allows seamless color changes while the robots maintain material handling flow with no manual intervention. The system is versatile such that we can pivot between water-based UV cured coatings and water-based enamels as well as between flush and molded profiles. The integrated sanding and auto-bagging reduced manual handling and provide a superior finished product.

Our new paint and wrap system was a significant capital investment which required **significant diligence before selecting a supplier**. We chose Superfici largely due to their personal level of service and our confidence in their passion for finishing. Their Domestic US service and lab added a layer of confidence and our assessment of the SCM group technical abilities sealed the deal.



As with any highly complex multi-million-dollar custom automation solution, we experienced challenges along the way. From heavy seas damaging some components in transit to intermittent timing issues getting the line in sync, we collaborated with Italian and domestic technicians to work through to resolution. We hit some bumps, but resolution was always close at hand even when we needed to bring Italians back to our plant for additional training and support.

The system is exceeding expectations and fueling growth in the architectural painted door segment”.

Bill Freeman, Mohawk Flush Doors – A Masonite Company





RENOVO, EXCLUSIVE WOODEN BICYCLES MADE FROM OLD WHISKY CASKS

Exclusive bicycles that are just as good as classic steel or aluminium bikes in terms of design, elegance and strength. In Portland, U.S.A., Ken Wheeler's company, already famous for developing and manufacturing the Wheeler Express, a four-seater airplane, has now turned the all-wood bicycle into a must-have fashion. Each model takes about 20 hours to make and each frame uses up to 40 pieces of wood. A process with high precision requirements that only the power of a morbidelli CNC work centre can satisfy.





What have wood and a glass of fine Scotch whisky got in common? Bicycles made entirely out of the oldest material in the world which are just as good as classic steel or aluminium bikes in terms of design, elegance and strength. We're talking about the **Glenmorangie Originals**: a new range of bikes that exists thanks to a partnership between **Glenmorangie**, a well-known British producer of Scotch whisky and **Renovo**, a wooden bicycle manufacturer based in Oregon. These unique bicycles are the first in the world to feature a frame made entirely of used whisky casks. So Renovo's brilliant vision has now become even more praiseworthy thanks to its use of recycled casks that allows its product to add environmentally friendliness to its many other technical advantages.



Unlike many distilleries, which reuse their barrels up to six times, Glenmorangie takes pride in only maturing two batches of scotch per barrel. After their second use, the barrels, all of which are made of American white-oak, are broken down into individual staves and sent to Renovo's workshop in Portland, Oregon. To make each bike, the American company's craftsmen use approximately 15 staves (or planks), which are all kiln-dried and sanded. When these pieces are ready, they are passed on to Renovo's expert workers who handcraft them into bicycles. All this is done using high precision techniques that enhance the bike's unique design, which is based on the curve of the original whisky cask. It is a painstaking process, as **each bicycle takes over 20 hours to make**.



The **Glenmorangie Original** is the flagship bicycle in the Renovo Hardwood Bicycles range, and it is designed to be ridden. Thanks to its hollow frame design and the wood itself, the bike absorbs vibrations more effectively than carbon fibre, and the Renovo experts say it provides an extremely smooth ride. The Glenmorangie Original weighs just under 22 pounds, or less than 10 kg.

Renovo Hardwood Bicycles has built approximately 700 wooden bicycles in the last seven years. After initially specialising in customised bikes, the company has now moved on to develop a line that can satisfy the needs of most of its customers. Over time, the company has also refined the efficiency levels of its production base in Portland.

The company was founded by designer **Ken Wheeler**, who is known for developing and manufacturing the Wheeler Express, a four-seater airplane. Wheeler's son Stu, a Marine Corps fighter pilot was also involved in the project. With all that high-performance aviation background, it's hardly surprising that Renovo bikes are so sleek and high-tech. The experience of the company's staff that includes guitar-making and prestige and standard furniture production is also very important.



"Historically, wood bikes came before metal bikes and we only half-jokingly say metal bikes were invented because making a wood bike is such

a pain in the ass," comments Wheeler on the Renovo website (www.renovobikes.com) while comparing wood with other bike frame materials. "Well, it is unruly," he adds, "but we've learned how to make it behave in this unusual application and it's proven to be superb as a frame material and well worth our effort."

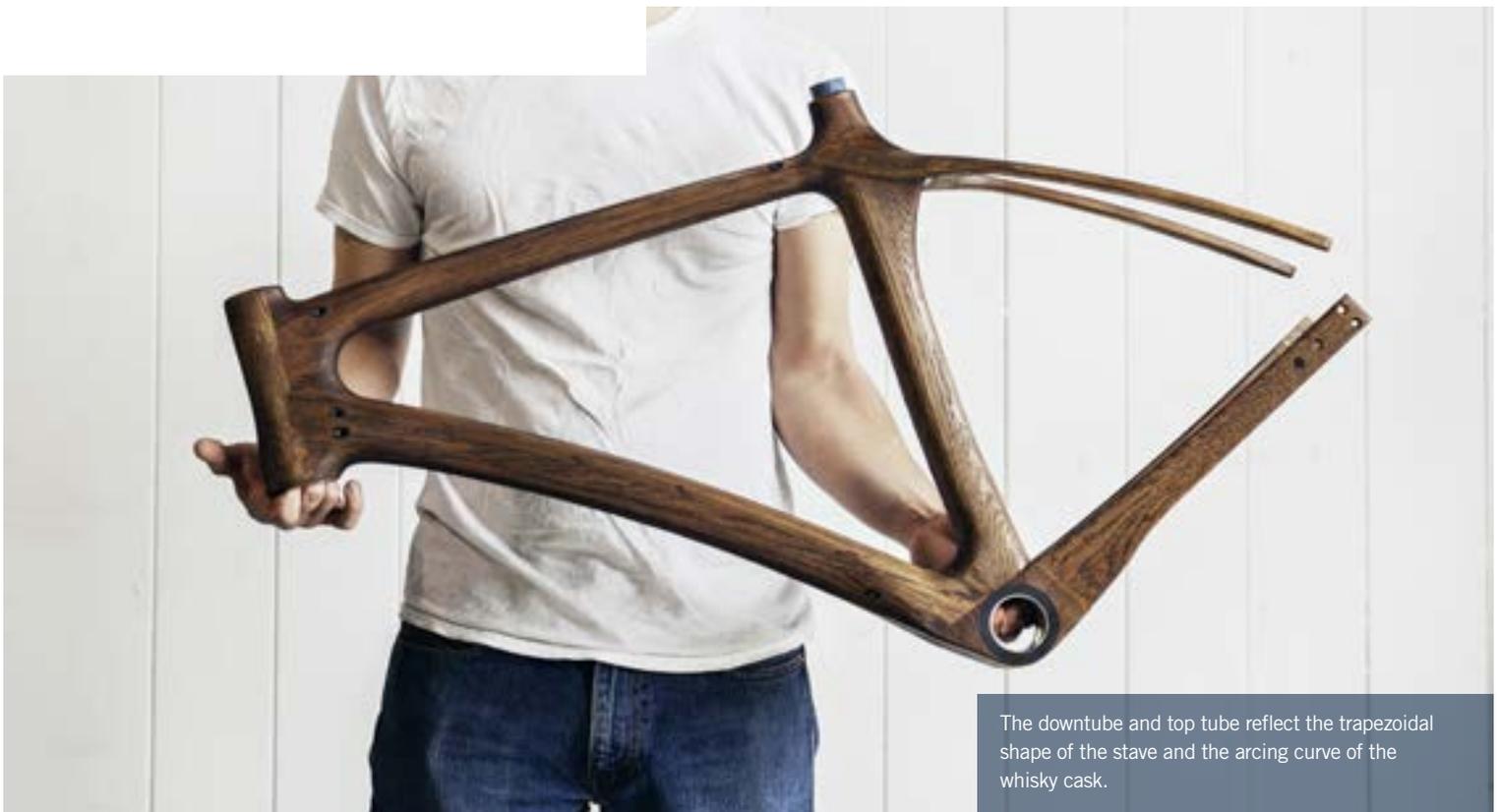
To make each Renovo frame, up to 40 pieces of wood are laminated to form blanks. A CNC work centre is used to rough out the basic shape, which workers then refine by hand. Its careful wood selection and frame design are also based on rigorous research and testing. The result is a strong, high-performance hollow-wood frame that weighs between 4 and 5 pounds, offering durability and smooth ride quality.

To craft its curved sections with such precision and refinement, Renovo uses CNC work centres manufactured by the leading international woodworking machinery manufacturer SCM. In September 2017, the owners of the company visited SCM at its headquarters in Rimini, to **buy a new morbidelli m200** boring and drilling CNC work centre.

Credits: Woodworkingnetwork.com



Bicycles with wooden frames are becoming more and more popular and sophisticated. Wood is back in fashion in numerous engineering and production sectors, from skyscrapers to bicycles.



The downtube and top tube reflect the trapezoidal shape of the stave and the arcing curve of the whisky cask.



USFLOORS: ○ ECO-FRIENDLY AND HIGHLY INNOVATIVE FLOORINGS

To meet this sector's production and specialization requirements, USFloors (Shaw Industries) needed a completely automatic line for profiling composite planks; from single sheets to the pallet ready for shipping. The performance expectations required up to 160 meters per minute, equal to 100 pieces per minute.



The USFloors, a division of Shaw Industries based in Dalton, Georgia, is a leading manufacturer of FSC®-Certified eco-friendly floorings, reflecting its strong and distinctive commitment to social, environmental and economic responsibility. The company's production includes bamboo, solid wood and composite flooring.

The company began as a small family run business in 2001. Over the years, thanks to the far-sightedness of its president and managing director, **Piet Dossche**, and a continuous and substantial investment in research and development, it has become a leading supplier of unique, sustainable and highly innovative products. **US Floors was acquired by Shaw Industries at the end of 2016.**

In recent years, USFloors and Shaw have focused its investments on **composite flooring consisting of synthetic layers**, it is in no way inferior to 100% wood products, not only in terms of aesthetics which the composite products simulate, but also because of its functionality. The high definition finish reproduces various types of wood, ceramics and marble, with extremely elegant details, that are not found in many products. The composite product's great flexibility ensures that it is easy to install. Additionally, it is water-proof, easy to clean, and sound absorbing.

To initiate production of composite flooring in the United States, USFloors/Shaw needed a completely automatic line for profiling **composite planks**; from single sheets to the pallet ready for shipping. **The performance expectations required up to 160 meters per minute, equal to 100 pieces per minute.** SCM, with over sixty years' worth of experience in technologies for the flooring industry and with an unparalleled ability in knowing how to offer customers complete and customized manufacturing lines, was chosen as the sole supplier. In the spring of 2016 USFloors/Shaw purchased the integrated celaschi line, which is designed specifically for the production of composite flooring.

An additional requirement of the project was a cutting system to trim, split and cut core board panels continuously. The performance specs required a speed of up to 15 meters per minute to work in synchronization with a core board formation machine upstream. The cutting precision needed was a tolerance of ± 1 mm. **The solution: an SCM integrated cell** that trims both edges of the panel, splits it in two longitudinally, and unloads the cut sheets in single or double stacks.



“The panel sizing machine, usually used in post-processing lines of insulating panels, was not enough for the customer. They also needed to trim and split the product”, explained **Bruno Tommasini, SCM’s BU Engineering Director**. One obvious solution would have been to position a Celaschi in front of the panel sizing machine, but the space available and the cost of two machines didn’t warrant the customer’s investment. This complex situation inspired the SCM Engineering staff to come up with a highly innovative solution as a result of extraordinary teamwork between different technological units.

This project led to the creation by SCM Engineering team of a Celaschi special machine, specialized in profiling and splitting technology and by a special flying cross-cut saw. SCM could satisfy all the requirements in terms of productivity, tolerances, flexibility to process a wide range of different panel dimensions and all this at low investment costs. “We had different offers on the table, but nobody has been able to show us what we needed”, commented the customer in reference to the offer and service offered by SCM Engineering, during the subsequent completion and successful acceptance test of the assembled cell in the production plant of SCM in Thiene.



ASIA
BINKETGROUP (UZBEKISTAN)

FOR

ASIA

AN INNOVATIVE “TURNKEY” FACTORY



BinketGroup is today one of the largest specialised factories in the internal doors sector of the whole of Central Asia. The high level of automation of the production process, that exceeds the initial target of 700 doors per day, is the result of the partnership with SCM. In a handful of years the Rimini-based company has supplied over eighty different technologies and a fully-comprehensive support project.





In March 2016 the construction of one of the largest factories of the entire Central Asian region for internal doors began by BinketGroup, in the Sergelijsk region of Tashkent, in Uzbekistan. In an area of 8 hectares the production capacity covers 20,000 square metres. The objective of this ambitious project was to apply **Italian technologies, unique in their genre**, to the production of high quality internal doors, with an internationally appreciated refined design.

Comfort and welcome are the mission of this company that provides a custom design service for interiors of homes and offices, and uses only reliable raw materials, as well as components and decorative materials, from the most trustworthy global suppliers.

An innovative factory. The meeting with **SCM**, one of the protagonists of the global market of advanced industrial woodworking technologies, and the solid and profitable partnership that followed, allowed the ideas to be turned into facts. The result was the creation of a concrete project for an innovative turnkey factory, with a **high level production** both in terms of the final product and in the machining process.

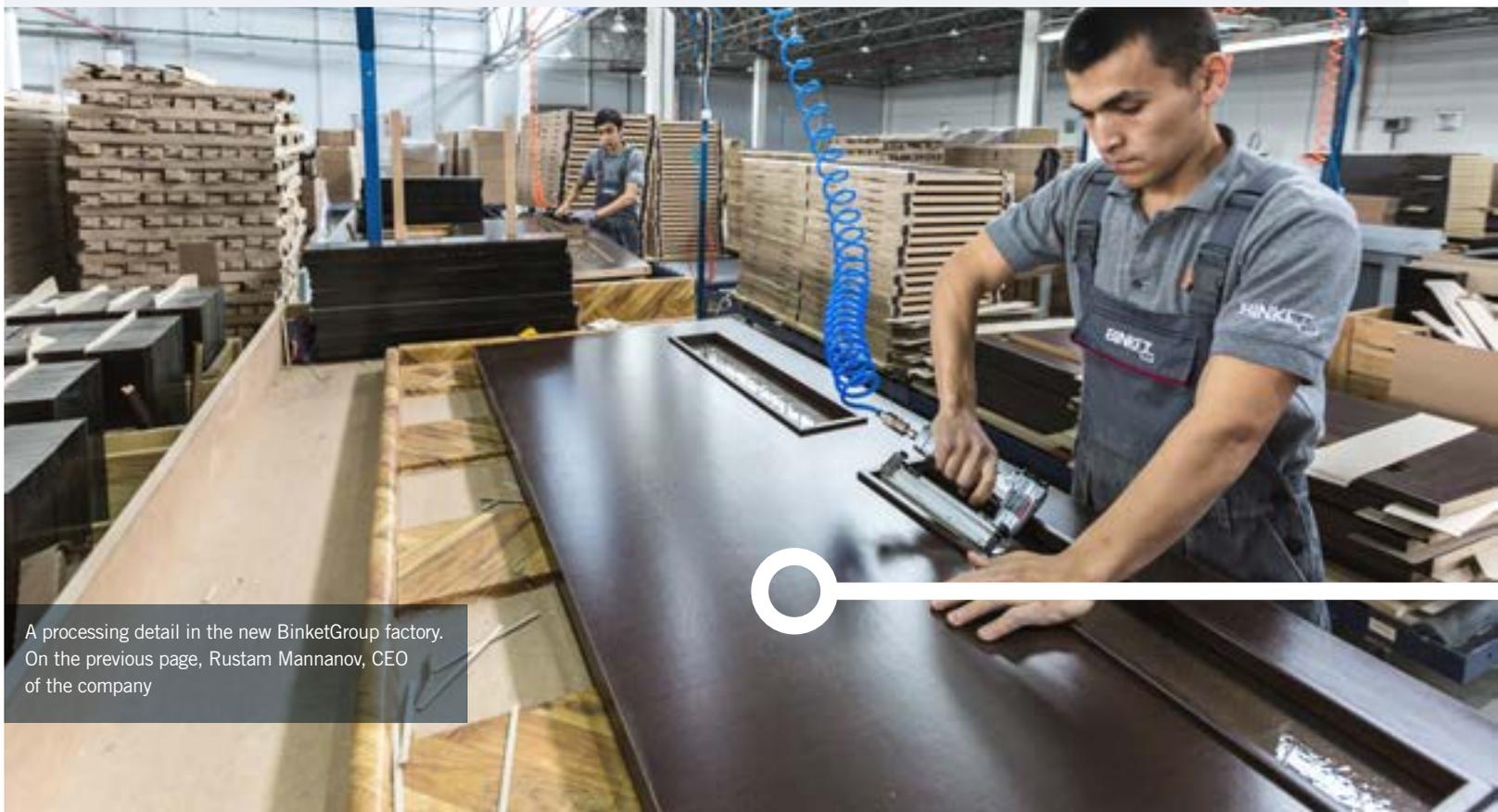
The automation is at the highest levels: from supplying materials to the area, to the packaging of panels in heat-shrinkage film and corrugated cardboard. The storage of the finished products in the warehouses ready for delivery, ensures the optimal organisation of the production. As an added value there is a 9,000 square metre warehouse that resolves any logistical issues. Moreover, the company is able to provide an after-sale service, such as the installation of doors, that provides customers with considerable time savings. The involvement of over 300 specialists (national experts and

key employees invited from different countries such as Ukraine, Belarus, Russia and Italy) is the umpteenth strength of the company, that ensures the high quality levels of the product.

“2018 is a particularly important landmark year for the development of our company, because we will present and launch the «PorteMio» and «Dorro» internal doors on the retail market of Uzbekistan and nearby countries”.

The «PorteMio» collection of doors will consist of classic and hi-tech models. The design of the «PorteMio» doors highlights the simplicity of the lines, the perfection of the proportions and the refinement of the patterns. The doors are designed for residential homes and offices. The «Dorro» collection of doors is, on the other hand, designed for more practical customers, that appreciate quality and service. The collection contains the most popular design solutions for residential buildings, with natural and soft hues, in classic and modern designs. With the launch of the mass-produced doors, buyers will no longer have to order them individually and wait for the long production times. Everything will become simpler: after choosing the model, it will be available within 24 hours. Moreover in 2018 the company will complete the next significant project for organising the furniture production.

The use of advanced technologies, and the improved production organisation, significantly increase productivity. **The initial target of 700 doors per day, was exceeded thanks to the new plant designed by SCM**, which also contributed to reducing production costs and improving the quality of the service, including the after-sales maintenance. But the technological progress also allowed the possibility of performing custom machining op-



A processing detail in the new BinketGroup factory. On the previous page, Rustam Mannanov, CEO of the company

erations to the product, such as, for example, decorations on the glass and special finishes.

SCM, through the Engineering staff, has supplied over 80 different technologies, with the machines that, working together, could guarantee the entire production process. The flow had to be organised for the production of doors and jambs. For the former the process starts with the panel sizing and pressing, continues with the edge-banding and then is followed by the special processes, with an **accord** machining centre. The jambs start with the panel sizing stage, followed by cutting the unfinished MDF strips, with a **superset** spindle moulder, followed by the coating and the drilling and routing. The production cycle continues with the assembly and packing of the finished product, that then reaches the warehouse. Considering the considerable quantity of equipment supplied, SCM's true ability has been to design the whole production cycle necessary to start the factory upstream, with a huge logistical undertaking that involved a large number of suppliers, both inside SCM and third party. The close collaboration with the SCM Logistical Office to manage the transport of the machines, was fundamental throughout the process: over 80 trucks set off from Italy.

The SCM service consisted of various stages. The first was focused on guaranteeing a first group of technologies to start an initial standard production line. The second consisted in adding other machines and machining centres, necessary for the more refined and complex machining operations, such as painting, in order to achieve a more customised product. The third stage was completed a few months ago with the delivery of the latest technologies, such as CMS machines, part of the SCM Group, used to cut glass.

"We chose SCM for numerous reasons", they explain from the company. "Its long experience in the sector, the considerable reliability, quality and availability of its equipment, the excellent ratio between price, functionality and quality and the staff, who are capable of providing excellent and thorough advice, during the purchasing stage and afterwards. SCM was able to understand our specific objectives and help us increase our production further".



3D (ITALY)
AQUANET (RUSSIA)
BIANCA & SONS (ITALY)
ETABLISSEMENTS BÉAL (FRANCE)
EURO LAMELLÉ (FRANCE)
FOXSTOW JOINERY (UK)
GLICERIO CHAVEZ HORNERO (SPAIN)
HANSEYACHTS (GERMANY)
ILAR VERNICIATURE (ITALY)
IL FORCOLAIO MATTO (ITALY)
MENUISERIE PETIT (FRANCE)
NORD PRODUKT (CROATIA)
PIEMME ARREDAMENTI (ITALY)
PREMIUM MANUFATUR (GERMANY)
SIMON AGENCEMENT (FRANCE)
SOLOMON & WU (UK)
UNTERKOFER (AUSTRIA)

Q3

EUROPE

THE “DASSI” TRIO WHO BEAT COMPETITORS USING 5-AXIS WORK CENTRES

The morbidelli m800 is the key machine at 3D, a small woodworking company based in Brianza, specialised in made-to-measure interior and exterior design. The company prides itself on its rapid, high precision production and refined machining processes, like pantographing, a modern wood cutting technique that is increasingly on demand. It also boasts a continuous focus on innovation and the digital sector that has led to its choice of SCM software.

Paolo has always had a passion for woodwork, ever since he was a boy. The moment he got home from school, he would run to his father's workshop and help him tighten a screw or fasten a panel, even if it meant climbing on a stepladder to reach it. Today he runs a company with his two brothers, Fabio and Giorgio, that makes custom-built furniture for private houses, restaurants, hotels, banks and offices. The company combines the vast

experience gained in the family woodworking company with computerised work centres and state-of-the-art machining technology. This includes CAD CAM systems that show what products look like before they are made, and SCM software that programs every machining process down to the smallest detail.

The Dassi brothers' 3D company is a clear example of the fact that no matter how small a

company is, it can still win the trust of major clients, even foreign ones, if they have an open mentality and continuously insist on innovation. The company has existed for three generations in Lissone, in Brianza, and has succeeded in expanding its customer base over time by word of mouth, which even in the world of internet, is still the most effective means of promotion. “For us, ‘made-to-measure’ means listening to a customer or architect's needs and satis-



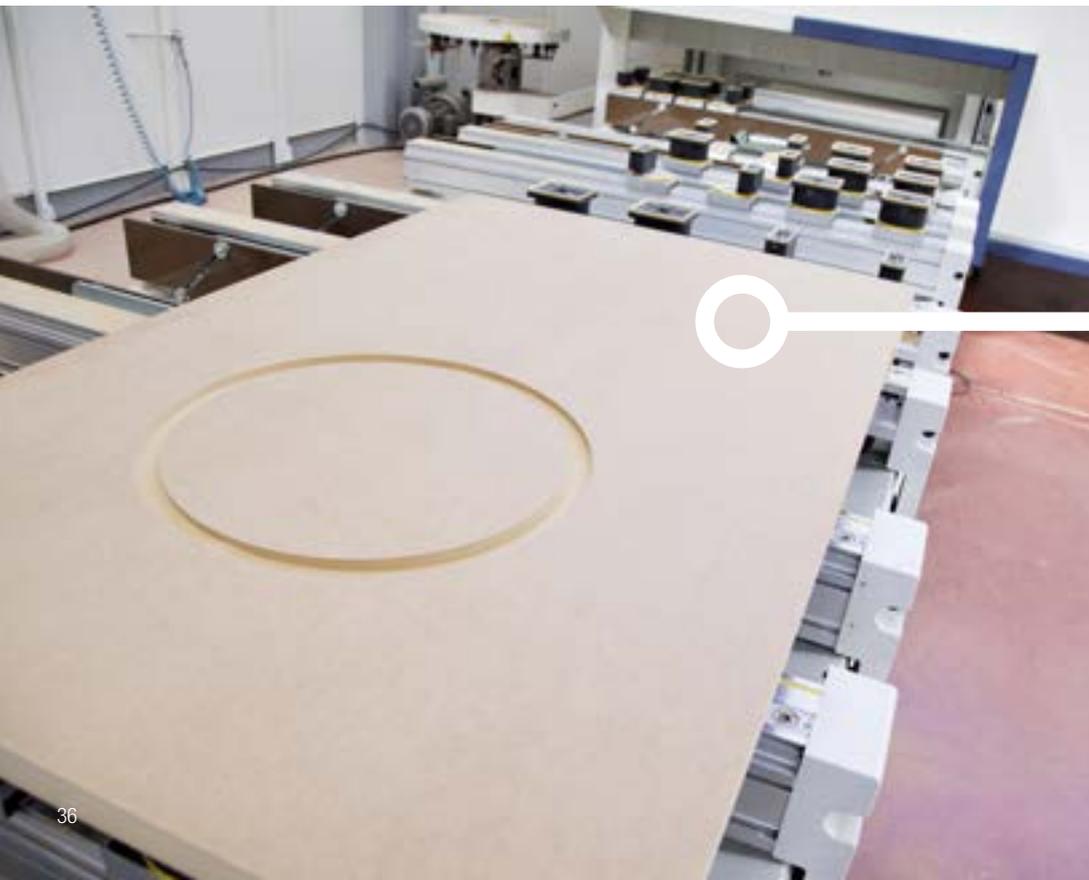


“...fying them completely. That is why we provide a comprehensive service that ranges from measuring and designing projects to installing them,” comments Paolo Dassi as he welcomes us in to his woodworking company. Paolo’s customers are mainly from the private sector, but in recent years the company has also succeeded in gaining a foothold as a sub-contractor for offices, banks, bars and restaurants. Eleven people work in the 3D team, including two young men who have just graduated from a specialised local woodworking school. “Unfortunately,” points out Paolo, “they still have a lot to learn

because the training that young people are given today is still too theoretical. That’s why I try to take them with me to customers as often as possible. Just a few days ago we went to Montecarlo together to make a delivery so they could gain first-hand experience of what we consider to be a key factor: our focus on the customer during the assembly phase”.

In fact, the 3D team now moves to Montecarlo for a week every month. Word of mouth has been extremely effective in promoting the company there, as it has been in other countries, like Switzerland, Germany, France, Luxembourg, and even the

United Arab Emirates, a dream market for manufacturers in this sector. There the Dassi brothers have committed to constructing made-to-measure architectural elements for an auditorium in Dubai. “We have created all the curved panels that require a special level of craftsmanship that we can guarantee thanks to our numerically-controlled, five-axis work centre,” comments Paolo showing us his **morbidelli m800** (before rebranding author m800), the machine he considers to be the most important in his collection. “Years ago, constructing made-to-measure furniture was a lengthy business, but today, thanks to five axis technology, we





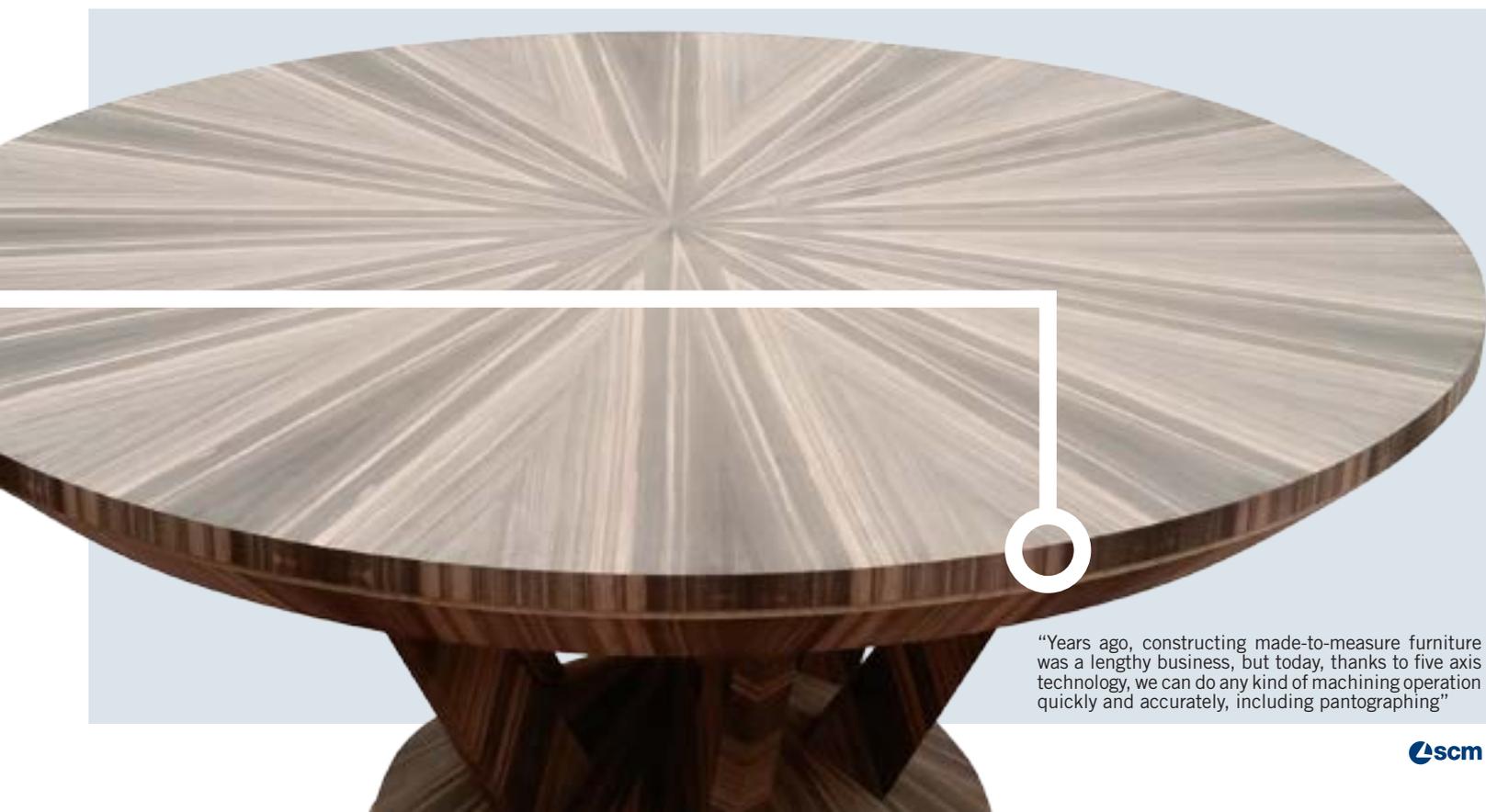
can do any kind of machining operation quickly and accurately, including pantographing.”

In addition to its 5-axis work centre, the company has three other **morbidelli** drilling, routing and edge banding centres, a **si x** (“**L’invincibile**”), a small but versatile woodworking machine, two **dmc systems** (a brushing unit that is currently very popular as a result of growing market demands and a four-band wide-belt sander), a **stefani solution md** edge bander for polyurethane or hot air gluing, “that allows us to obtain an optimum finish,” and a **superset** spindle moulder for solid wood machining. “Our relationship with SCM dates back to

when my father was running the company in 1979, and since then we have only bought machines from this supplier,” says Paolo, emphasizing the fact that the relationship is not just a matter of business, but a real friendship. “This has allowed to do things that others can’t, particularly thanks to five-axis machining. We also know - he adds – that we can count on quick and competent customer care, something that, today, is almost more important than the purchase of the machine itself.”

The name 3D is not just a play on words referencing the three Dessi brothers, it also describes the company’s open attitude to digital technology.

“We have just discovered SCM’s new **Maestro Digital Systems service**,” comments Paolo, “and in the next few days we would like to find out more about it. We already use SCM software that helps us guarantee precise, quick, punctual consignments. Today, you can’t do large-scale jobs in a short time without technology. I was particularly struck by the simplicity of these new programmes that seem very similar to the AutoCAD technology we use every day. This means that learning how to use the new SCM programming system and explaining it to our operators shouldn’t be too difficult”.



“Years ago, constructing made-to-measure furniture was a lengthy business, but today, thanks to five axis technology, we can do any kind of machining operation quickly and accurately, including pantographing”

AQUANET, FROM SALES TO PRODUCTION

Aquanet, a Russian company that today employs almost 800 people and has reached numbers that have little to envy mass production enterprises, has decided to keep on expanding its production. The support of SCM's staff has been fundamental in implementing this approach. "It is impossible to produce high quality painted furniture in large volumes, without modern industrial equipment".

Machine tools are important, but a company's success does not depend solely on them: being able to organise the production logistics is equally important. Aquanet, the Russian company that today is experiencing a crucial development, certainly not the first in its interesting story, is a prime example of this. "The company was set up twenty years ago", began to tell us the owner **Alexander Khramchenkov**, who we met along with the representative of the main machinery supplier, the head of SCM's Russian office **Boris Chernyshev**. "We are now going through the second phase of our expansion, that I consider the most important, a turning point: our production has reached the levels of a large mass production company. We have added two more plants to the main production plant, all under the same roof, thus creating **a complete and indissoluble production cycle**. From the raw materials to the finished product, as far as the final delivery to the customer, we have optimised all the logistical chains". "According to an ideal production method, an element should move as less as possible", explains Boris Chernyshev. "It is not only more economical but it also improves the quality and safety of the final products. Our technical office and our experts have developed and managed this project together for three years, **building an optimal organisation**, connecting the latest technologies with the equipment we had purchased in the past. Machine tools are important, but a company's success does not depend solely on them: it is very important to organise the production logistics.



Ilya Grebenshikov,
Product Manager finishing
SCM, Boris Chernyshev,
Head of SCM Russia
and CIS, Igor Skripnikov,
Bath Production Manager
Aquanet, e Andrei Saliy,
Production Manager
Aquanet





The excellent mass production will allow us to increase the productivity of the technological chain by up to 50%, without changing a fleet of machines. In May it was reorganised in order to remove all imbalances in the production plant". The new painting lines require great investments in equipment. "But it's a fully justified cost because we obtain constant quality and greater economic convenience of the works", explains Aquanet's owner. Competitiveness is also improved, because it's impossible to manufacture high quality furniture in high volumes without modern industrial equipment. In 1997 Aquanet started importing hydraulic systems, bath tubs, bathroom furniture and doors from Spain. To do this it set up a small wholesale company and started taking part in trade shows and exhibition, organising its sales stands and a small sales network of three shops. "Visiting the suppliers' factories and getting to know the production, I suddenly realised that we could do something similar in Russia", said Khramchenkov. His Spanish friends tried to put him off: "Why do you want to complicate your life? Don't start with production, your sales are going well, buying and selling, everything is perfect". "They were right in some respects, but our move from selling to producing happened over time. We gradually shifted from supplying pre-fabricated furniture to importing the assemblies

(so that we could load more stock on the trucks and bring down the transport costs), this is why we had to buy a press for assembling. The next logical step was importing only the doors from abroad, ordering the frames in Russia".

Subsequently the company needed to move the production from the rented property to a new plant. Seeing as I was born and grew up in Obninsk, I contacted the local authorities directly and they found us a location, right here where we are talking now.

The production began here in a warehouse of 600 square metres. Today our total surface is 5 hectares"

The assembly and painting departments are fundamental. "We previously used this department to renovate damaged doors and when we realised all the advantages of painting in-house, we purchased our first painting cabin in Italy. For a while we acquired experience, until we decided to stop buying the frames from others and started organising our production. This is when we started buying the first pieces of equipment".

Along with furniture, Aquanet sold acrylic bath tubs. "Everything was done in a similar way: we started importing pre-made Spanish products, then we imported the assemblies to assemble them locally until, in 2004, we met



the Slovenians at a trade fair and we decided to embark on a joint project. We initially invested in the first CMS br5 hp (Scm Group) thermoforming machine and started producing 100, then 200, then 300 articles per month. We efficiently passed our breakeven point which, according to our calculations, was 650 bath tubs per month. Last December we reached a production capacity of 24,000 articles. These numbers place us amongst the leading three companies of the sector in Russia.

Bringing together production and distribution was very difficult at the start. But now the difficulty has been fully overcome. "Today we have 23 shops and we count on having 45-50 in Russia in 2019. The highest growth has been in the central regions. Six months ago we opened an office and a large shop with warehouse in Astana, and now we want to open another shop in Kazakhstan".

The collaboration with SCM lasts for more than 10 years. "We put our trust in this supplier, who was able to provide us with all the necessary equipment", commented the Russian businessman. "After purchasing the initial machine tools, with the advice of some SCM colleagues, we started organising our company in a more structured way".

"We implemented two projects", continued Boris Chernyshev. "First of all, based on the technical settings and taking into account the plant's capacity, we suggested a series of machines for the full production of furniture: **panel sizing, drilling and edging**". The other purchases, such as the 5-axes machining centre used to machine the curved laminated doors, bought from SCM in 2012, came gradually, in line with the company's growth.

"The second great project has been completed recently and it involved the installation of automatic high performance painting cabins in a separate room. The development underwent various stages", continued the owner. "We paid for everything that you see now ourselves. We didn't take out any loan because we wanted to live within our means and make further investments based on our capacity".

Two automatic lines for complete painting Superfici are fundamental in this project - including the first in Russia spraying machine

Magnum with the most effective and innovative water filtration system.

But why make life more complicated? "If you are successful, it's absolutely impossible to stop halfway. If you stop developing and investing in the future, you will quickly drop down to the lowest level. You must be constantly up to date. There are only two options for us: develop or close, there isn't a third". Growing for this Russian company is also an act of responsibility towards its employees and collaborators. "Today we employ about 78 workers and their families. We produce excellent products and our company has received numerous awards. Overcoming day to day problems means truly living".

"Most of our high-performance machines tools are Italian, because Italy has always been the leader in furniture production. This is why we chose SCM, after having examined in detail the productivity, technological ability, reliability and flexibility of the equipment produced by the main European manufacturers".

SCM has sold Aquanet automatic single-blade beam saws **gabbiani gt 3** with the loading rear table, two CNC machining centers **morbidelli n200** dedicated for nesting process with "High Efficiency" work tables, three CNC drilling centers **ux200** and three single-sided edge-banding machines **stefani s**.

The aftersales service is equally important to the company. "We can't afford down times. The production is like a living organism: when an organ is ill, it involves the entire organism. This is

why we chose the SCM technicians, who are specialised in the technical support service, with an enormous wealth of experience and knowledge. SCM responds to our technical support issues promptly and provides a complete range of spare parts and accessories for our equipment".

Text and photos credits: Maxim Pirus, editor in chief LesPromInform





BIANCA & SONS, THE NEW “SLOW” LIFE OF WOOD

Weronika and Marco are an international couple who decided in 2013 to risk everything and move out into the country in the Monferrato region. Since then they have become experts in crafting wood and clay and now they make mainly home and kitchenware items, which they sell online. Before they embarked on this project, Weronika had been studying Italian as part of an Erasmus course, while Marco had been working in IT, having graduated in philosophy from Turin university. They first had the idea when Marco began spending time in a craft workshop in order to learn the art of furniture restoration as this had been a hobby of his grandfather's and a childhood love of his own. When Weronika finished studying, Marco gave up his job and together they spent a year travelling the world (mainly in India and East Asia), to clear their heads and decide what they wanted to do with their lives. Marco loved woodwork and when Weronika watched him restoring furniture, she began to be interested in it too. Nevertheless, they couldn't help wondering: "will we be able to make a living from crafting bowls and wooden cutting boards?"







When Marco was still a boy his family bought a house in the countryside outside Turin, where they grew vegetables. Weronika's parents also had a small wooden house, built by her grandfather, in the woods outside Warsaw. Having had similar childhood experiences, the couple began to cultivate a shared love for country life and a desire to escape from the city. This was because the idea of living like everybody else: doing things slowly, buying a house, doing it up a bit at a time and only really enjoying it when you retire, was not something that appealed to either of them. So, in 2013 they took their first step into the unknown and went to live in the country in the Monferrato region, and then took another when they began crafting wood and clay and creating handmade items to sell online. The scheme was successful and today, Marco and Weronika make a range of mainly home and kitchenware items, which they sell almost exclusively in the United States, or, in any case to foreign clients.

"To begin with it wasn't easy – comments Weronika – because even if we had moved to the country we were still thinking like city people. We didn't know much and growing vegetables, looking after an orchard as well as sheep and hens is not something you can simply learn from a book. As well as all that, we also had to learn the craft of woodwork. We loved it all, though, as – despite some colossal failures – we always managed to get something in exchange for our efforts: fruit, eggs and walks in the woods with our dog Bianca. That's where our company gets its name, by the way."

Before embarking on this adventure, Marco had already tried working as a furniture restorer and really enjoyed it. But when the recession hit in 2009 all the restorers in the area were forced to shut down. "That's when I decided to change direction - he says - but without leaving the woodworking sector."

At the start, it certainly wasn't easy to decide what kind of woodworking machinery to use. Marco and Weronika wanted a high degree of precision for their products, and they knew that if they worked day in and day out they could achieve that. Initially, though, a bad experience with a second-hand machine they had purchased created a significant stumbling block. "There was something wrong with the machine. You couldn't see it from the outside, but the thing didn't work properly. A year went by and we kept trying to work out if we had set it wrongly, but then we discovered that it had probably been dropped and all the regulations and worktables had been damaged." At this point the couple decided to change supplier and buy a new machine – a small SCM **minimax** combination machine. "This experience

turned out to be extremely useful as it showed us that precision in a machine is fundamental if you want to do things properly. Trying to save money at the start means you end up wasting it. We've applied that kind of thinking to all the machines we've bought since."

"Bianca & Sons" is a typical craft manufacturing company. It's a deliberate choice. "When a machine becomes too automated, it means you can't do certain things with it and you lose that distinctive style that differentiates craftsmanship from industrial production. And we can't compete with industrial production," comments Weronika. This shows how essential it is for woodworking machinery to leave certain actions to the carpenter. "More automation and less creativity, means less craftsmanship and that can result in craft products losing their character."

The items that Marco and Weronika now make together are mainly kitchenware, so they must have a tough, long-lasting finish and be made of food-safe materials too. "Initially we used Vaseline oil – notes Marco – but as it has no body, the finish didn't last long and we wanted something that was less ephemeral. The Vaseline finish looked nice when you bought it, but it faded as soon as you got it home. So, we tried using raw linseed oil instead. We buy it from Sweden via a German website. 4-5 coats create a good finish that resists well to washing with warm water and a sponge. We have recently found other recipes in a book by an American (Tad Spurgeon) that explains how to improve the quality of commercial linseed oil by purifying it in ways used by painters and lute-makers in the 16th and 17th century. We're trying it out at the moment, but it's still too early to say what the results will be.

The couple have their own website but they use an external platform (etsy.com) to export their products. Their first successful item was an olivewood cutting board that they sold in America. "We would recommend the platform to anyone who is just starting out – said Marco – but you shouldn't think of it as a panacea for all evils. We like it, but it's a full-time job. Creating the items, photographing them, describing them, researching shipment expenses worldwide, advertising and making sure you are on the first page of any etsy search results takes hours and hours of work and study. I really don't like the whole marketing side of it, because of my previous job. But I have to say that spending a whole evening researching something is not so bad if you're doing it to sell something you've made yourself."

But can you actually make a living from this kind of production? Marco has very clear ideas about that. "You have to take into account that we have



moved out into the country and reduced our expenditure considerably (we use wood-fired heating, have no television and our food shopping is supplemented by what we grow in our garden and vegetable patch). Nevertheless, I feel that our quality of life is great and at the moment it is all working. We're not getting rich obviously, but we're certainly staying afloat. In fact, considering we only got started three years ago, 2017 went very well. We think it was a real success."

Craftsmanship, however, is not fully appreciated everywhere. “In other countries – states Marco – ordinary people who go to a market have an idea about what craftsmanship is. They understand the work process, they accept the price and they are ready to spend a certain sum of money because they know it is worth it. In Italy, though, from what I’ve seen in these three years (which I admit is not a lot), most people don’t understand what craftsmanship is anymore. There seems to be a certain degree of confusion about whether a company that produces 5000 items a day can be described as a craft company. Nowadays you don’t often see craftspeople at work and it’s been that way for quite a while here (two or three generations, I would say). That means there aren’t many people who understand the work, time and cost of handcrafting something. It’s not because Italians are ignorant, it’s simply that arts and crafts have been in the shadows for too many generations and now only very few people have seen someone actually hand-beating iron or turning a bowl with a lathe. It follows, then, that, as buyers, we aren’t able to put a value on the objects we see on display at a craft market. Perhaps that’s why it’s easier to sell abroad. Because it certainly is for us.”

Considering that running your own business involves actually making the products, as well as photographing them and shipping them - and without forgetting the need for advertising, public relations and keeping accounts - is there a secret to being successful?

“For a start, there’s two of us - says Marco -. That means splitting the gains but also the workload. Most of all, though, it means that if you set yourself 10 goals, you’ll never be able to achieve them all in a hurry. So, you mustn’t get too stressed about it. You just need to keep moving forward calmly. That is our biggest problem and our greatest challenge for 2018: making sure we continue to have a decent life that includes some sport, some reading and seeing friends.

Because it’s very easy to fall into the trap of thinking: “I haven’t done enough, I need to do more,” and then you find yourself 10 years older with a bit of extra money and nothing else that really matters. We moved to the country so we would could move at a slower pace and that’s what we want to do. That means insisting that we don’t work on Sundays, even if we are running late for a deadline. You have to remember that this is just about making things, whereas real life is about relationships with others, experiences and sensations, thoughts and ideas. If you focus on that, it becomes easier to take a breather and take things as they come. That way, in my experience, the things you make turn out better too”.

Text and photos credits: LegnoLab



CHABRET, TECHNOLOGY AT THE SERVICE OF KNOW-HOW

Located in the Haute-Loire region in France, the Etablissements Béal company designs and manufactures specialist chopping boards for its predominantly professional clientele under its Chabret trademark that was originally deposited in 1885. Continuing a tradition firmly founded on quality the company's two current directors have recently succeeded in optimising their production department with two work centres (one of them a five-axis machine) made in Italy by the SCM.



Chabret chopping boards take their name from René Chabret, the man who founded the business in 1885 in the municipality of Saint-Just-Saint-Rambert (42) and began its long and unique history of expert craftsmanship in the sectors of made-to-measure furniture and end-grain chopping boards. In 1986, the business moved for the first time ever when it was taken over by the Henri Thessot company in Beauzac, and then, in 2007, when the Etablissements Thessot company was taken over by Etablissements Béal, it moved again to its new home in Saint-Bonnet-le-Château. "Naturally, since then, the product has changed slightly but not that much," explains Cyprien Meynard, who now runs Etablissements Béal with his brother-in-law, Etienne Béal. "Having said that, we have also noted that professional butchers need to work rapidly and so they don't always have time to look after the material they use. That's why we insert threaded rods into the boards for this sector, as well as simply gluing them, even though the glue we use is normally more effective."







– the backroom where all the major cutting operations are carried out. Of all the Chabret trademark chopping boards produced, only about 10% of them are made for workshops.

“Between 60 and 70% of our production is specifically made for a clientele of professionals, whereas the rest is bought by private parties or shops,” specifies Cyprien Meynard. Nevertheless, Etablissements Béal, whose production organisation is based on a dynamic, or rather, local tradition also boasts nationwide visibility. “We operate at a national level via dealers,” explains Cyprien Meynard. “There are only three or four in France, but we have also had to face foreign competition from both Italy and Eastern Europe. These European manufacturers use mainly beech and some acacia. Our production, however, as well as being awarded the “Entreprises du Patrimoine Vivant” label, has also been certified with the NF Hygiène Alimentaire (Food Hygiene Standard) trademark and we are the only ones to have this certification.” This is important as hygiene is a factor that should not be forgotten in the chopping board sector, given that wood “absorbs up to 97% of bacteria, whereas plastic simply stores it,” explains Cyprien Meynard. “On average, a professional butcher needs to change chopping board every 7 to 10 years.” It shouldn’t be forgotten either that in 2012, Etablissements Béal became a member of the “Ateliers d’Art

Sometimes it’s quite amazing how things work out, and that is certainly true for Cyprien Meynard, who was a training engineer up until 2007 when he discovered this very special product: the chopping board! “A year before we opened our business, I didn’t know a thing about chopping boards,” he admits. But this lack of knowledge was rapidly righted, as shown by the fact that on 13th March 2009, Etablissements Béal was awarded the **Entreprises du Patrimoine Vivant** (Living Heritage Companies) label – a trademark created by the French state to recognise and promote the development of companies who seek to maintain “an economic heritage that depends particularly on rare, renowned or ancestral know-how based on traditional techniques or fine technical skills, typical of a certain area.” These criteria certainly apply to Etablissements Béal, which sources its wood from two different sawmills (one in Jura and the other in Doubs). The wood it uses is mainly hornbeam, as its qualities are particularly suited to making chopping boards. “Hornbeam is a very hard, very compact wood,” explains Cyprien Meynard, “that has an end-grain that is superior even to oak. It is easy to machine and looks better than beech, which is less dense.”

Manufacturing on demand. Etablissements Béal’s two partner sawmills cut the wood into planks and dry it to between 8 and 15%, when the board is destined for use on a butcher’s sales counter and between 18 and 20% if it has been ordered for the butcher’s workshop



de France” (French Art Workshops).

Manufacturing chopping boards constitutes about 98% of the company’s activities. It also makes chopping boards in edge-grain beechwood or walnut, and part of this work is sub-contracted. The company exports 4-5% of its production. “Up to 90% of our manufacture is made on demand and our production is essentially a *just in time system*,” specifies Cyprien Meynard. “We propose three basic models, but apart from that, it is important to establish a genuine interaction with the user by focusing on criteria, like the base, width or thickness of the board. Our role consists mainly in giving people an idea of what they want.”



Two complementary work centres. “When we started up the business, there were only three of us,” recalls Cyprien Meynard. “But in the years that followed we became increasingly well-known and at one point we even had thirteen employees. There is no escaping the fact, though, that thanks to the industrialisation of our production tools, turnover is now higher, even if there only ten of us. It’s difficult to find people who are really committed,” he adds. “We choose young workers who have experience as cabinet-making carpenters and we train them for between two and three years”.

In 2010, Etablissements Béal bought its first SCM work centre, a 4-axis Record 100 mod-

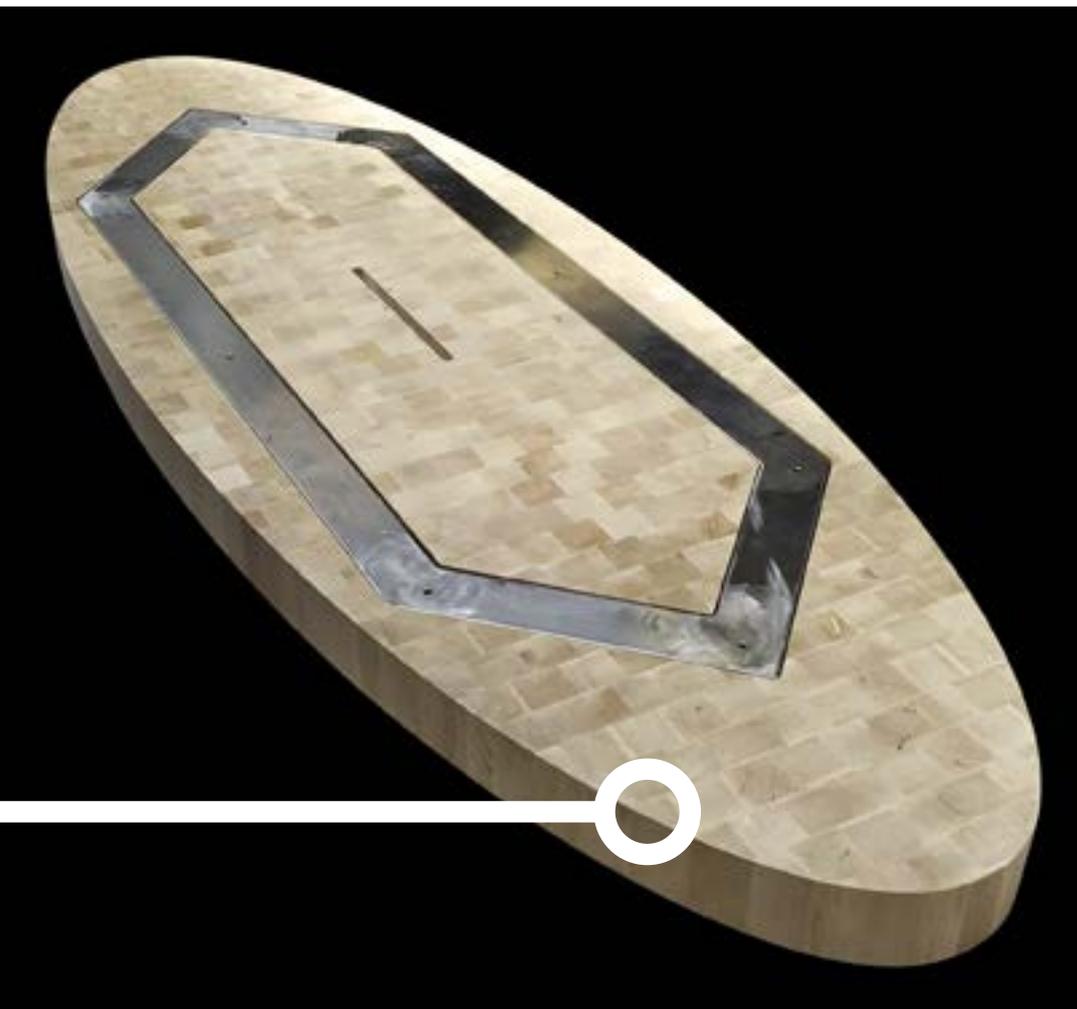
el. “We hadn’t planned on opting for this type of investment *a priori*,” explains Cyprien Meynard, “but given the company’s growth, which is based above all on our know-how, we said to ourselves: why not?” The 4-axis Record 100 is a compact, hi-tech work centre fitted with a work table that allows double profiling tool machining, as well as reducing tool changeover times and significantly increasing productivity. It has quickly become a machine the company can’t do without,” notes Cyprien Meynard, “as nearly all the chopping boards pass through it. It is a machine that guarantees greater precision, less manual work and increased safety, so it also means we can think about investing in new markets.”

In addition to the 4-axis Record 100, a year ago Etablissements Béal invested in a second SCM work centre: the 5-axis **morbidelli m800** (pre-rebranding author m800). This faithful ally guarantees reduced maintenance, maximum versatility and an optimum quality finish. “With this large work centre we do everything we can’t do elsewhere, especially chopping boards with special shapes,” comments Cyprien Meynard. “Having a fifth axis is a significant advantage because it allows you to use less tools. Compared to a 4-axis work centre, there’s no need for an angular head, for example. Programming the machine is much simpler too.” Today the company operates with Maestro 3D software, a configuration that “allows us to plan work ahead and view machining processes as they are taking place.”

In addition to these two work centres that the company’s production processes are now based around, the Etablissements Béal workshops also boast 4 side, planing, levelling and sanding machines, “even if,” specifies Cyprien Meynard, “most sanding operations are carried out by hand as the pieces are too heavy to load onto the machine”.

*Text credits: Stéphane Jardin for
Le Bois International*

*Photo credits: Le Bois International and
Etablissements Béal*





EURO LAMELLÉ, A DREAM HOUSE MADE OF WOOD IS BEST QUALITY FOR REAL

For nearly 30 years, Euro Lamellé has been manufacturing made-to-order glued wooden elements for wooden constructions. In line with its investment policies and to provide an increasingly superior service to its professional customers, the company has recently invested in a cutting centre that offers genuine state-of-the-art quality.



from the left: Stéphane Carret and Claudio Cristalli by Scm France, an Euro Lamellé operator and Jean Lachal, Euro Lamellé Technical Director



The SCM oikos 6-axes CNC machining centre that Euro Lamellé has recently invested in, allows it to cut straight elements that are 19 m long and 1.25 m wide. Here it is used to machine lamellar wooden beams.



For nearly 30 years, Euro Lamellé has been manufacturing made-to-order glued wooden elements for wooden constructions. In line with its investment policies and to provide an increasingly superior service to its professional customers, the company has recently invested in a cutting centre that offers genuine state-of-the-art quality.

Founded in 1989, the Euro Lamellé company has grown constantly by following a continuous policy of investment in both materials and human resources aimed at product innovation and performance. Euro Lamellé is specialised in the production of made-to-measure lamellar wood beams and standard lamellar and reconstituted solid wood products, like added value floor beams and fittings.

From 10,000 m³ in 1998, today the company's production volume has reached 30,000 m³. Its commitment to high quality manufacturing is shown by its numerous certifications, like the German Din standard in 1995, Acerbois Glulam in 1996, the Japanese JAS standard in 1999, and the Bois des Alpes and BQS in 2011. Euro Lamellé has also been involved in numerous



benchmark projects, like the Refuge du Goûter and the Bellegarde TGV station. This level of success is also the result of a close and long-lasting relationship with its customers that is based firmly on trust and reliability.

Today the company boasts a taskforce of 60 employees at its factory in Rumlily, thirty of whom operate in its workshop. There it continues to develop **its 100% French products** with its partners, by focusing on manufacturing and leaving design and installation to its customers. Euro Lamellé operates mainly with four types of wood from certified sources in responsibly managed forests, including spruce, Douglas fir, pine and larch in all standard sizes as well as made-to-measure lengths of up to 40 m. In its workshops, it cuts, drills, treats and finishes its products, providing its customers with ready to install wooden elements and all the corresponding hinges, boxes and hardware. The wood comes mainly from Sweden, Finland, France and Norway for the spruce and pine, from France for the Douglas fir and Austria for the larch. Bit by bit and thanks to its partnerships with a number of local sawmills, the company is increasing its use of local woods to.

In the face of the fierce international competition in standardised lamellar wood and reconstituted solid wood products, Euro Lamellé has chosen to maximise the added value of its production. For many years, in fact, in addition to its classic range, the company also **offers custom-cutting operations with a made-to-measure approach right from the start of production.** When the strips are glued, in fact, the beams are positioned nearly in their definitive format in order to reduce rejects and optimize the use of the wood. At the beginning of 2017, Euro Lamellé also added an internal cutting service, thanks to an investment in an SCM oikos 6-axes CNC machining centre. Fitted with a 15-position tool changeover system, this machining centre includes a chain-driven router and saw that can process any straight workpiece measuring up to 1.25 m wide and 19 m long. This has allowed Euro Lamellé to achieve estimated an annual cutting production figure of no less than 3,000 m³, plus a further 1,500 m³ of wood that is still cut by hand. Together, this is equivalent to 15% of the company's overall production, while the rest consists of customised cutting operations. Thanks to this recent investment, the company's current goal is to increase its on-site processing quota that is a byword for added value and service.

Credits: CMP Bois



Euro-Lamellé produces straight beams in personalised sizes. To increase its added value, the company now also offers cutting and finishing services.



SCM OPENS NEW DOORS FOR FOXSTOW

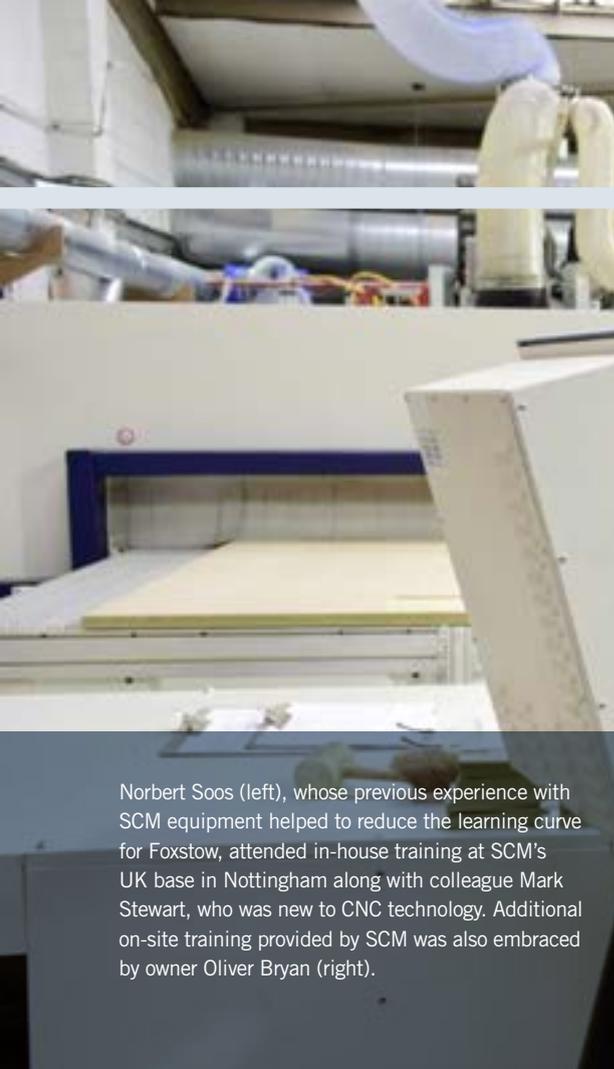


Foxstow Joinery, established in 2011 by owner Oliver Bryan, is based in the heart of Oxfordshire on the outskirts of the village of Freeland, and provides a range of high end bespoke joinery services to both consumers and businesses.

Oliver's background in construction, particularly in the realms of residential development projects, was the catalyst for the launch of Foxstow Joinery. The company started life as a general joinery workshop, manufacturing a broad range of joinery products for domestic construction projects, but **now specialises in the manufacture of high-quality solid timber doors**, under the Foxstow 'Shaker Doors' banner. The decision to specialise in door making was in part due to the expertise and reputation already gained in this area, but also to cater for a growth in demand for high-quality competitively-priced timber doors. "We design and build almost every possible type of external, internal and cabinet door, along with associated cabinetry," says Oliver Bryan, "and, with our team of skilled craftsmen and the company's wider expertise in bespoke joinery manufacture, we are able to offer our clients extended support on new-build or renovation projects. " The company currently employs around 15 people and is undergoing a period of rapid growth – **especially in the fitted kitchens and bedrooms market**, where Fox-

stow Shaker Doors are manufacturing bespoke doors and drawer fronts to fit standard cabinets supplied by the likes of Howdens and IKEA, as well as designing and manufacturing additional pieces of matching, custom-built cabinetry when required.

Despite the obvious capabilities of the workforce at Foxstow, it was becoming an impossible task to keep pace with the increasing demand for bespoke doors using existing machinery and employing traditional techniques. Foxstow had previously invested in several classical SCM machines, such as the **class ten 220** tenoner, a 130ps toupie class so, when the need for a state-of-the-art CNC machining centre became the obvious next step, the decision to contact Jamie Walters, SCM's Area Sales Manager, was one of the easier decisions Oliver Bryan has had to make for the business. "Our existing classical machines, purchased through SCM's distributor Blyth Woodmachinery, have more than met our expectations" Oliver explains, "and I was keen to maintain our affiliation with SCM if the right machine for the job was going to be a cost-effective option."



Norbert Soos (left), whose previous experience with SCM equipment helped to reduce the learning curve for Foxstow, attended in-house training at SCM's UK base in Nottingham along with colleague Mark Stewart, who was new to CNC technology. Additional on-site training provided by SCM was also embraced by owner Oliver Bryan (right).



Production space at Foxstow Joinery is very much at a premium, so providing a machine with a footprint to fit the restricted floor space was the first challenge SCM needed to overcome. Taking all of Foxstow's requirements into account, Jamie's proposal was for the installation of a **morbidelli m200 f**; one of SCM's new "All-in-one technology" range of CNC machining centres.

The **morbidelli m200 f** was in fact so new that there were no other installations in the UK to demonstrate the machine's capabilities, and Oliver was invited to see a similar machine put through its paces at the workshop of an SCM customer in Essex. "The machine we demonstrated for Foxstow was a m400," says Jamie Walters. "The m400 has a larger capacity than Foxstow required, and was too big for the space available, but the demonstration proved to Oliver that this was the right technology to satisfy Foxstow's production requirements." In common with many growing manufacturing businesses, Foxstow didn't have an open-ended budget and, although SCM had been his first port of call, Oliver also evaluated similar machines on offer from competing manufacturers. However, with the SCM machine ticking all the technical boxes, Oliver committed to an order just a few weeks later.

The compact footprint of the m200 f, coupled with SCM's "Pro-Space" solution, facilitates installation in the tightest of spaces and **is able to**



With a 14-position tool changer sited adjacent to the 24,000rpm routing head, tool changeovers on the m200 f are accomplished in around 15 seconds.

process a sheet width up to 1900mm, with a maximum working width of 1620mm, 3110mm lengthways, and vertical clearance height of 250mm. Operator safety is assured by sensors, incorporated into the soft-cushioned bumpers on each side of the moving gantry, which react instantly on contact with any obstacle; immediately stopping all machining operations. The complete absence of restrictive fences around the machine, together with the fully integrated electrical cabinet and vacuum pump, allows operators total freedom and access to all sides of the work table during machining operations, and the large viewing window, which opens for cleaning and maintenance, provides an unrestricted view of machining operations.

The **morbidelli m200 f** is loaded with a range of unique technologies: SCM's Rotoaxial "RO.AX" spindle technology, for example, with unrivalled maintenance intervals of 1,000 operating hours and drilling speeds up to 8,000rpm, guarantees stability and accuracy during fast drilling operations; the "JQX" 5-axis unit allows tools to be oriented in virtually any direction, and allows machining up to 10° below the horizontal plane; and the continuous aluminium alloy table provides uniform distribution of vacuum to the workpiece, with vacuum outlets spaced 12cm apart in both directions, positioning and unloading operations efficiently and safely. Before the introduction of the morbidelli CNC machine, Foxstow were making all their shaker design doors with traditional joints, using the classical machinery.

Introducing the CNC machining centre has revolutionised sheet production and improved efficiency, quality and safety.

And, as well as the significant benefits of machining sheet materials, the POD element of the **morbidelli m200 f** now allows Foxstow to machine other bespoke pieces such as pelmets, cornices, and curved-head doors and frames. The 130mm x 130mm square vacuum pods are easily and quickly positioned and fixed in any position across the entire worktable surface; allowing fast positioning and set-up of workpieces ready for machining. Foxstow have got off to a flying start with a comparatively minimal range of Vivaldi tooling, supplied by Viscount Tooling, but the objective is to build on this range over time, as and when new product designs demand a more complex collection of tools.

As with all SCM CNC machines, the **morbidelli m200 f** utilises SCM's proven **Xilog Maestro** 3D CAD/CAM software suite. The software is highly intuitive with simple 'drag-and-drop' functionality to many regular operations, in addition to all the standard in-built functions such as:- importing of IGES files, editing contours and curves, etc. Preconfigured geometries and drilling/routing patterns available from the Maestro APPS library, it enables the operator to create bespoke macros and sub-programs. Machine operations are programmed and managed from the mobile control console, which incorporates a Windows-based PC and 19" colour monitor and, with the console connected to an internal network, design data

can be transferred from networked PCs; optional internet connection provides access to SCM's service and diagnostics network. In addition, the specification for Foxstow included a "TECPAD" remote control, with 7" touch-screen colour display, allowing control over a multitude of program and machining operations, including manual speed override, error management and graphic positioning of rails and pods.

Foxstow finally settled on the **morbidelli m200 f** because of the new technology it offered and because of the overall value for money the purchase represented, but Oliver was also impressed with the technical sales support that Jamie Walters and SCM provided along the way: "The purchasing process met all my expectations," says Oliver Bryan, "as has the invaluable support we've received from knowledgeable SCM engineers." SCM delivered, installed and commissioned the new machine in the time frame agreed with Foxstow and, in conclusion, Mr. Bryan commented: "This investment gives us a **clear advantage over many of our competitors** and we are able to provide our customers with a viable alternative to 'off-the-shelf' standard-sized doors. Our capacity for manufacturing Shaker Doors has doubled and, as a result, we are taking orders for bespoke doors from all over the UK and Europe."

Primary control and programming functions are carried out at the mobile console, with its 19" colour monitor, but the hand-held "TECPAD" remote control unit allows 'on the hoof' monitoring and control during machining.





The morbidelli m200 f fits into a confined space at Foxstow, but SCM's "Pro-Space" solution allows 360-degree access, and the wide window panel provides an excellent view of machining operations.

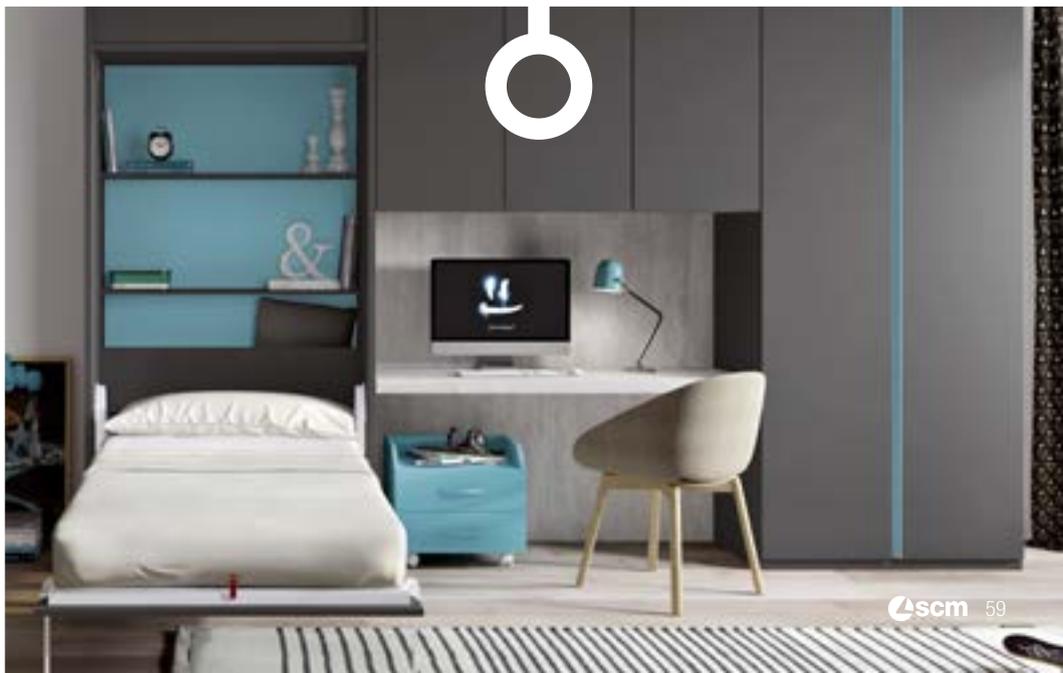
130cm square vacuum pods are quickly and easily fixed in any position across the worktable.



GLICERIO CHAVES HORNERO, MODULAR, SMART AND DREAM-LIKE BEDROOM FURNITURE



Glicerio Chaves Hornero, the leading manufacturer of youthful and dynamic furniture in Spain, has experienced constant growth thanks to SCM.





Glicerio Chaves Hornero started his company in 1983, building classic bedroom furniture, in a 500 square-metre warehouse. In 1990 they moved to the current premises, in the municipality of Almagro and Bolaños de Calatrava, in the Mancha region. The company has been constantly growing from that moment onwards.

It currently boasts 330 employees and a yearly turnover of over 50 million Euro. 95% of sales are in Spain, through furniture shops and hypermarkets, and its exports are growing in certain nearby markets, such as France. Having created the prestigious brand Formas, Glicerio Chaves Hornero is currently the leader and point of reference in the youthful and dynamic furniture sector. And naturally it could only be another point of reference of the sector, SCM Group, that accompanied the company towards its success.

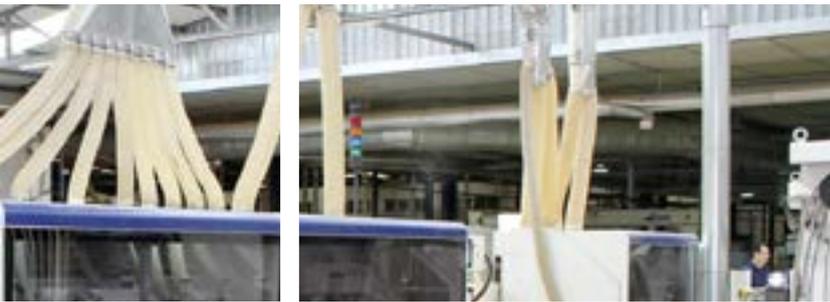
“Through its representative for the Castiglia-La Mancha region, Miguel Angel Marqués, SCM has always provided skilful and unbiased consultancy with great professionalism”, said **Angel Chaves**, the current managing director of the company based in Ciudad Real, who welcomed us at the factory, with his usual courtesy and attention.

Glicerio Chaves Hornero currently builds furniture for about 7,000 rooms per year. Many pieces of furniture are custom made and, to meet this demand, it requires fast and versatile machinery, with a large production capacity as well as great flexibility. The company builds large batches and single batches, based on weekly programs. SCM sold the company the first stefani “Tandem” line, for the continuous application of edging to chipboard panels. This extremely flexible composition allows for the fast and effective construction of batches, that can also consist of just one piece. Currently the factory has three such lines. “SCM has responded to our production requirements with utmost competence”, recalled Angel Chaves. “This was a crucially important aspect for our company, to be much more competitive on the market”.

These lines are able to manufacture batches consisting of just one piece, on which it is possible to create different pieces, one after the other, of various colours and measurements. STEFANI’s “Tandem” lines allow the furniture to have a very important added value, as all the pieces that come out of this plant are perfectly square. This ensures that there will be no surprises during assembly and instalment of the furniture.

Starting from a first mechanical **morbidelli author 504** machining centre, Glicerio Chaves Hornero, todays boasts over 20 SCM CNC drilling and boring machines. It is about to take delivery of the most powerful model of the range, a **morbidelli pwx100** (powerflex before rebranding), once again confirming its trust in SCM’s technology.

“We rely on SCM because of the magnificent response that we have always received. They have never disappointed us”, concluded the Managing Director of Glicerio Chaves Hornero. “They listen to us and develop the machines that we need to keep growing and improving”.



Glicerio Chaves Hornero sets the standard on the Spanish market for modern and youthful furniture, with its famous FORMAS brand, that includes wardrobes, tables, drawers and cupboard doors, desks, bunk beds, beds with drawers, etc. All the furniture is highly configurable to allow for the maximum adaptability to the customer's requirements.

In 2000 it began producing furniture for double bedrooms again, creating the "Eos" and "Basic" products. The range was completed with a line of furniture for new-born babies, for a total of almost 10,000 articles.

In Spain the future of this sector means exporting to other countries. Glicerio Chaves Hornero intends to create product lines that are suitable for export, as well as becoming the point of reference in Spain.

"20% of our orders are special", explains Ramón Ascarza, Technical Office Manager. "Starting from the standard model, selected by the final customer and bearing in mind the specific aspects of the space or the composition, we treat the furniture uniquely and exclusively for the specific project, to achieve a completely customised solution".

The Glicerio Chaves Hornero products excel for their extremely competitive price, high quality and contemporary and modern design. The delivery times are within 30-35 days.

Every two years the company updates its catalogues. "We try to remain constantly in step with market trends", concludes Angel Chaves. "We have a great capacity for responding and a talent for being constantly updated. Just like SCM Group. Because we have the responsibility of setting the standard for the industry".

Text and photos credits: Juanma Manuel Miranda for Madera Sostenible



ON A NEW COURSE: **TOP-LEVEL EDGE BANDING**

Building yachts means taking into account individuality, quality, water resistance and humidity as well as versatility and efficiency. And to ensure that the finish on all its interior furnishings and fittings satisfies all these requirements, HanseYachts has hoisted sail towards a new horizon in edge-banding for its interior furnishings.





Right from the start the policy of the HanseYachts AG yacht manufacturer, founded in 1990 and based in Greifswald (in the state of Mecklenburg-Vorpommern in Western Pomerania) has always been to offer privately-owned, easy-to-sail yachts with sophisticated technology and designs and an excellent quality-price ratio.

Naturally, the future owners of the yacht are also invited to add their own personal tastes and ideas. And to ensure that the end product is a success, the manufacturer has become a practical platform for a series of highly complex infrastructures as well as monitoring in minute detail, every step in the construction process, from the yacht's design to its production.

All this requires flexible, highly efficient production processes with systems that guarantee continuous and coordinated machining cycles. Recently, the production managers, guided by the company director, Klaus Häcker, hoisted sail towards a new horizon in edge-banding thanks to a Stefani machine, the Italy-based SCM group's edge-banding specialist.

HanseYachts were able to equip the standard stefani s machine frame to suit its own special requirements. So, the machining programmes can now be selected according to the workpiece and the edge bands are fed in from a twelve-shelf automatic magazine. A nesting package ordered at the same time allows edge-banding to be performed on pieces that have already been CNC processed, for example, with holes for embossed hinges, and the machine also has all the finishing units the company requires. The radial scraper is inserted analogically



near the flush scraping unit profile. If rounded edge bands are applied with a single four-motor unit ("Round 4" automation package) the profiles, or better, the radiuses are machined with a single diamond-tipped tool.

Depending on the profile in question, the tool is positioned pneumatically for high, low, front and rear milling. This level of versatility is made possible by the "Multiedge" automation package. This is a set of versatile tools that are ideal for any number of ultra-slim bands and different radiuses. Another special feature is the SGP Glue Pot gluing station, which allows EVA and PU adhesives to be used without having to interrupt the gluing process, as the SGP changes the adhesive automatically. The SGP also performs automatic emptying and dosing operations automatically (with a patented glue gun closure device). Glue dosage is analogically controlled by the program according to the specifications of the adhesive. Depending on the type of edging selected, the "Maestro Pro-Edge" machine software selects and automatically activates the required work stations. If the customer has ordered surfaces in plastic or other non-wood materials, the machine starts up the spray device with a detaching unit and/or lubricant or detergent. Once the piece has been processed, a return system takes it back to the machine operator. In this situation, the machine screen also shows which side of the piece is about to be edged and how to position the edge band.

Klaus Häcker had this to say about the machine: "personally, I find it very important advantages that the machine creates a production report every day indicating the work hours for each operator as well as the possible stop times and relative causes. The report also indicates the maintenance intervals for each unit and any servicing operations that are due. Consequently,

I have practically everything under control, all the time, or more specifically, the edge banding and the completely automated use of our five profiles." Once again, HanseYachts' close working relationship with its suppliers, in this case the manufacturer of the SCM machines, has shown to be once again an important symbol of the value of the yachts it produces.

Credits: DDS - das Magazin für möbel und ausbau



Future owners must be allowed to add their own personal ideas to ensure the end product is a success



EVA or PU adhesives can be used without changing the SGP glue pot



One tool, numerous profiles: Round 4



Coil magazine



Edge-banding for CNC machined workpieces: no problem with nesting packages



Built exactly to the wishes of HanseYachts: the SCM stefani machine

THE ROBOT THAT COLORS EXCELLENCE

Ilar Verniciature: in Chiari, near Brescia, one of Italy's most virtuous companies providing constant quality in sealing systems (closures), and painted and shading products. Yet another innovation by an enterprising third party. Also thanks to the 7-axis anthropomorphic robot by Superfici.

Ilaria Ghilardi's skill is almost instinctive in that she succeeds in creating colours that are almost perfect without having to rely on tintometric technology, which is incredible. This article about **Ilar Verniciature** in Chiari (Brescia) begins, then, with Ilaria and "her colours". An innovative and dynamic company that chose Superfici (SCM's brand), known painting plant technician, as a partner.

As right from the start of our interview with Ilaria and her father Angelo we saw that the synergy of the Ghilardi family plays a key role in its success.

Ilar Verniciature was founded in 1998. We got to know it a few years later, just before the recession hit and we were therefore justified in worrying about what effect the negative financial climate might have on our friends

in Chiari, even if our first visit there had given us a good idea of what Angelo Ghilardi is made of.

Despite this we still weren't hugely optimistic as experience has shown us that in difficult times, while contractors may have several clients who can balance each other out, they can also be subject to a collective collapse. What did give us hope, was what we had seen at the company: perfectly respectable machinery with a high level of automation including painting reciprocators, the use of water-based paints manufactured by a well-known brand (ICA from Civitanova Marche, who still supplies Ilar), and the company's focus on human resources. The foundations for moving forward were certainly in place, and our second visit confirmed it.

When we arrived at Ilar in 2017 we were met by Angelo and Ilaria Ghilardi, and immediately our attention was drawn to the robot (that has replaced the reciprocators), which stands in the centre of the painting department opposite the factory's main gates and acts as a kind of welcome and trademark of a company with a clear focus on the future. It is a 7-axis anthropomorphic robot that treats the surfaces of window and door frames hung on the system's ninety swing-trays that are moved by a twin-track conveyor. The robot's seventh axis is an automatic spray gun that reaches even the most remote corners of every workpiece with absolute precision.

The twin track system guarantees the absolute stability of the hanging workpiece, so it reaches the robot without the slightest oscillation and in the best possible conditions for receiving the paint coat, which can be either a basecoat or a topcoat.



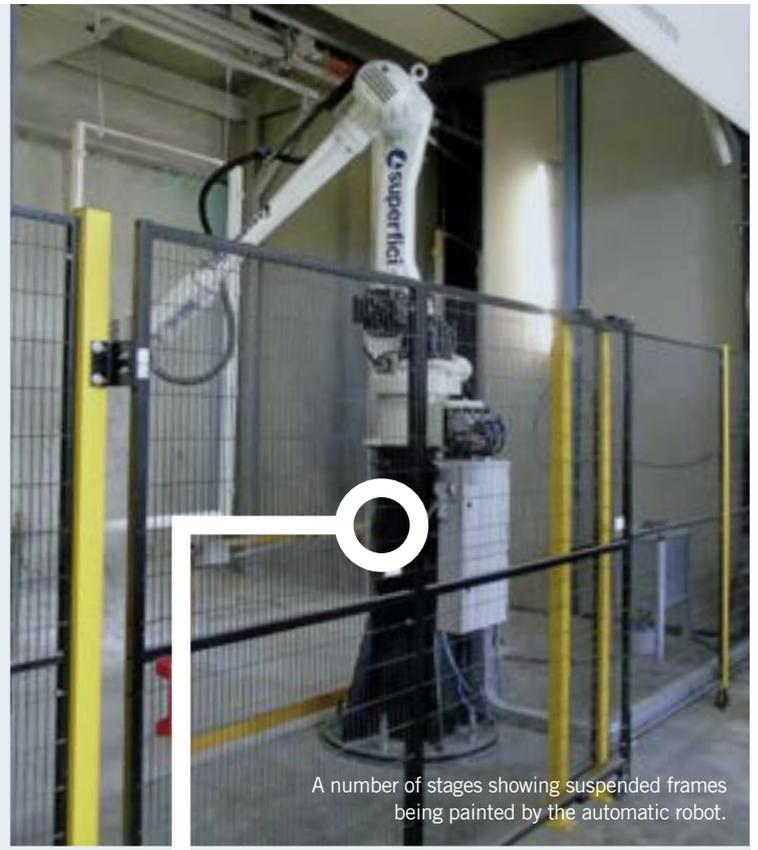
Angelo and Ilaria Ghilardi, interviewed in their management offices at the start of the visit.



The quality and service that Ilar offers its clients are key to its success and nearly all the carpenters in the radius of thirty or forty kilometres send their window and door frames to be painted here.

We know how important word-of-mouth is for contractors and certainly there is one word that summarises the work of this Brescia-based company: “reliability”. Plus a company strategy of continuous improvement that goes far beyond the requirements of current legislation and is intelligently pursued by Angelo Ghilardi, whose attitude is summed up in this comment: «Yes, when we met the first time I was already ahead in this sector, and I can say that without presumption as that was your opinion too. But if you stop moving forward, others can quickly catch up, so it’s vital to always keep your lead.» «The robot is an important step forward. It is completely autonomous and I can start it up any time I want, even when I’m at home. It provides the constant high-quality standards that my paintwork has always had and the result is that I now have about sixty loyal customers. Service and punctuality complete the deal.

If necessary, I can repair damaged frames too, by outsourcing them to a trusted subcontractor. You always have to keep your eye on everything around you and stay up-to-date: because you can only choose the ideal solution to your requirements after you have weighed up all the possible alternatives. That’s how I chose the SCM Superfici robot.»



A number of stages showing suspended frames being painted by the automatic robot.

Superfici’s technical staff are an essential part of operations at Ilar, as they continually help the company to improve system performance.





The ventilated, hot air-drying tunnel, installed in-line with the system.

When we ask Angelo and Ilaria Ghilardi about the robot, they have no doubts: «**Thanks to the SCM Superfici robot we can use ten different colours a day.** That's why we are 100% sure – and I can say that after a year – that we made the right choice when we installed this machine.»

«It isn't only the robot's performance we are satisfied with, either, it is also all the SCM Superfici staff's willingness to always work together with us, starting from Zanconi.

Superfici's engineers and technicians have always been extremely professional and reliable and they have met all our needs. So by working together and combining their knowledge of all the robot's technical features and performance with our experience in painting, we have been able to constantly make improvements and optimise the way the machine is used.»

Ilar mainly paints lacquered frames, including the twin-colour combinations that are currently fashionable, handling - as we have said before - ten colours a day thanks to the robot. Automatic colour changing is also entrusted to the robot, which is able, obviously by faithfully following the "menu" of each computer-fabricated cycle, to simultaneously treat painted door and window frames in different colours by washing the nozzles each time using the cleaning system fitted on the machine. At the same time, a "martyr swing-tray" – as SCM Superfici's Alfredo Zanconi perceptively calls it – divides the group of workpieces requiring a certain colour, from the following group that requires a different colour which will be painted after the nozzles have been washed. In short, "a factory within the factory" that needs no manual line assistance operations at all.

The painting cycles, incidentally, consist of a primer coat, a basecoat and two topcoats, each of which are first hot air-dried and then sanded.

It is important to note, too, that **sanding is kept expertly separate from the painting operations**, so the surfaces are not contaminated in any way and if you touch a finished frame it is as smooth as you could wish for.

ANOTHER STEP FORWARD

Ilar works without stopping. An extraordinary air aspiration system is currently being set up at the company which incorporates the overspray of the paints (that have a low solvent content, as solvents exist in water-based paints too) and the dust from the sanding process. This bag filter system will aspirate all the air in the entire warehouse, filter it until it is clean and then release it into the outdoors, thereby turning the space into one big paint shed.

This is yet another major innovation that goes beyond the demands of current environmental legislation (Ilar complies perfectly with all current standards) and is part of Ghilardi's irrepensible desire to be a model company.

Investment is another important factor, but as we have witnessed not once, but twice, now, with this exemplary contractor, there is never any doubt that the return will always be superior to the initial cost.

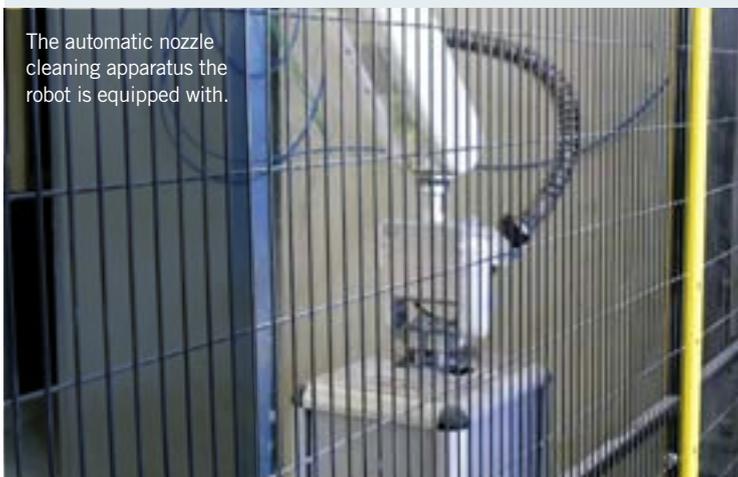
In this article we have deliberately focused on Ghilardi's entrepreneurial history, past, present and future, as we believe that the best contribution we can offer readers is to hold up a magnifying glass to excellent systems, like the robot described, and also to exclusive situations where companies act positively and offer real insights into the scenario of a recession that has often led to laxness. This may have been motivated by real circumstances, but undoubtedly it is epidemic too, and sometimes even a pretext for convenience, or to put it more simply an excuse "for doing nothing".

Ilar Verniciature, on the other hand, revels in "taking action".

Credits: Adello Negrini for Sistema Serramento

The robot's "brain":

this is where all the inputs for completely automated painting start from.



The automatic nozzle cleaning apparatus the robot is equipped with.



PIERO DRI, THE MAD FORCOLA-MAKER

In Venice there are only 4 craftsmen or “remer”, who produce forcolas and oars for the city’s gondolas and other regatta or work boats propelled by Venetian rowing techniques. One of these is Piero Dri. A 1970s “L’invincibile 2000 D” is his special work machine.





There are beautiful things and there are useful things. A certain refined dandy has even suggested - perhaps with a hint of bold provocation – that for something to beautiful, it has to be, by definition, useless. In any case, in real life, it is quite rare for something to be genuinely wonderful and genuinely practical. And when we do come across such a miracle, we have to recognize it as a work of functional beauty.

One of these miracles is the Venetian “forcola” or rowlock. In technical terms we are talking about the “forked wooden rowlock that the oar shaft rests on” or more simply, the beautifully worked piece of wood that Venetian gondoliers rest their oars on when rowing their sumptuous gondolas. The first thing you notice about the forcola is its incredible beauty, as its dramatic design looks as if it were dreamed up by some visionary artist. **Every forcola is completely unique,** too, as every curve and cavity, every oxbow and elbow has a precise function and is the result of a centuries-long evolution dependent on minuscule improvements that have led to its current form. To remain on a sea theme, the forcola is like the shark that has taken thousands of years to evolve and is now the most extraordinary sea creature on the planet.

Gondolas, in fact, are almost 11 metres long, which means they are really quite large compared to the normal sailing and motor boats that fill the average dock. Thanks to the forcola, though, gondoliers can manoeuvre their way

inch-perfectly through Venice’s often narrow canals by using just one oar both to steer and propel their gondola along. Each of the forcola’s various nooks and crannies allows the gondolier to position the oar in different ways and always maintain their balance.

In Venice there are only 4 craftsmen or “remer”, who produce forcolas and oars for the city’s gondolas and other regatta or work boats propelled by Venetian rowing techniques.

One of these is Piero Dri who operates from his “botega” or workshop between Ramo dell’Oca and Calle del Cristo, in one of those picturesque backstreets that are ready to welcome you straight into the immortal magic of Venice if you are willing and daring enough to stray off the main tourist thoroughfares.

The sign says “Il Forcolaio Matto” (The Mad Forcola-maker), but Piero is really a sane, thoughtful and placid young man. After all, it is hardly surprising that in a world gone mad, the wise are considered to be fools.

His own definition of “mad” explains a lot: **“I like doing what no one else does, as I don’t want to be like everyone else...”**

In fact, Piero has always been an aficionado of Venetian rowing and historic Venetian boats, thanks to his grandfather. He has a university degree in astronomy and while he was studying in Padua he missed his hometown terribly and therefore decided he wanted to do something concrete for the too often forgotten Venice. The Venice where people continue to live as they

have lived for the last thousand years, far away from the push and shove of the tourists.

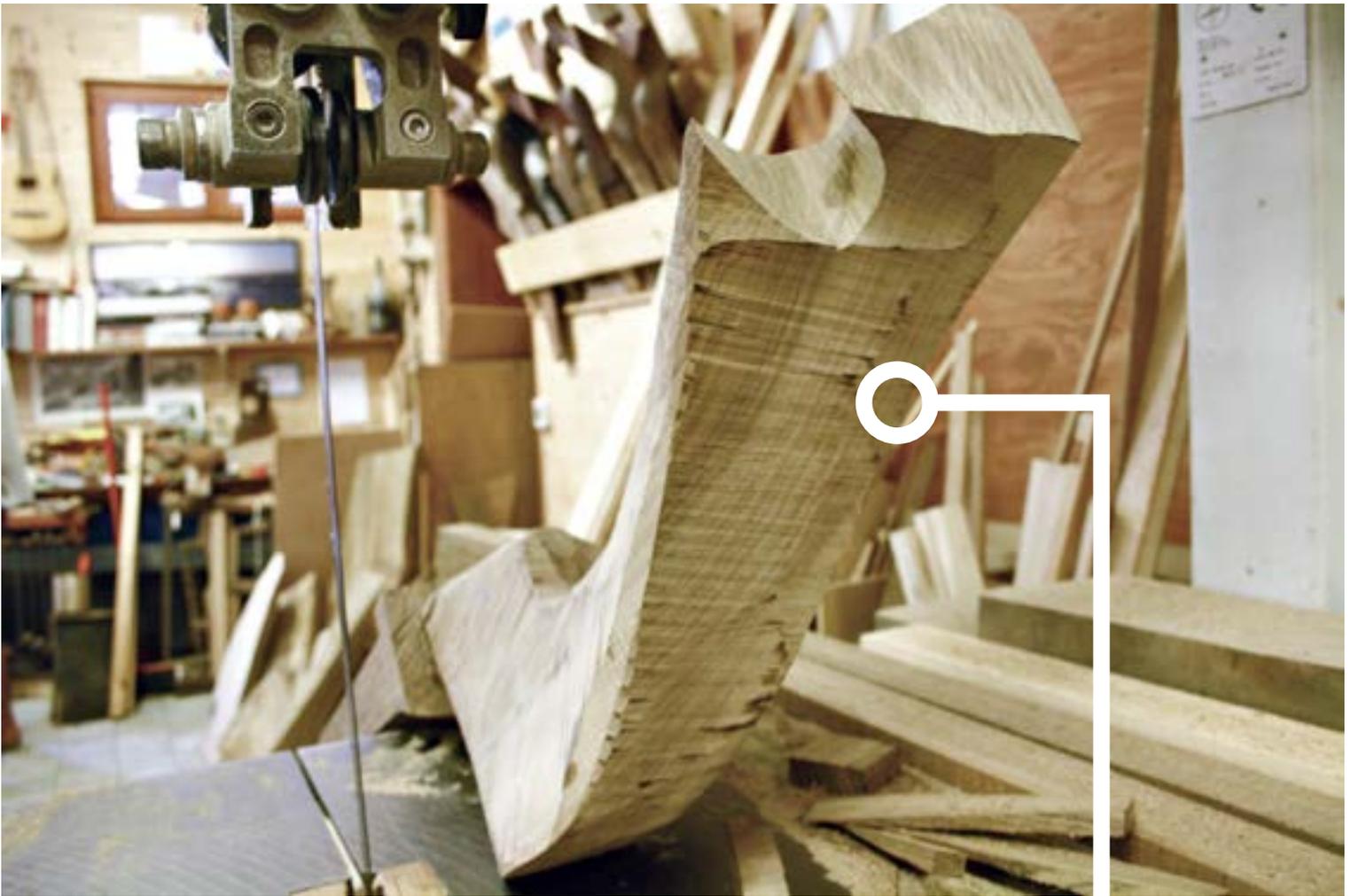
In 2006, then, he went to the workshop of the master “remer” Paolo Brandolisio to begin learning the craft and in 2013 he opened his own “botega” (workshop) where he now works with genuine love and care. Significantly, his “botega” has now become a focal point for Venetians from the Canareggio district who want to keep the traditions of their city alive.

Piero is part of an elite group of craftsmen who work around the world on gondolas and other boats propelled by Venetian rowing techniques. This world is regulated by the so-called “Mariogola”, a set of rules regarding arts, crafts and guilds dating back to 1307. One example of this is the “battioro” or goldbeater – a craftsman who slowly beats bars of pure gold into the gold leaf that is used to decorate Venice’s splendid gondolas. In all of Italy and probably all of Europe, the only place that still has a “battioro” or goldbeater, is Venice.

These are craftsmen with a capital C, so it was inevitable that Piero Dri would meet up with SCM sooner or later.

In the centre of his “Botega” stands the 1970s “Invincibile 2000 D” that he bought second-hand from a Venetian boatyard. The machine still works perfectly and Dri uses it skillfully for roughing out. Forcolas are made from solid trunks of walnut, cherry or pearwood cut into quarters. So to make one, Piero first uses a machine to reach a rough approximation of the





shape and then painstakingly works the wood by hand until the end product is reached.

Producing and restoring oars is another vital part of his work. When rowing a gondola, gondoliers never lift the oar out of the water, so it has to have a unique hydrodynamic shape that helps them to both steer and propel the boat forward. Piero's "botega" does not work only for gondolas, though. An important part of his craft is creating the oars and forcolas required for the boats that race in regattas too. Venetian rowers are always on the look-out for high performance equipment, as the shape of the forcola and the thickness of the oar often mean the difference between winning and losing in this centuries-old sport.

These are the traditions that Piero helps to keep alive in his "botega" that is like a treasure chest for any lover of the sea as it is filled with a thousand different things, from propellers and mooring ropes to blocks and tackle...

Any particularly eagle-eyed tourists who turn off the Strada Nova thoroughfare and stroll down to admire Piero's "botega", are always clearly amazed by the fact that Venice is not just souvenir shops and monobrand clothes stores. But Piero is always patient. While planing an oar or sanding a forcola, he talks about his vision of Venice, the importance of maintaining a sense of community (he even organises small concerts in his workshop) and his fight to save Venice's unique traditions and way of life. He

complains too about the lack of support from the local authorities for those who want to live and earn a living in Venice without turning it into a museum.

He is still talking when it is time for the "botega" to close, and so we move on to a typical Venetian café or "bacaro" in Campo Santi Apostoli and indulge in the local delights of "cichetti" and "ombre" (finger food and a glass of wine). On the canals, typical Venetian boats slip by - gondolas, "mascarete", "sandoli" and "pupparin" - and Piero eyes their oars and forcolas for a moment and then glances up at the stars, which as we all know are both above us and in our hearts.

Credits: LegnoLab

MENUISERIE PETIT, A PIONEER BACKED BY SCM



At Luriecq, in the Haut-Forez region, in just a matter of years, the Petit carpentry shop has succeeded in establishing a firm position in both the wood and mixed material carpentry sector thanks to its know-how and already consolidated reputation. At the beginning of this decade, the company made a number of investments, but the one that has really allowed it to increase productivity and widen its horizons is its digital command accord 25 fx work centre manufactured by SCM.





Menuiserie Petit has been playing a leading role in the local wood industry for over thirty years. The company satisfies the requests of local institutions, companies and private customers by offering reliable, added value carpentry services. “Today, about 40% of our clientele is made up of private customers, while the rest consists mainly of building constructors and tenders,” explains **Mauro Gramolelli**, the current co-director of the Petit carpentry shop.

In 2004 Mauro took the family company back over, together with his wife, and in 2011 they moved to workshops built in Luriecq. Located beside the provincial highway, the company sign hangs proudly on a wooden facade. “Our location has been a significant benefit as it has increased our visibility and allowed us to increase our turnover,” comments Mauro Gramolelli.

Menuiserie Petit was previously run by Mauro’s wife’s father and specialised in installation with a carpenter specifically employed at the factory to create special pieces. In this period the company installed a huge number of windows in the Saint-Etienne area for both private and social landlords. Mauro Gramolelli himself worked with his father-in-law for fifteen years as an installer, and when the older man retired in 2010, Mauro took over the company and launched it in a new direction by intensifying manufacturing operations. “We began with classic machines for producing door and door frames. Then, as our turnover increased, we moved onto making windows in 2012, and had them AEV (Air, Wind and Water) certified through a series of tests carried out at the Céribois wood industry resource centre.

Currently, approximately 30% of the carpentry shop’s turnover comes from window construction. 60% of this originates from building site installation activities and about 40% from private customers. **“We make about 300 windows a year and we are skilled in all kinds of installation, both for new builds and renovations that constitute a significant niche in our**

core business,” explains Mauro Gramolelli. **The accord 25 fx, a high precision, multipurpose tool.** In 2016 Menuiserie Petit decided to invest in a 5-axis digital command work centre made by the Italian manufacturer, SCM, whose French branch is in Vourles (69), about sixty kilometres from Luriecq. The machine was delivered at the start of 2017. “We had been thinking of investing in a digital machine for some time,” narrates Mauro Gramolelli. “Then we gradually expanded the factory which gave us the room we needed to install the new work centre.”

“The accord 25 fx work centre offers high performance for a minimum investment,” explains Thierry Nicolet, the man who has been managing SCM Group France for several months now. Specifically designed for SMEs, the Accord 25 FX combines high performance with easy-to-use technology for versatile door, window and stair manufacture in solid wood or panels in wood and non-wood. With regard to this particular centre, one benefit is its capacity to produce a wide range of products thanks to the considerable size of its working table and the large number of tools that are always available on the machine.



“We were looking for a genuinely multi-purpose tool rather than a machine designed for mass production,” comments Mauro Gramolelli. “Thanks to the accord 25 fx, we can produce more, in a more versatile way, which means we can extend our business to the design and construction of stairs, for example.

Thanks to DDX software, the entire process is generated upstream, including the hardware and the preparation of the drillholes for the stop plates, which saves precious time during assembly,” he continues. “We wanted to be able to work simultaneously. To be more precise we wanted to be able to produce one element on one side of the machine while preparing a second on the other. Now we can do that, because on the machine’s automated table, each mobile element has its own motor. **In my opinion,**

digital commands are essential for the future of the woodworking sector, without forgetting that they also allow us to reduce labour costs significantly.”

At the same time as the purchase of the work centre, the carpentry shop is also investing in a range of Leuco brand Record tools (a company Thierry Nicolet used to manage). A month after the installation of the work centre at the company, it was already producing its first windows. Mauro Gramolelli’s only regret is not having enough software training. This is an issue that Thierry Nicolet in no way underestimates. “It is often difficult to find enough qualified personnel to guarantee this kind of training,” he comments. “In fact, the digital revolution means learning new skills that are not always taught in the current education system.”



are cheaper, but lower quality and less effective in terms of energy-saving. For SMEs, like us, it seems more important to invest in systems that can optimise the thermal performance of our products and the quality of our craftsmanship. If we don’t do that these parts of the market risk being eaten up by the large industrialists.”

In 2013, the Menuiserie Petit invested in a paint booth as well as a Samsoud centralised variable flow aspiration system. “We use the paint booth to apply coatings not only to windows, but also to other smaller sections of our production, like cladding, soundproof panelling and even stairs.

“To continue standing out from the crowd and in the wake of what we have already achieved with Céribois in terms of the AEV tests, our next step is to be certified by Procime Up (the important French wooden and wooden-aluminium window trademark for manufacturers, carpenters, installers, builders and private customers launched in Autumn 2017 by Céribois). Our aim is to improve the quality and expertise of the finish on our wooden windows and, in the future, we would also like to become part of Naboco (another Céribois project that guarantees the long life of coatings on joinery with a professional warranty). In any case,” concludes Mauro, “we already guarantee a high-quality finish- the increased success of our wooden and aluminium windows speaks for itself.”

Text credits: Stéphane Jardin for Le Bois International

Photo credits: Le Bois International and Menuiserie Petit

A finish that truly stands out. Menuiserie Petit proposes **profiles from 92 mm with high efficiency triple glass, 68 and 78 mm profiles in wood and 68 mm profiles in a mixture of wood and aluminium.** Succeeding in maintaining a cutting edge by using a digitally controlled tool to enhance product quality, efficiency and finish in order to give the product real added value is more important than ever in today’s world. “Currently we face a lot of competition from abroad even in the renovation sector,” admits Mauro. “Today, people who are buying a house for the first time tend to pay more attention to the furniture and in, more general, the interior design of their future home than they do to insulation. That means we are a bit worried about the current cuts in tax credit, as it risks opening up the market to products that



THE MOBILE LIFESTYLE OF NORD PRODUKT

Italian Technology and Design for homes that are on the move.





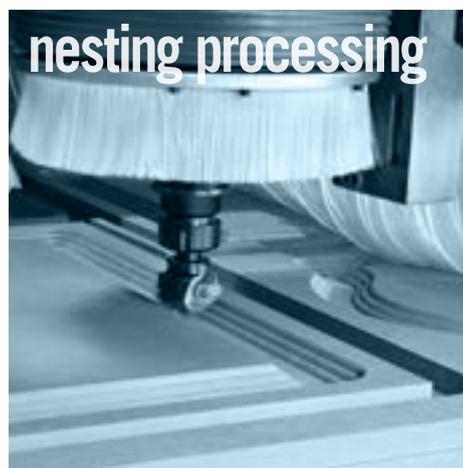
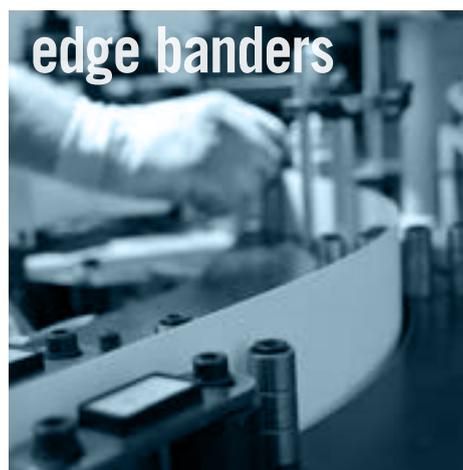
"Always one step ahead!" The words of Nord Produkt founder Stanko Birin leave no doubt as to what this company is about and where it is heading...

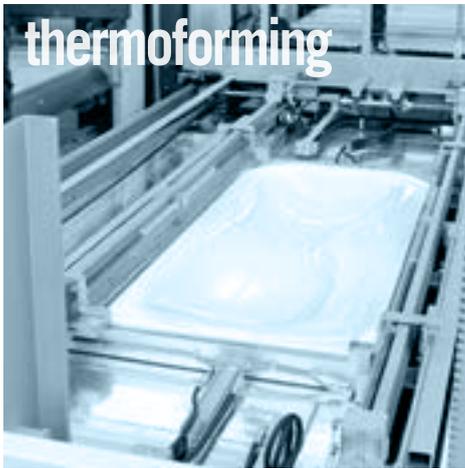
Nord Produkt is one of Europe's leading constructors of mobile homes - the modular holiday home structures that are becoming increasingly popular in trendy campsites and tourist villages thanks to their combination of exclusive hotel style, freedom of movement and the unique comfort of a real home. Based in Zagabria, Croatia, the company was founded 25 years as a sales and then production organisation, specialised in bathroom furnishings and fittings. Later, in 2012, Nord Produkt shifted direction to take on the more ambitious challenge of becoming a **manufacturer of mobile homes from A to Z**. In fact, the company takes care of everything from the initial personalised design for the end customer to building the expertly insulated structure, producing the carefully designed interior furnishing and fittings and even the moulding of the polyurethane bathtubs.

With an upward trend in its annual turnover of 23% (2017) and a production rate of 3 finished mobile homes a day, Nord Produkt has become a byword for the mobile home and caravan and bathroom furnishing sector in Croatia. The company also exports to Austria, Germany and Holland, and is currently laying foundations for a number of interesting projects in Italy and France.

"In our company we all work with a focus on the fact that the future is now, and that ideas are a rich and significant part of our daily commitment," explains Stanko Birin. "That's why we seek to develop advanced and distinctive solutions that will allow our customers to enjoy their holidays and free time better. We are heavily investing in the use of solar energy, for example, to sustain our production system and today, no less than 60% of our energy requirements come from this renewable source. At the same time, we are, without doubt, one of the companies that stands out most for the original design of our mobile homes. One particular example is our yacht home that we unveiled at the last edition of the Italian SUN tradeshow and is perfectly in line with the advanced sense of style of a country like Italy."

SCM provides the widest range of woodworking technologies with machines, software and integrated lines specialized in every step of the furniture working.





Nord Produkt has always chosen the pick of Italian technology with SCM and CMS.

SCM machines are at the heart of Nord Produkt's furnishing and fitting production system. Organised in two stations with separate production lines featuring the highly reliable and advanced cutting, edge-banding, drilling and nesting technologies. CMS sheet thermoforming machines are used in the production of all the bathroom fittings (including bath tubs, basins and shower cubicles).

SCM and CMS are leaders in the development of integrated technological solutions for furniture production and plastic processing for the mobile home and caravan sectors.

These innovative technological solutions are based on the exclusive know-how of the two companies that focus on achieving maximum levels of machining precision, quality, atten-

tion to detail, and advanced versatility in interpreting production requirements.

"We have worked with SCM and CMS technologies at our side right from the beginning and today we continue to grow thanks to this value-based partnership, which can be summarised in two factors that are key to our success: superior technology and service that really makes a difference", adds Stanko Birin.

Our **modern lifestyle is increasingly "mobile"** and environmentally friendly: Nord Produkt homes and furnishings are the intelligent response to today's latest trends. The success of Nord Produkt mobile homes has led to increasing technological investments that ensure the company is ready to meet new production challenges.



PIEMME ARREDAMENTI, A LUXURY-CLASS COMBINATION OF WOOD AND METAL

In the Tuscan countryside there is a small but forward-looking company with a clear team spirit that works on major worldwide contracts for made-to-measure furniture at the demanding, top-end of the market. The company has succeeded in combining speed with millimetric precision thanks to its investment in various SCM technologies, “as, today, everything depends on comprehensive planning and the right machinery.”







Millimetric precision and speed are not always compatible with superior quality. Just ask a carpenter who makes made-to-measure products with a refined design that requires both time and dedication. For a small carpentry company, no matter how expert and acclaimed it is, increasing production volumes of items built to the specific requirements of an architect or designer, is nearly always impossible. In the same way, if a large, mass-production furniture company agrees to furnish 100-150 apartments with high-level, made-to-measure bathroom and kitchen furniture, it is generally more an operating cost than an effective profit. Small to medium-sized companies that produce only for a specific, high level project or market target exist somewhere between these two opposite poles.

This is the case with Piemme Arredamenti, a company that has been operating in the Tuscan countryside for over fifty years. The company's core business is the manufacture of luxury furniture for major contracts in the hotel, domestic and commercial sectors. Marco Primavera, the second-generation owner of Figline Valdarno welcomed us to the company. Together with his brother Mauro, Marco took over the company from his father, Primetto, when he was still very young, and he has now been joined by his own son Enrico. A total of eighteen people work at the firm, including the owners, and every stage in the production cycle, from design to packaging, is carried out on its 2700 square metre premises (plus 300 more for the paint shed and 400 for storage facilities). Even the hinges on the furniture are created internally, which is just one example of Marco's experience, which has taught him that subcontracting certain areas of production is often more of an unnecessary cost or a waste of energy than an advantage. Marco is a typical entrepreneur who likes to keep tabs on everything and Enrico has learnt from him. "Today, deadlines in this sector have become so tight that as we make special products, we prefer to do everything ourselves with our own skills and rhythms, rather than outsourcing certain parts and having to worry whether they will come back in time or that we'll have to alter them."





“Our wood machining processes are as important as our metal ones,” says Marco, as he shows us around the carpentry division, “especially the latest machine we have bought from SCM, a **stefani md** edge bander. In eight hours it machines 3600 sides, so up to 1800 workpieces a day even when it is operating at half-speed. High production is supported by **gabbi-ani** panel saws (**galaxy 3** and **sigma 105**) that with their quality guarantee cutting perfection. Enrico shows us some panels with a solid wood-slat effect that have just exited the numerically controlled **tech z 5** work centre. These have been specially made to clad a 50m long x 3m high wall in the flagship café of a well-known international chain in Milan. The Tuscan company also boasts a number of other machines, including an **Scm** sander, an **accord 40** panel machining work centre, two classic **L'invincibile** range machines and a numerically controlled **morbidegli cx200** (cyflex hp before rebranding) drilling centre.

The metal parts are processed in a separate room as most orders require the use of mixed materials. Marco, Enrico and their staff have recently finished making all the store furniture for a well-known global jewellery chain. The most difficult pieces were a series of elliptical-shaped islands for storing jewellery, made of Canaletto walnut with a stainless steel and glass showcase. The islands were made up of approximately six thousand wooden and metal parts and took the company a whole month to make.

“Everything starts from the design, we even mark out the pre-drilled holes for the guides to ensure everything is absolutely perfect,” says Marco. “Customers ask us for a piece of furniture and then give us just a simple drawing and some measurements. We do everything else. In the last two and a half years we have furnished 22 stores with oak furniture, stainless steel showcases and oak veneer clad walls.” For a jewellery store in New Delhi, India, the company made all the furnishings out of ebonised ash. For the Rodo luxury boutique in Milan, they covered the wood and glossy stainless-steel walls and furniture with eco-leather cladding made at the factory, and for **Reg Staer**, an important

shop in Moscow airport, they accepted the challenge of building an 18-metre long, boat-shaped showcase in teak with gold-plated metal parts. Enrico also has a particularly fond memory of a 1300 m² villa in Moscow with a 270 m² kitchen furnished entirely in wood and steel. “When they commission a job from us, nine times out of ten, the customer has already fixed the store’s opening date, even before we start producing the furniture.”

Technology has been a great help to Piemme Arredamenti, but the specific goal that has to be reached for a certain project always comes first. “With SCM, we have invested in technology for the first time ever,” says Marco. “Years ago, it didn’t matter if we took one hour or three over something, as we were producing made-to-measure products. But, then, with the change in generation and the loss of both manual skills and the experience of the older craftsmen, technology became increasingly more important.” One thing Marco is sure about is that SCM has always been a partner he can rely on. “There’s no point in buying machines from a series of different companies, because they won’t work together,” he says. “The first SCM machine we bought was a sigma panel saw, which immediately allowed us to eliminate square trimming. Then, we continued to buy first series or prototype machines, one at a time, which also helped the supplier to get a clearer idea of how the machines could be used.”

The next purchase will probably be a drill and dowel inserter machine to speed up drawer production. “There are lots of drawers in the furniture we make, and if you multiply each one by five (four sides and a bottom) the result is a vast number of joints. Thanks to the three work centres we have already, we can drill the holes quite quickly, but when you have 500 drawers to make, no matter how fast you go, it inevitably becomes a bottleneck.” In the end it’s a matter of fitting all the different elements together. If you get even one small piece in the puzzle wrong, you can find yourself out of the picture.



NOTHING PREFABRICATED

The motorhomes created by the Klaus Hünérkopf - Die Premium-Manufaktur company are genuine works of art. Specialised in high quality furniture, as well as fittings for shops, hotels and restaurants, every Premium-Manufaktur motorhome is furnished with exquisitely prestigious style. Absolutely nothing is prefabricated. These luxurious masterpieces are decorated with a level of superior quality that reflects the individual, and sometimes unusual desires of a wide range of customers.



MB Zetros
Camper, interno



The Premium-Manufaktur company in Neukirchen is a byword for innovative ideas, ultimate precision and high-quality materials and processes. Regardless of the producer and the size of the vehicle, every Premium-Manufaktur motorhome is designed to meet the living requirements of a vast range of customers and all classes of vehicles. This means that every home, whether the company has renovated, modernised or built it from scratch, is always constructed with painstaking care and the highest level of expert craftsmanship. The company offers other services, too, including repairs and an accident assistance.

This is why, in addition to the company's core carpentry division and its state-of-the-art CAD/CAM machines, it also has departments specialised in water jet cutting, fine stonework, painting, upholstery, ironwork, electronics and electrical engineering, metal construction and a prototype production area. Plus, of course, creative design and architecture, which are the owner's special loves. In addition to this, the company satisfies a vast range of worldwide customer target groups. Premium-Manufaktur places particular value on its customers that it contacts through classic Motor Show appearances and more directly at the Camper Park in Urbachtal, which also belongs to Klaus Hünerkopf. Being located so close to the park allows owners to either leave their motorhome with the company for brief periods so it can be repaired, renovated or modernised, or have a totally new one built. This is why guests from all over the world often choose to create their dream motorhome when they are here. The power of sector operators' "word of mouth" is another factor in the company's success that should not be underestimated. The open-minded, friendly and sociable mentality of the people who travel in motorhomes also creates the ideal atmosphere for raising awareness of the brand nationwide.

"We thrive on emotions," comments Klaus Hünerkopf, who, in 1989, took over Premium-Manufaktur, a company originally founded in 1955, and stamped his character on it, by turning it into a manufacturer in the



MB Zetros
Camper, esterno



true sense of the word. **Klaus is also active within the company all the time, constantly tinkering with something new and indulging his love for fine wood panelling.** Just a glance is enough for any customer to see the importance that Klaus places on these prestige finishes, as they are everywhere, in the real wood veneer of the curved front cladding, the veneered doors with their fine glass inserts, the lighting elements, the real wood veneer and glass floors and the rounded partitions, with their fine veneered surfaces.

Klaus Hünerkopf elaborates: "The original style of these motorhomes is created by our special veneering process that uses only one tree trunk for each vehicle. So, thanks to our insistence on superior hand craftsmanship, every motorhome is unique. **The curves in the dividing walls or on the fronts of the furnishings are all clad with a continuous veneer that has a very special style.** The panelling is also arranged so the veneer has a consistent progression from the bedroom to the lounge. **You can literally see the grain of the trunk repeated in sequence.** The woods we particularly like are teak, oak, cherry, walnut, birds-eye maple, tinea and maple, as well as any special customer requests. This means it may take us several months to finish a motorhome."

For the furnishings and fittings the company makes for shops, hotels and restaurants and

motorhomes, in particular, two work stations now play a leading role in the company's pool of modern and perfectly maintained machines: the 5-axis CNC work centre (**morbidelli author x 5 evolution**), and a wide-band sanding machine with a fine-sanding and electronic sanding unit (**dmc sd 90**).

In the case of the work centre, both the 26-drillhole boring head and the controlled five axes guarantee maximum efficiency for solid wood and panel material processing. The axes change position continually from the vertical to the horizontal position as well as rotating by 360°. To machine all the possible sides of a piece economically, all the sides, the various tools, such as cutters, drills, sawblades, and so on, are replaced automatically by the tool magazine as they are needed. So, **any kind of CNC part can be machining, as well as individual moulded pieces or 3D parts with an infinite range of processing variants.**

Without doubt, the wide-band sander has become the company's bread-and-butter machine. Its all-in-one design means it has a wide range of uses, from the precise calibration of the load-bearing plates to the preparation of surfaces for painting and intermediate sanding and onto fine veneer-sanding. To ensure that this range of functions is easy to manage - as a sanded surface can often be very expensive for this kind of product - the machine's intuitive controls have an in-



"Interior furniture, mass product installation, individuality, quality, customer-oriented solutions and styles – all the key priorities in our company sectors are focused on these criteria. Satisfying the desires of our customers, discovering new technical solutions and setting trends with unique designs, these are the key data that determine the philosophy and success of the Klaus Hünerkopf - die Premium-Manufaktur company"

Klaus Hünerkopf



novative graphic interface. All the machining parameters are entered and activated simply by pressing a button. Work programs that are regularly repeated can also be saved and recalled when required.

Both an expert and a realist, Klaus Hünerkopf comments: "Thanks to the **dmc sd 90** wide-band sanding machine, the need to square pieces during machining has dropped to zero per cent, which is a clear financial advantage. This becomes particularly clear if you take into consideration that when preparing veneers for a motorhome, if you have to square a sliding door, you also have to reconstruct the adjacent walls. The dmc sd 90 wide-band sanding machine allows a finished surface to be sanded in tenths of a second. When combined with the veneer saw and the jointing unit, in principle we can produce finished furniture surfaces with the highest level of precision – there is no better quality in the world".

Credits: Furnier-Magazin

dmc sd 90 wide-band sander with superfine and standard sanding units and electronic slider



morbidelli author x 5 evolution CNC 5-axis work centre



Work table (stone) with rounded tip



SIMON AGENCEMENT A CLEAR STRATEGY



Thanks to regular investments and well-planned strategies, Menuiserie Simon has succeeded in imposing its superior quality on highly competitive markets and is now ready to take on new challenges.

Located in Franche-Comté at Etalans in the Doubs region, Menuiserie Simon is specialised in made-to-measure panel and furniture manufacture. The family business was founded in 1995 by two brothers, Christophe and Jean-Luc Simon. Initially its core business was traditional carpentry, but then it gradually began to focus on store furniture and fittings. On one hand, it works for chemists and shops, and on the other as a subcontractor for local industries and carpenters. The company shows how crafting made-to-measure items in a local partnership can be a successful business, and one example, are the 600 specially made items for hiding Resix joints it supplied to the Simonin company for the French pavilion at the 2015 Universal Exposition in Milan. Most of its business, however, involves making, assembling and

delivering store furniture and fittings. A dozen people work for the company, five assemble the furniture while four more operate in the workshop. The projects are managed internally using Top Solid and Xilog Maestro, the software designed by the SCM group to structure tasks so they suit its machines perfectly. The design process, on the other hand, is outsourced to local design offices.

Menuiserie Simon is therefore a highly efficient workshop organised around effective, up-to-date machines.

To meet demands more effectively, the company's woodworking section boasts a well-equipped workshop including an SCM **gabbiani gt 3** panel saw with a loading platform for panel cutting. A **morbidelli m600** 5-axis

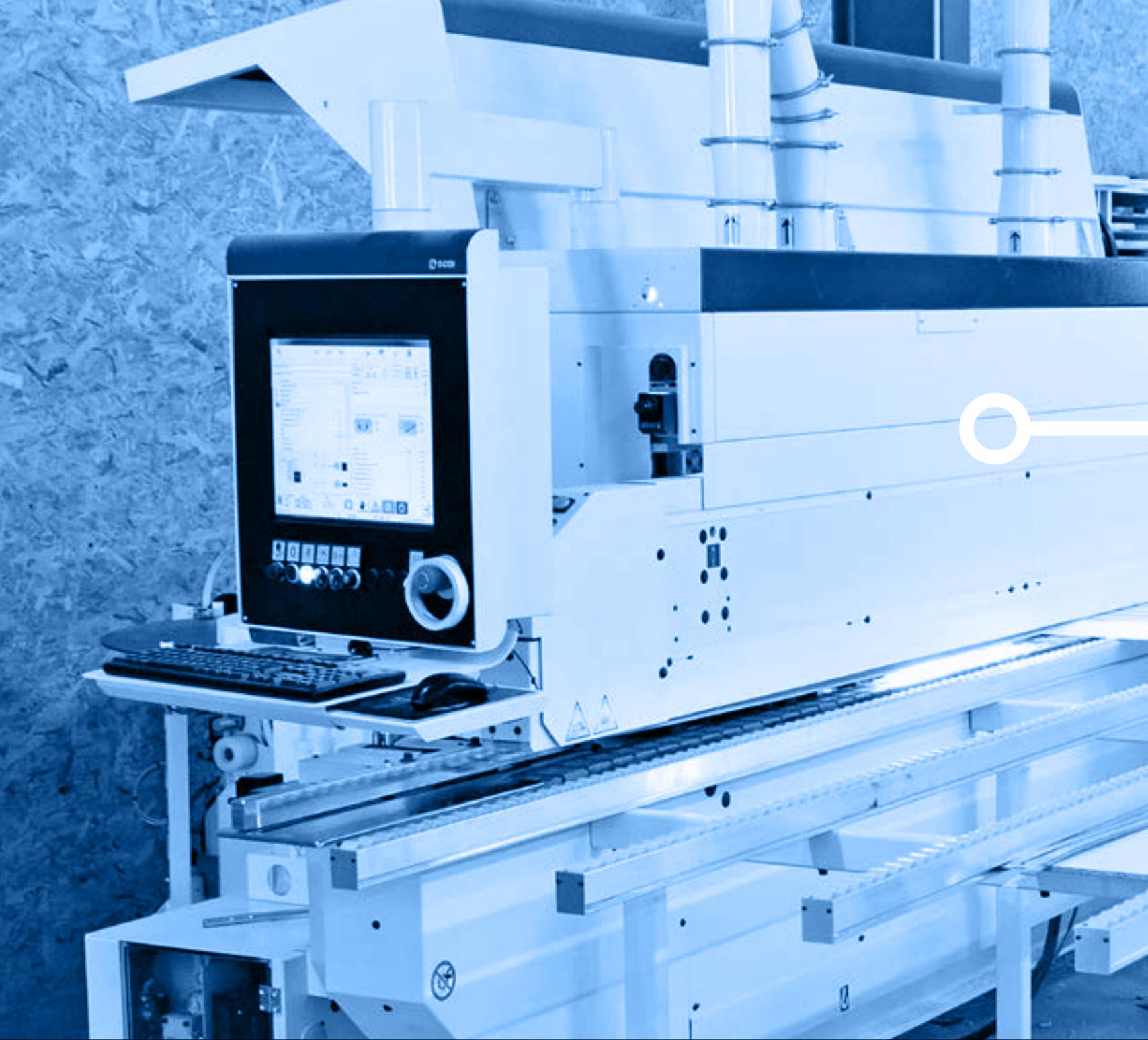


Jean-Marie Chopard by Scm France and Christophe Simon, Simon Agencement Manager.

work centre is responsible for all the drilling and grooving and ends are trimmed using a stefani s (Solution before rebranding) edge bander fitted with a Slim Line aggregate. This very special system spreads the glue on the trim and not the panel using powdered PUR glue. Developed by Nordson, it ensures that the joint is slimmer, the glue seals are perfect and the trim is completely watertight.

This guarantees a top-quality finish and there is no risk of the panel getting damp and swelling as this causes irreversible damage. The adhesive is fed into the machine by heating only the surface of a bar of glue, which means that start up is very quick. Glue dosage is also extremely precise and completely smear-free. The whole system can also be cleaned in just a few minutes with a special cloth. The aggregate used is more expensive





than a standard aggregate, but the advantages in terms of quality and consumption easily offset the difference in price. The Slim Line system can also operate with any kind of trim type, width or thickness. There is no doubt, then, that regular investment and cost management are at the heart of Menuiserie Simon's company's growth.

Thanks to its organisation, strategy and investments, the company is one of those businesses that has not suffered during the recession. Its turnover rose by over 5% in 2015 to reach 1.3 million euro. Its workshop has been progressively developed and when they are five years old, right at the end of the depreciation period, its machines are systematically changed. "You have to follow market trends carefully and have effective work tools, - explains Christophe Simon. - It is a question of production costs, but also of being able to react in an increasingly short time." This is what the company focuses on: being able to provide an

excellent quality/price ratio and optimise work times. A company doesn't necessarily have to be less expensive, but it does need to know its tools, assess workloads correctly and know how to set consistent prices and earn a normal living. "The days in which performance was enough are over. Now you need a more competitive price, for both customer and supplier, without ever sacrificing quality standards!", Christophe adds. Word of mouth, especially in the pharmacy sector, does the rest. That is how the Menuiserie Simon enters new markets, like that of wardrobe doors, for example, that it is currently enjoying considerable success with. "Pictures of our premises and machinery are extremely important for enhancing our image with customers," concludes Christophe. The company therefore has everything it needs to take advantage of the increased demand it has witnessed since the beginning of the year.

Photo and text credits: CMP Bois



FABULOUS FINISHING



Jake Solomon is pushing his custom-built dmc system t4 sander to the max, producing subtle surface finishes on pioneering panel products that include resin, cement, rock and wood.

Jake Solomon is pushing his custom-built dmc system t4 sander to the max, producing subtle surface finishes on pioneering panel products that include resin, cement, rock and wood.

Solomon & Wu make some of the most remarkable panel products I've ever come across. Cast in a mould using a water and fire-resisting mix of cement and resin, they can include anything from metal powders or woodchips to recycled plasma rock. And as you might imagine, calibrating a panel that contains cement, resin and rock is far from easy, especially when the panels can be up to 3.6 metres in length and over 1600mm wide. By hand, it's a long, hard job that has to be done in stages and takes many hours. By machine it's faster, but getting the right finish when the surface is peppered with materials of different densities and the natural cracks and crazing that form in the resin need to be retained is pretty much impossible for a typical calibrating sander.

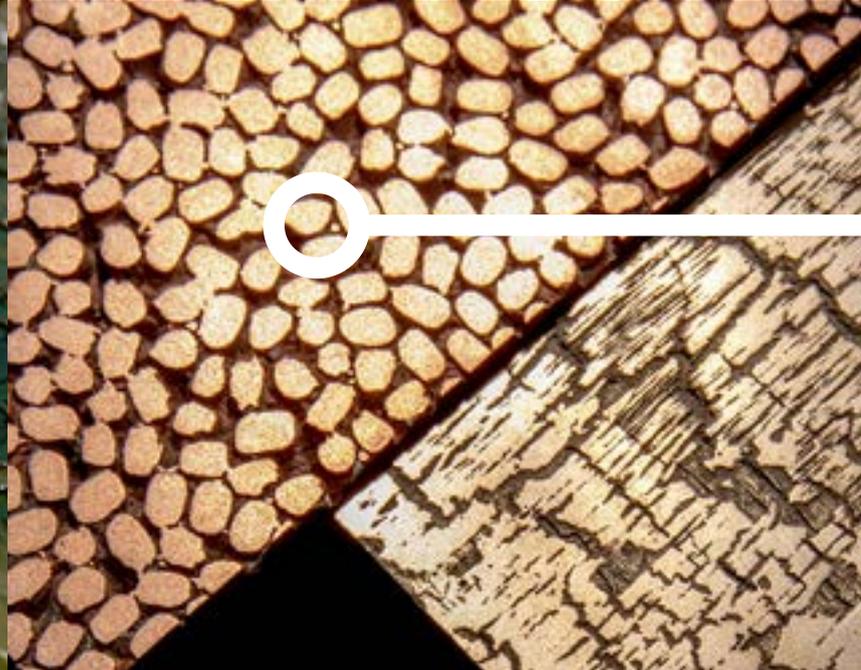
But, after months of searching for a machine that would cope with the extreme demands of finishing his pioneering materials – and preserve their all-important character - Managing Director Jake Solomon has a smile on his face. He's taken delivery of a new, purpose designed and built **dmc system t4 1650** from SCM, and he's absolutely delighted with the results it's giving him.

"When we make a panel, we can do it in several ways," explains Jake. "Sometimes we take a substrate like ply (or we can start without a substrate) and we pour a pattern onto it. It's never going to be a controlled pattern because resins catalyse in different ways, but that's the beauty of it. The liquid panels are just cured resin that we have to sand through and finish. For the cast panels, we make a mould and pour the mix in. If we use metal powder, the metal drops through to the face so when you flip the panel over and put it through the machine, you get a sanded and polished metallic surface with lots of character. We also have stencil designs where we laser cut a stencil and pour resin around it".

Solomon & Wu's inventiveness is no respecter of traditional boundaries. If a client wants a particular effect, Jake and his team will set about creating it. "We recently bought an industrial level bandsaw to cut wood and a chipper to chip it so we could create panels using wood chips to create the design, then we designed a binder to hold it together. We create a slurry of resin with wood chips or other materials, pour it on the board, vibrate it on a vibrating table, push out the air bubbles and sand it. We're also using plasma rock in a mix of resin and cement. The problem is, resin is soft, plasma rock is hard. It's immensely difficult for any machine to sand the two together, and nearly impossible to do so without losing the surface character.

"The problem with most of the sanding machines we saw is they're great for sanding flat things that need to be perfectly flat, whereas a lot of our stuff doesn't need to be flat, it just needs to be done properly. What drew me to this particular sander – the dmc system t4 – is that Fabrizio and Bruno in Italy didn't try to sell us an off-the-shelf machine. They took the time to understand our materials and what we wanted to achieve, then they created a machine that would allow us the flexibility to finish a large range of materials. We sent 12 full-size boards over to Italy, then another eight later on. It always looks different when you test a section, so I wanted to see full size boards going through. When I went to Italy, Fabrizio Pigato (from dmc's technical lab in Thiene) gave me a really good understanding of what the different units are designed for and how we could adapt them to use with our products. He was fantastic to work with, very knowledgeable, and his advice was invaluable.





“The problem is we don’t want too much pressure, or too much finishing. With the dmc, the calibration roller can lift and become a pad sander and we also decided on a superfinishing unit. We have planetary sanders that can be brushes or sanding discs. The spongy pads don’t put too much pressure on the material and they ride the surface rather than making it totally flat. That’s perfect for our kind of work because we want to retain the texture. With our metallic panels, we want to clean a couple of millimetres of relief, so we put two longitudinal brushes on. The pad sanders then go into the crevices and bring out the grit, polishing the interior and the top so the product is much cleaner than we could ever have achieved by hand with a blue wheel and drill. Two passes and it’s a million times better than we could ever do it.

“We had the machine specially widened to 1650mm to cope with our larger panels and opted for the heaviest calibration system we could get on the wider machine. We also had a few other extras, like double vacuum to deal with bowing in boards and a brush system in the planetary sander.” Jake also added a cross belt and two Tynex brush attachments to the final specification, which, he admits, delayed the delivery, but now it’s installed and working, he’s delighted

with the finish it’s producing and the ease with which he can change from one finish to another.

“The really great thing about the dmc is we don’t have to take units out and change things over, it’s all in there. Everything we need is built into the machine and operated from the program. We can pull the planetary sander out and change the brushes or the sanding pads if we want to and, of course, from time to time we need to change the belts, but that’s all. It takes only minutes to set the machine up, or change over from sanding one type of material to another, whereas the other systems we saw had removable heads that cost £15,000 each and we’d have had to move them in and out manually to achieve the same effect. That takes time. I want my people making beautiful things not working as engineers. With the dmc, everything stays in the machine all the time, unless it’s worn out.”

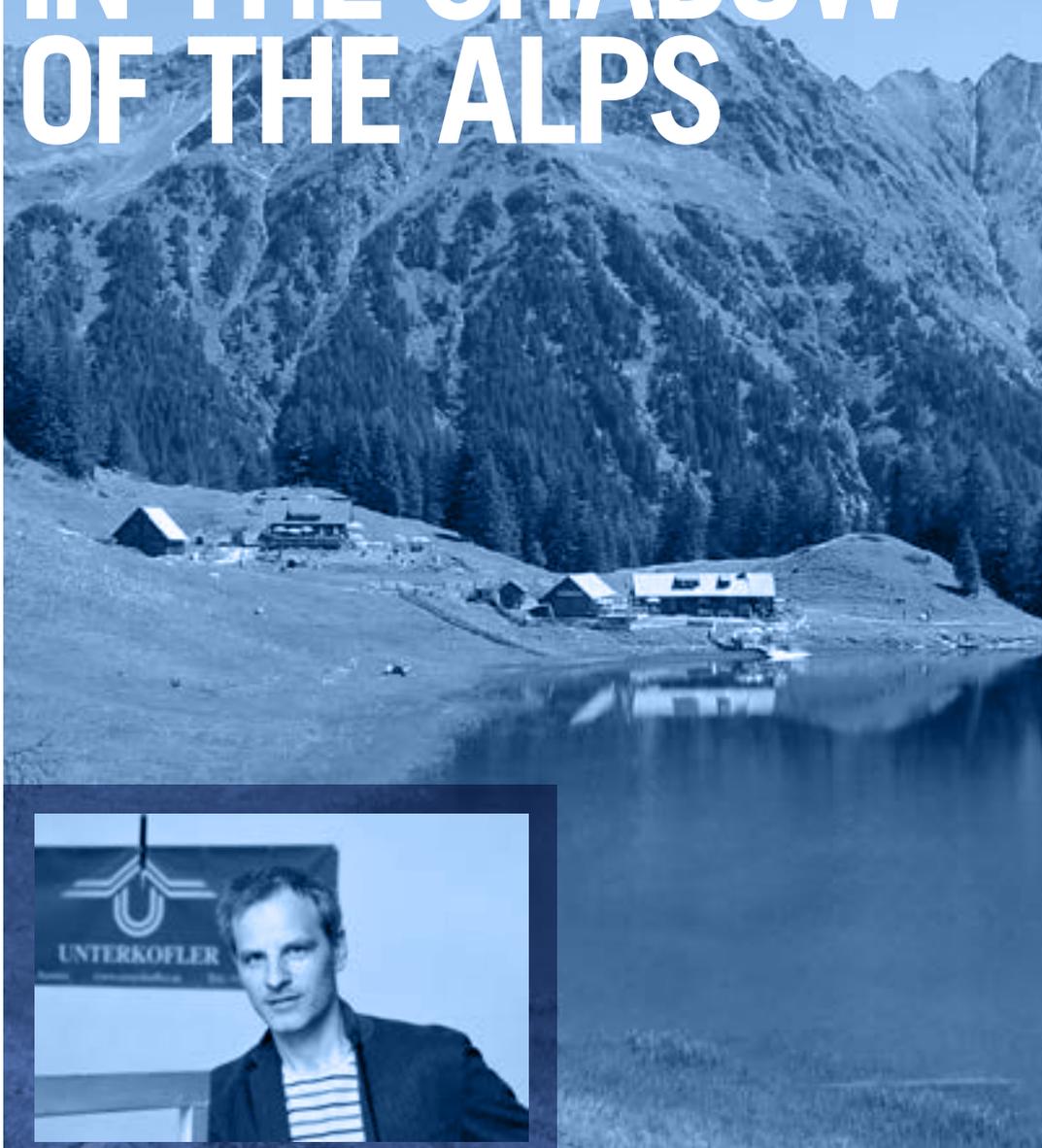
With such an extraordinary range of materials to finish, it was always going to take a while and a lot of experimentation with the different combinations the dmc incorporated before Jake and his team would be fully versed in the best way to set the machine up. “When Adolfo came over from Italy to train us, he was fantastic,” recalls Jake. “He

told us why things do what they do and how you can play with the machine to achieve different results. He managed in seconds what we still take much longer to achieve but we're getting there. Ultimately, we have to play with it. It's a machine with a huge amount of potential. It's made a massive difference to our business." In fact, it's made so much difference to both the finish of his products and his company's production capacity that Jake is already talking about buying a second dmc so he can ramp up his production still further. Melvyn Earle for Furniture Journal

Credits: Melvyn Earle, Editor Furniture Journal



UNTERKOFLER, ARTISANAL CRAFTS 4.0 IN THE SHADOW OF THE ALPS



Three generations of craftsmen are behind a small company in Grossarl. Their approach is to follow each step of the production process, from doors and window frames to furniture, from chairs to lamps and upholstery, in-house, from the design to the installation. The care for the smallest detail is fluently interwoven with the latest technological and digital innovations.







Sometimes great virtues are built out of necessities. A unique talent that for three generations has been handed down from father to son, has each time opened the way to unexpected potential and capability. This is the case of Unterkofler, a small Austrian company based in Grossarl, that we had the pleasure of visiting recently. The special compass chosen by the excellent craftsmen of the woodworking workshop, to bring an added value to their refined productions and craft, is the reliable SCM technology.

Peter, the owner, was there to welcome us. "It all began in 1934", he explained. "My grandfather was a carpenter and had a small workshop, which my father inherited and expanded. Everything evolved gradually when we started taking on joinery work and new jobs".

The totally unplanned change, as Peter stressed to us, came at the beginning of the seventies, with the first production of door and window frames and furniture. "My father wasn't a joiner, but only a carpenter. One day he was asked to make the door and its structure. He had never passed any joinery exam. But to make a virtue out of a necessity, and seeing as there was nobody else close by, he accepted the challenge".



Since that day the joiner's work became part of his DNA and a planer, the first machine he bought from SCM in 1987, at the Ligna Show, became his main tool. The SCM family of machines has over the years grown to include numerous technologies. Amongst these, two **ti 7** spindle moulder and a **si x circular saw** of the classic "L'invincibile" woodworking line. Moreover the company has acquired a **CNC accord 40 fx** machining centre. "We have SCM machines in every department, both for carpentry and joinery".

The technological evolution has been fundamental to meet the demands of an increasingly broad and varied target which, geographically speaking, today extends beyond Austria to Italy (South Tyrol and Lake Garda first of all), Switzerland, France, Germany, Slovenia and Luxemburg. 60% of the customers are in the food and drinks sector (restaurants, hotels and chalets, in Italy too, such as the Val Di Fassa), whilst the rest is made up of private customers. Unterkofler's work covers newly built premises as well as renovations. Only a third of orders come from architects, most of the work is for **individual and custom projects, designed internally**, especially for chalets. Consequently everything is produced in-house, without using third parties, not even for the final assembly.

Word of mouth is still the main marketing strategy of this dynamic business, where the uniqueness of the craft product is perfectly dovetailed with the new digital solutions. "We provide everything, right down to the chairs, lamps and upholstery. We produce the wooden chairs ourselves, whilst we buy-in the materials to upholster the benches, for example. We create the first sketch by hand, which is presented to the customer for approval and, if it meets their requirements, we subsequently process the design with the Computer Aided Design", explained Peter. The digital technology simplifies the work considerably, but it's not enough. "We try to have a standard approach, but every project is unique. It's unimaginable that we could create a project at the computer and finish it with a few clicks. Every customer has their own needs and requires a great deal of flexibility on our part".

The care for the smallest detail is fundamental. "The project is a success if every element is in the right place: the material, the chairs, the lamps and the furniture. We work a great deal on the visual impact". But how has technology changed their way of working? "Thanks to CNC machines we can now have the elements ready immediately. In the past it used to take much longer. The other great change is that now you can save programs, whilst in the past all the settings were manual. And setting a CNC machine is much faster than doing it manually, as well as being more precise. The

simpler the control, the more advantages you have. And even if the machines are standardised the resulting products are more flexible. The machines can have different, and much more complex functions, but the control, the basics, must be simple".

The owner of Unterkofler belongs to the new generation of **craftsmen "4.0"**, well aware that manual work is not enough and that today's craftsman has to broaden his range of skills compared to a few years ago. In fact, as SCM is about to present to the international market its innovative **IoT Maestro connect** project, it is the craftsman who is interested to know about the new possibilities offered by applying the internet to the machines, such as connecting the machines in a network.



MIDDLE EAST
GHAMDI WOOD INDUSTRIES COMPANY LTD (SAUDI ARABIA)
INTERIOR SELECTIONS (UNITED ARAB EMIRATES)

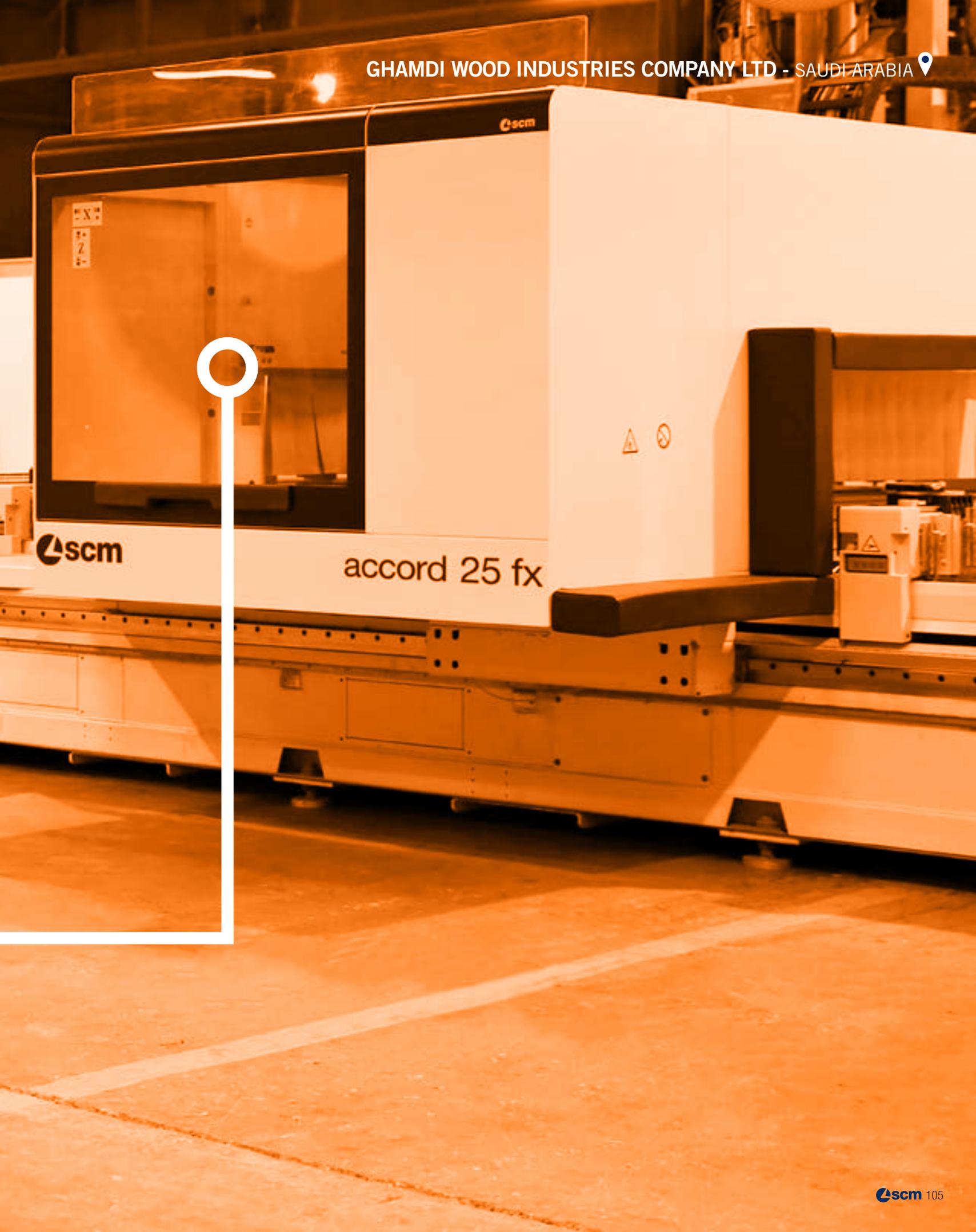


MIDDLE EAST



AL-GHAMDI WOOD: THE SAUDI “KING” OF DOORS CHOOSES SCM TECHNOLOGIES

For his custom doors and furniture Abdulrahman Al-Ghamdi put his trust in innovation made in Italy. Particularly attentive to the latest advances and digital technologies, he chose SCM's CNC accord 25 fx machining centre, to increase productivity and meet his customers' demands for increasingly custom products. He is now looking at the latest digital frontiers of the service technologies.





accord 25 fx



Abdulrahman Al-Ghamdi, President of Al-Ghamdi Wood of Dammam, is a leading light in Saudi Arabia for the production of doors, closet cabinets, kitchen cabinets and other wood works. A “**global and local**” businessman at the same time, he is closely linked to his land and its traditions. Al-Ghamdi is behind a project - **Al-Ghamdi Wood Industries Company LTD** - that is providing a significant contribution in creating development and new employment opportunities in this Middle Eastern country. In fact Saudi Arabia, well known for its oil and gas

production, boasts other strong economic sectors, and he is the leader in his sector.

At the same time, Al-Ghamdi is also a man with a strong attraction for everything originating from the West, in terms of technological opportunity. It's no surprise that in the autumn of 2016 he decided to visit Italy, Rimini to be precise, and the headquarters of the world leader in secondary woodworking technology: SCM. Accompanied by **Roberto Vitri**, Scm Group Regional Manager Middle East and India, and **Diego Piersanti**, Sales Manager of Scm Group Middle East, the Saudi entrepreneur wanted to see SCM's most appreciated CNC machining centres up close. From SCM range he chose the **accord 25 fx**, the CNC machining centre that marries high technology performance with maximum simplicity of use, for the production of doors, stairs, frames and solid wood parts and to machine panels in wood and other materials.

Clearly the SCM staff weren't surprised to see him as one of the most interested guests in the Group's latest digital developments, in January 2018, at the SCM Open House: “SCM Digital Days”.

Al-Ghamdi Woods Industries is a thirty-strong company, between offices, woodworking

workshop and painting department. **Its production is exclusively focused on wood:** from pure solid wood to plywood, from MDF board to blockboards. These carefully selected precious materials, along with an attentive and innovative design, have increased the company's standing and appreciation for its production of **extremely high quality doors**. Not only, in recent years Al-Ghamdi and his staff are seeing a strong rise in requests for **custom furniture**.

The company carries out all stages of the production process in-house, from selecting and preparing the materials to the assembly, including the panel sizing, sanding (all with SCM machines) and the more specific operations on the **accord 25 fx**: “One of the most important technologies in our production phase”, comments Al-Ghamdi. Amongst the advantages of the accord 25 fx, the Saudi entrepreneur points out the possibility of reducing the manual work, being able to program and obtain a more precise preview of the finished product and render the range of finished products broader and more varied. “Using advanced technology has undoubtedly allowed us to increase our productivity”, adds Al-Ghamdi. “In particular thanks to the



CNC machining centre we have considerably reduced the cycle times as well as the waste of raw materials”.

The manual work is still important, but less incisive than before. “Before we purchased a CNC machining centre, we did some of the panel sizing, sanding and accessorial operations by hand, as well as the lock grooves, concealed door closers and hinges. All these operations are now performed by the accord 25 fx. Currently the only phases that are still done by hand are the assembly and the finish of the components”.

The Saudi businessman doesn't have any doubts about the potential of advanced technologies: “Companies will increasingly invest in technology to optimise their productivity and quality, as well as to develop a wider range of custom products”.

But why invest in technologies “made in Italy” in particular? “For their high level of innovation, quality and for the high level of after sales support, guaranteed through the SCM Partner in Saudi Arabia (Saudi Industrial Machinery Co. – SIMCO) and through the technical staff of SCM Middle East in Dubai (UAE). For us it's important to find concrete and quick answers to doubts about product

warranty, technical support and other issues that can come up once the machine has been purchased. This is another one of the reasons that made us choose SCM. Based on our experience, with SCM and SIMCO we can say that we have found a reliable and fast response in terms of service and maintenance. It's lucky that the Group is present in the Gulf and the dedication of the SCM service staff is truly praiseworthy!”.



Al-Ghamdi with the Scm Group President, Giovanni Gemmani



Al-Ghamdi “SCM Digital Days” trying the 3D virtual reality goggles of Maestro smartech. Designed by SCM, they create an innovative interactive connection between the customer's operator and SCM service.

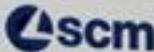


FOR INTERIOR SELECTIONS A **TECHNOLOGICAL** **PARTNER TO GROW** **IN EVERY CHALLENGE**

A man in an orange polo shirt with the 'interior selections furniture factory' logo is seen from behind, sitting on a white folding chair and operating a large industrial computer workstation. The workstation has a large monitor displaying a software interface and a keyboard. In the background, there is a large industrial machine, likely a CNC router, and stacks of wood. The setting is a bright, modern furniture factory.

For Interior Selections, one of the main furniture manufacturers in the United Arab Emirates, to maximize the beauty of their finished products meant to refine the sanding and painting lines. From here the meeting with SCM Middle East and, consequently, the visit to the Headquarter of the Italian Group in Rimini, where the Asian company has gathered all the advantages of the new 5-axis accord 25 fx working center.



 scm

accord 25 fx



Interior Selections Furniture Factory LLC, a leading furniture factory operating in the UAE for over 23 years, were looking for a sanding/finishing solution when they approached the Scm Group, a leading global producer of wood-working machines and solutions. According to Nirain Lobo, CEO of Interior Selections, the challenge was to maximize the beauty of their finished products and this primarily meant to refine the sanding and painting lines. Given that even if the best paints are applied to a surface that is not well prepared, one can never get the results expected, the aim was to find a solution that could achieve top level finishing and productivity, whilst retaining the flexibility to work with different materials and products.

Having studied the different options available, the decision was made to sand the material to perfection, reducing the time, keeping the flex-

ibility to work with the same wide belt sander on different projects, and most importantly to provide the best surface to apply the paint. The best surface meant not only the most beautiful result, but also a reduction in paint usage (better environmental footprint as well as cost saving) to get the same beautiful looking result. Upon meeting with Diego Piersanti, Commercial Director, Scm Group Middle East, the initial proposal suggested was a calibrating sanding machine **dmc system t3 1350**.

According to Piersanti, the sturdiness of the machine and the wide number of technical solutions available made this sander the best choice for both industrial companies and demanding contractors, who use the machine in an intensive manner.

"Interior Selections reached out to us to solve an issue they were having on their sanding/

finishing division. We sat together and discussed how our technologies could help solve their issues whilst improving quality and productivity results.

What I loved was the real open discussion between us. We could elaborate on the solution proposed and share in detail how the machine could help them. We started with the sander, which was the first big machine from Scm for Interior Selections, but more importantly we were able to create a working relation based on trust," said Piersanti.

A trip to Rimini, Italy soon followed and it was here that Nirain was able to view first hand at Scm headquarters the wide range and variety of solutions on offer. In particular, a demo of the 5-axis CNC machining center **accord 25 fx** dedicated to door processing helped to throw the spotlight on the benefits it could bring Interior Selections.



Nirain Lobo, Interior Selections CEO, with the Scm Group President Giovanni Gemmani



At the time, the company already had a 4-axis CNC, but Nirain almost immediately understood the quantum jump that would be made with Scm's 5-axis CNC.

"The decision to implement our 5-axis CNC machining centre was made on account of it providing utmost performance with reasonable investment. Designed to meet the needs of small and medium-sized companies, it combines state-of-the-art technology with extreme ease of use for flexible production of doors, windows, stairs, solid wood parts and for machining wooden and extra-wooden panels: plastic, composites, resins and light alloys. Not only does it offer flexibility but also efficiency, which can give Interior Selections an edge in this competitive industry," added Piersanti.

Currently, both the sander as well as CNC machining center are in operation at Interior Selections, and have enabled the company the flexi-

bility to maximize business opportunities whilst increasing productivity and overall quality. According to Piersanti, cooperation, crystal clear communication on what was needed and what can be done have helped drive a solution that has resulted in mutual satisfaction. With Scm as a vital partner, Interior Selections is now further equipped to take up the new challenges posed by the market.

"It's been a real pleasure working with Diego of Scm. Our relationship is more of a partnership than a client supplier one. Diego walks the talk and with his inputs we have made the necessary investments, which are already giving us high returns in terms of quality, environmental and financial benefits. We look forward to future investments with Scm in the near future," concluded Nirain Lobo.

Credits: Timber Design&Technology

OCEANIA
HARRIS KITCHEN JOINERY (AUSTRALIA)

Q&Q

OCEANIA

HARRIS KITCHEN: FINDING THE PERFECT PARTNER



A versatile SCM nesting machine perfect for a range of joinery applications, is able to size, drill and rout nested panels. Brady Harris: “For each new home, I typically design, manufacture and install the kitchen, walk-in pantry, laundry, study and barbecue area. I needed a machine that would be able to cope with different applications and outputs to be able to deliver the different designs I need for each element”.





Running a company on your own is no easy feat. Running a successful company on your own and doubling your turnover in 12 months is an even bigger accomplishment, but one that **Brady Harris, of Harris Kitchen Joinery** was able to achieve after his first year of operation. Perfecting his craft throughout his career with a number of well-known commercial kitchen companies, Brady has quickly become known around the Hawkesbury Region of **Sydney for his attention to detail and high level of craftsmanship.** The majority of Harris Kitchens & Joinery's projects are top-end, **custom built private homes where the average build cost is well over a million dollars.**

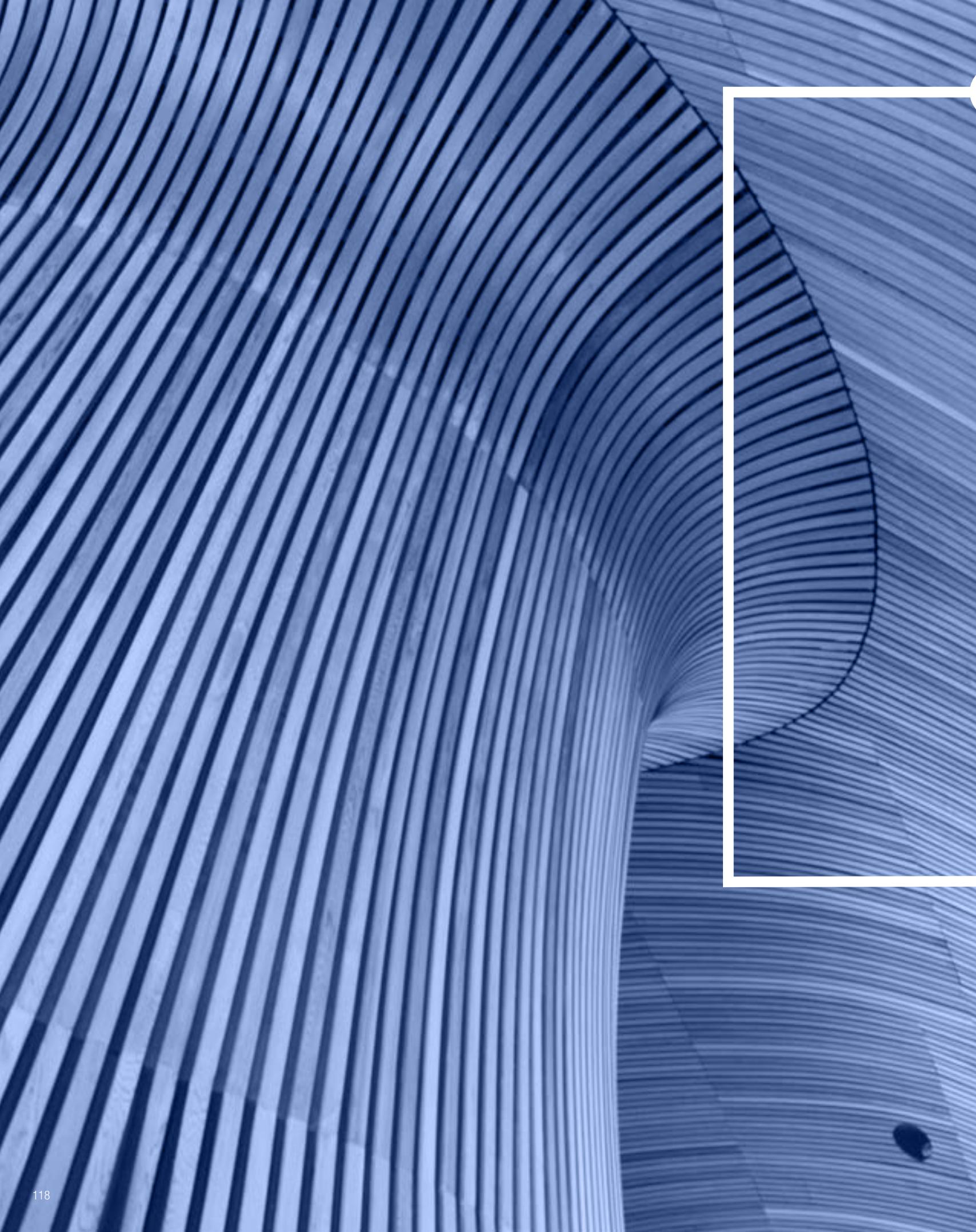


Brady's rise to this level of production was no accident. "Starting out on my own, it was immediately decisive providing my joinery with the right working machines" says Brady who invested in a SCM CNC Nesting. A versatile nesting machine perfect for a range of joinery applications, which is able to size, drill and rout nested panels. "For each new home, I typically design, manufacture and install the kitchen, walk-in pantry, laundry, study and barbecue area. I needed a machine that would be able to cope with different applications and outputs to be able to deliver the different designs I need for each element," says Brady.

The design process with a new client usually starts with a 3D floorplan; however the next step in translating the design to a machining output can often be time consuming. “Moreover, the Scm nesting working center has perfectly been integrated with the Xcab Software” says Brady. “I used to meticulously plan my projects by hand, but with Xcab & the CNC Machine I just enter in my cabinets and export the design – it has worked out to **an average saving of 25 hours for each job**”.

“SCM was definitely the right choice for me” states Brady. “The hours saved in the design process and the accuracy of the finished panels means that I can guarantee my clients a quality product that is delivered on time, something that is extremely important in the process of building a home.”





SCM.

A RICH HERITAGE OF WOODWORKING SKILLS IN A UNIQUE BRAND.

Since 1952, SCM is a leading producer of machinery and systems, as well as service provider, for the woodworking industry.

Its three major production centres in Italy boast a record annual production output of over 20,000 machines, supported by the largest distribution network in the industry and an excellent after-sales service.

As from today, SCM is the reference brand in the field of woodworking machinery and that of the specific technologies developed by the histori-

cal brands, who now give their respective names to each of the machines. The widest range of woodworking technologies to support customer processes both in the furniture and housing industries, both for an industrial context and that of the craftsman.

TECHNOLOGIES	ORIGINAL BRANDS
CNC MACHINING CENTRES FOR DRILLING AND ROUTING	MORBIDELLI
CNC NESTING MACHINING CENTRES FOR DRILLING AND ROUTING	SCM
CNC HOUSING MACHINING CENTRES FOR ROUTING AND DRILLING	SCM, BALESTRINI
CNC MACHINING CENTRES FOR TIMBER CONSTRUCTION	ROUTECH
CNC MACHINING CENTRES FOR DRILLING, ROUTING AND EDGEBANDING	MORBIDELLI
EDGE BANDERS, SIZING EDGE BANDERS	STEFANI, SCM
BEAM SAWS	GABBIANI, SCM
DRILLING SOLUTIONS	MORBIDELLI, SCM
FINISHING SYSTEMS	SUPERFICI
WIDE BELT SANDERS	DMC, SCM
AUTOMATION SYSTEMS	MAHROS
THROUGHFEED MOULDERS	SCM
PRESSES	SERGIANI, SCM
SYSTEMS FOR DOORS AND WINDOWS	SCM
MACHINES AND SYSTEMS FOR SQUARING, PROFILING AND TENONING	CELASCHI
ASSEMBLY AND PACKAGING	CPC
JOINERY MACHINES	SCM, MINIMAX
INTEGRATED SYSTEMS AND LINES	



is more



is more