



Growing with the HOMAG Group



HOLZ-HANDWERK 2016

in Nuremberg, March 16-19, Hall 10.0

Growing with the HOMAG Group

There when you need us!

What starts with a compact workshop in a space of just 80 m² can evolve into a solution for the industrial entry level sector. Discover surprising ways to achieve modular expansion of your production and respond flexibly to new requirements. Make your ideas reality – with individual solutions from the HOMAG Group.



Always up to date:



What's new in the woodworking world? We'd be delighted to fill you in about trends and technical highlights. Register online:
homag-group.com/newsletter

Industry 4.0 for woodworking shops

“Standstill is regression”

For joiners who view outsourcing bespoke planned furniture as an opportunity to absorb peaks in orders received or to increase value added, “Speed-Wood” does the business. An online configurator, seamless data flow and superlative machine engineering make it possible.

Company boss Dr. Markus Richter is someone who sees standstill as regression. Keeping a watchful eye to the sector, he makes recognizing and acting on market trends a priority. “We can only address the needs of our partners from the joinery trade by recognizing the signs of the times early on, and adjusting to changing market circumstances”, says Richter. Way back in 2004, the company was one of the first to successfully operate an extensive and carefully planned online shop. This successful enterprise is based on a concept which is as simple as it is flexible ...

... Read more on page 4!



Offering custom tailored furniture and worktops for joiners, stand and shopfitters in top quality with cohesive software and flexible machine engineering: Company boss Dr. Markus Richter

HOMAG City highlights at a glance



Hall 10.0

Happy Hour every day from 6 – 7 p.m. with interesting technical questions.

- 30 machines on 1 700 m²
- **World premiere:** Freestyle 5-axis technology for entry into the world of CNC processing
- **World premiere:** New series for sanding operations – compact, fast, intuitive
- **A good “grip” on window production:** The new powerProfilier BMB 800/900
- **Complete solutions** for every workshop, including software and networking
- **Automation solutions** from the edge processing cell to the sawing and storage combination
- **The ultimate zero joint:** Edge processing in every performance category
- **Panel sizing:** Compact saw for woodworking shops – precise and efficient

Why visit HOMAG City?



All the highlights are described at homag-group.com/holzhandwerk

WEEKE CNC technology

WORLD PREMIERE! Freestyle 5-axis technology

Compact technology and machine-oriented 360° handling – the basis for this innovative CNC machine concept. The new safety technology makes this processing center freely accessible from all sides. The Venture 115 5-axis machine exhibited at the HOLZ-HANDWERK is only one of nine possible configurations for this series. 3, 4 and 5-axis solutions are available for entry into CNC processing. The machine can be commissioned within a single day, requires an up to 15% smaller footprint and offers the right performance categories to address every requirement.

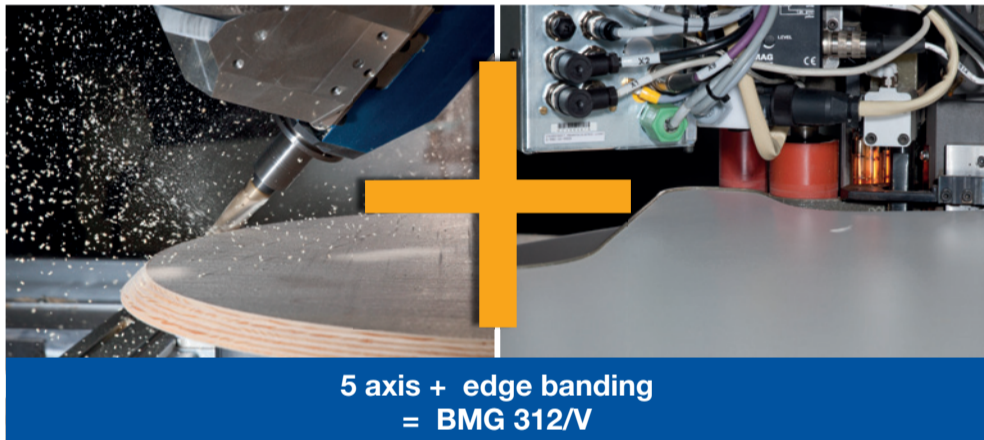
In combination with woodWOP 7, the new Venture115 permits simple entry into the world of 3D programming.



HOMAG CNC technology

5-axis processing or edge banding? Both!

There is also a new member of the Venture BMG 300 processing center family. For woodworking shops and suppliers, the question of whether to opt for 5-axis technology or an edge banding machine for shaped components no longer arises. The new BMG 312/V links both technologies in a single machine.



5 axis + edge banding
= BMG 312/V

BÜTFERING sanding technology

WORLD PREMIERE! The new SWT 200 – compact, fast, intuitive

More high tech with lower space requirement, shorter set-up time and improved user convenience – the key features of the completely re-engineered SWT 200 series. The design of this series has been further developed specifically for woodworking shops. The efficient use of workshop space was a prior concern for the development team. For the operating concept and sanding units, the focus was on fast and at the same time reliable machine adjustability. Belt changing, grain size compensation and positioning are now possible in a few simple steps. The integrated automatic workpiece thickness measurement is now included in the standard. Also new: Two additional unit slots for finish processing operations.



From laminating to profile wrapping – the surfaces area in HOMAG City has everything for surface processing. Here, new surface laminating methods and interesting profile wrapping applications offer scope for new ideas in surface processing.

Window technology

Flexibility plus performance: HOMAG powerProfiler BMB 800/900

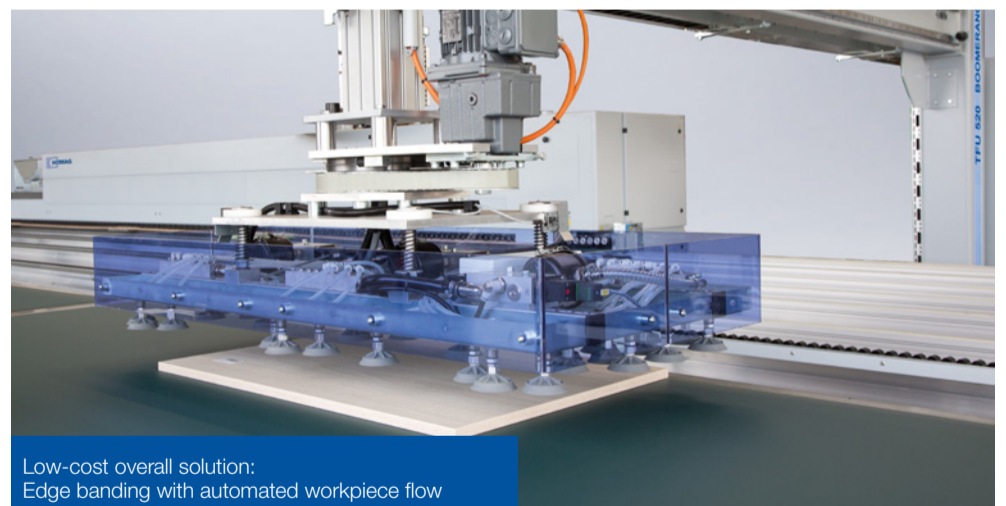
The new generation of this window processing machine has been successfully received by the market. Orders have been closed in all relevant performance categories and upgrade stages, and are currently being produced or already in active service with customers.

The new gripping and clamping technology with added scope for profile design and facility for processing not only straight edges but also curved elements and doors is proving a great hit. Also impressive is the high output ensured by parallel processing of several components and rapid tool change even with highly complex work processes.



HOMAG powerProfiler BMB 800/900: Window production life at the trade fair in Hall 10.0

The complete range for timber construction and everything surrounding structural element production in the WEINMANN Showhouse in Hall 10.0!



Low-cost overall solution:
Edge banding with automated workpiece flow

Edge technology

Highly flexible overall solution: The all-round edge processing cell

Ideally suited for users working with widely varied parts and materials: The Ambition 2482 is more flexible than ever in combination with return conveyor TFU 521 edition – and comes with an outstanding cost-to-performance ratio. The edge bander produces furniture parts with an airTec zero joint, but is just as capable of processing solid wood edges or workpieces with varying radii with automatic changeover between two profiles and chamfer. Equally perfect results are achieved with high-gloss parts.

The TFU 521 edition takes charge of **automated workpiece flow**, and is exhibited at the show in a low-cost package version. Workpiece return conveyor system and stacking station are combined in a single machine – allowing workpiece ejection or automatic stacking. The gantry achieves this using a width-dependent rotary function and newly developed vacuum traverse for gentle handling and low quality costs. The return conveyor is designed for a broad workpiece spectrum from 240x80 mm to 1 200x3 000 mm and is integrated in the edge banding machine's control system.

From a compact 80 m² workshop up to the entry into industrial production

What starts with a compact workshop can evolve into a solution for the industrial entry level sector. The HOMAG Group offers an array of possibilities for modular production expansion, efficiency improvement and work flow optimization. HOMAG eSOLUTION takes care of integral software from the POS to delivery of the finished furniture. At the HOLZ-HANDWERK, visitors can witness how the woodCAD|CAM software solution makes for simple, reliable sequences from the initial idea through to the finished product – including 3D room planning at the POS, free design and a fully functional CAD program.



HOLZMA and HOMAG Automation Saw and storage system solutions are the way forward

Greater structure, faster sequences, less waste, improved ergonomics: These are the benefits of well integrated processes. HOLZMA and HOMAG Automation will be demonstrating these benefits with a combo of panel dividing saw HPP 300 **profiLine** and horizontal storage system TLF 211. The precisely coordinated software guarantees smooth, ultra-efficient production even with small runs, batch size 1 production or widely diverse materials.

NEW: For customers who process panels with structured surfaces, the suction traverse of the TLF 211 is fitted with Sylodyn suction cups featuring an additional foam ring. This compensates for unevenness in the structured panel. How? The foam ring presses into the intermediate spaces and ensures that the vacuum needed for transport is maintained.



Lorenz Graf and Stefan Pangerl, Schreinerei Pangerl GmbH

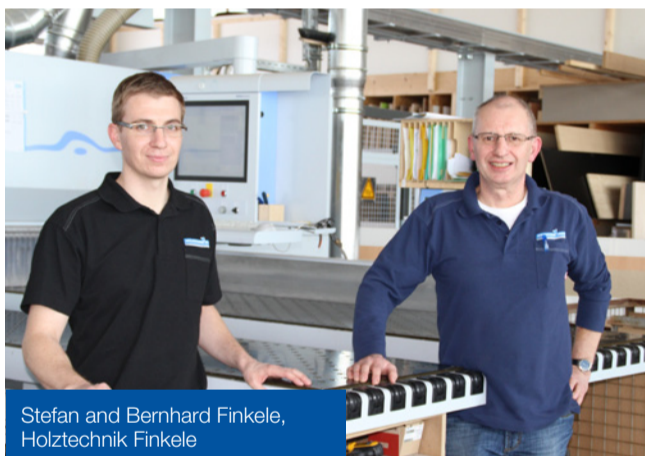
HOLZMA HPP 130 – tried and tested in practice

“Buy, connect, experience precision” – because it comes with everything customers need for sizing single panels and small series, the compact panel dividing saw HPP 130 is precisely tailored to the needs of woodworking shops. It has proven highly successful countless times in practice.

Stefan Pangerl, CEO of Schreinerei Pangerl GmbH, confirms: “What we used to achieve in an hour on the sizing saw with two operators we can now do single-handed in ten minutes”, he calculates. “And with far greater precision and a cleaner result. This makes for a fast payback of the up-front procurement price. And the HOLZMA takes up minimal space – its footprint is hardly bigger than our sizing saw.”



More in the video: youtube.com/holzma



Stefan and Bernhard Finkle, Holztechnik Finkle



View of the hall erected in 2013

Holztechnik Finkle: Growing with the HOMAG Group

A standard joinery operation grows to become a successful supplier to the shopfitting industry: Holztechnik Finkle is a prime example of a successful growth story. In a bid to keep pace with the requirements of its discerning customer base, the company had to regularly invest in its machine outfit.

Mr Finkle, what's the secret behind your success in the marketplace?

“The main foundation is ensuring the exemplary equipment outfit of our workshop. With each new investment, we aim to achieve a unique selling position. Added to this is the fact that every new machine has helped further improve our flexibility and speed. A special feature here is our rotating work method. Practically everyone can do everything – which makes us flexible.”

Which investments gave rise to the most changes?

“Our first machine investment with the HOMAG Group was in an HPP 350 panel saw from HOLZMA. This meant a quantum leap for us. We quickly came to appreciate that we can cut far more than we had realized. The shortened production time allowed us to approach the market with different prices – making us a viable option

for our woodworking colleagues in the area. Then came the HOMAG BOF 211 processing center. We purchased this machine straight away with an edge banding unit for shaped components. The modular machine structure suited us perfectly, and since then we have remained loyal to the HOMAG Group. Here, we can equip a machine in line with our concrete needs, and still upgrade by retrofitting if needed at a later point in time.”

What were the decisive milestones for you?

“After investing in the two machines between 2008 and 2010, we experienced such growth in terms of both work and sales that we had reached the limit of our capacity. In 2013 we then moved into our new building extension. This allowed us to commission a new storage and saw combination from the HOMAG Group. In the spring of 2015, this was joined by a KAL 310 edge bander with reverse conveyor. And things will not be standing still any time soon. We already have more investments in the pipeline.”

Extract from möbelfertigung 2/2015.

The HOMAG Group would like to thank the editorial team.

Edge technology news

With its optimum workpiece transport using a top pressure belt, the BRANDT KDF 440 edition benefits from a unique feature in this edge bander category. This makes it particularly suited for the processing and transport of workpieces with sensitive surfaces.



Eight edge banders in every performance category from small to large!

HOMAG Automation Every packaging as a custom-made suit

High-grade fronts, single components or ready assembled furniture – everything should arrive at the customer as it left the factory. This is easily possible with the cardboard-box cutting machine VKS 250 – in batch size 1, to precisely the right shape and with minimal piece costs. Other benefits: The VKS saves time and costs, and comes complete with touch operation which is fun to use.



“Networked production” and “Industry 4.0”: Entry for woodworking operations

Niklas Kögel
HOMAG Systems
Head of Software Sales



Digitalization and networking of production beyond company and national boundaries – this is the core of the “Industry 4.0 vision”. The aim is for widely diverse units within the company to communicate with each other and even organize themselves. At the same time, machines operating today within a completely networked production set-up already “know” which component is currently needed, how it has to be processed and where storage bottlenecks exist. But what does all this mean for woodworking shops? We asked our expert Niklas Kögel.

What does a woodworking shop need to do if it wants to network its operations and what are the benefits?

Kögel: Entry into “networked production” can be subdivided into three stages for woodworking shops.

Stage 1:

Networking the office and production

First a suitable infrastructure has to be created in the company. This entails **integrating all the machines into the network**, shifting tasks from the workshop to the office (such as CNC programming) or **organizing the data storage centrally**. Another important factor is the use of **labels with barcodes** for the unambiguous identification of workpieces so they can be assigned to production data and processes.

The benefits:

If CNC programming is transposed to the office, **capacity** at the machine is **increased**. Networking the office and production simplifies other work processes too. CNC programs can be stored centrally on the server – meaning that new programs or updates are automatically available to all the machines. By using a label with barcode, the programs can be automatically loaded into the machine and other **work steps** such as assembly or order picking **are simplified**.

Stage 2:

Automated data generation – vertical networking

Here, the focus is on the optimization of IT processes during preparation for production. The question here is: “How do I translate a customer requirement into production data?” This is achieved by for instance using a **CAD/CAM system** – such as woodCAD|CAM from HOMAG eSOLUTION.

The benefits:

With the woodWOP Tools “Project Manager” and “DXF-Import professional”, the **programming work** required can be significantly **reduced**. Use of a CAD/CAM system makes for more efficient **production engineering and reduces** the need for **manual works steps**. In addition, the **throughput times** in production **are reduced**, as complete production information – such as cutting list, label, CNC programs, drawings – are available for all elements being produced. This helps avoid errors and unnecessary raising of queries.

Stage 3:

Optimization of production processes – horizontal networking

Over the coming years, production will be organized increasingly on a software-supported basis: From production and capacity planning through part and order tracking to the organization of finish processing, order picking and shipping. Here, we offer the **manufacturing execution system** woodFACTORY, which is used particularly by medium-sized businesses.

The benefits:

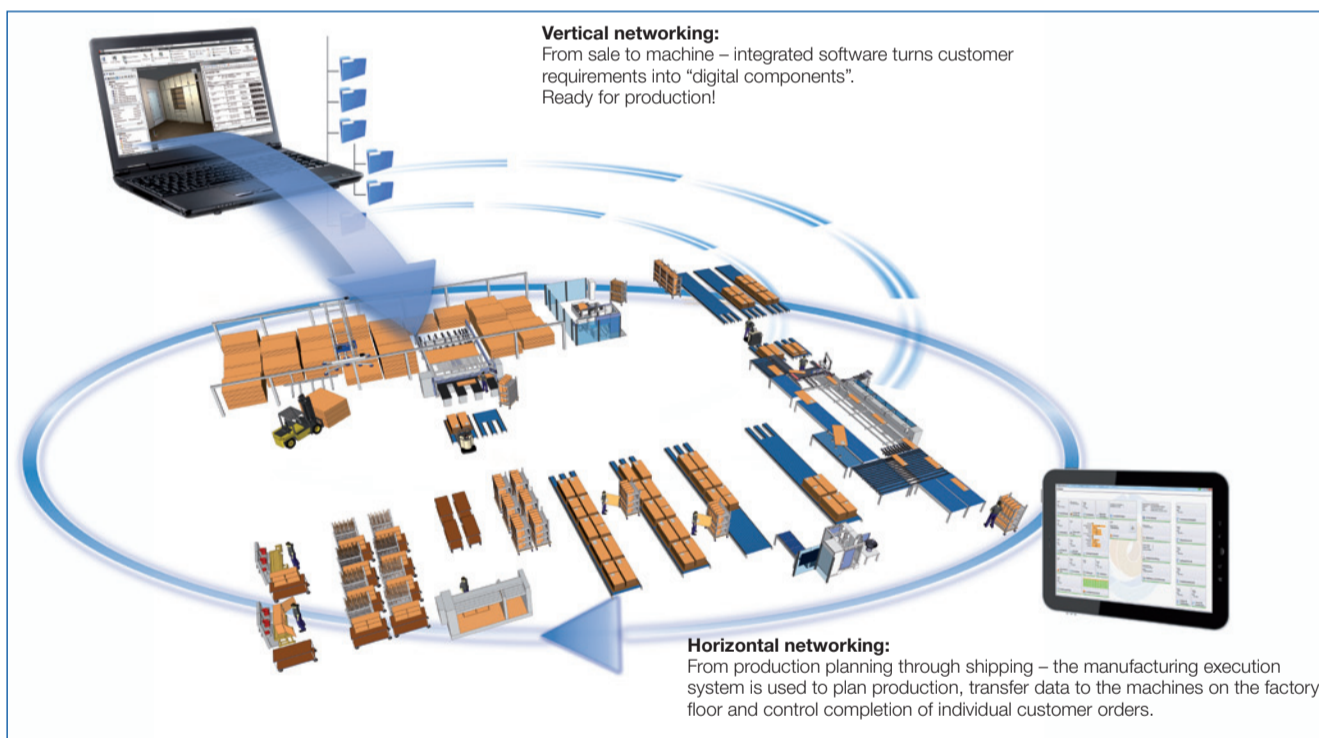
Production becomes more **transparent for the joiner**. Questions such as “do I already have all components ready for order XY?” or “do I have enough capacity to process the order” can always be answered in real time. The component becomes a “**knowledgeable workpiece**” and all the relevant information can be accessed at any time. Every component is ready at the right workplace for processing when it is needed. This supports the joiner in organizing operations such as finish processing or order picking.

Does a networked workshop mean that a joinery needs fewer staff?

Kögel: What is clear is that networking and process automation will change the type of work done by employees. This is both an **opportunity and a challenge** for any operation and for any employee. The human factor is vital.

How does the HOMAG Group support its customers en route to the networked workshop?

Kögel: With intelligent and resource-efficient machines, smart service concepts, software for “networked production” and comprehensive advisory support, we help our customers to create more **intelligent and efficient processes** and to develop their production step by step into what can be termed “**Smart Production**”. Every company is different. Working together with the experts from SCHULER Consulting, we advise and support each one individually – through to implementation. This makes us successful on a global scale, as the individualization of products and highly flexible production are already reality, particularly in woodworking shops.



... Continued: “Standstill is regression”

... This successful enterprise is based on a concept which is as simple as it is flexible: Joiners and cabinet makers can use an ultra-modern, intuitively operated furniture configurator to plan millimeter-precise furniture and order it with a mouse click.

The designed item of furniture can be printed out by the joiner including color 3D view, description and individual price mark-up, for forwarding to the customer. If the order is placed, production at Speed-Wood is also just a mouse click away: The joiner transfers the order to Lindlar, after which all the information for production is made seamlessly available. Three to five working days later, the assembly-ready furniture parts, worktops or panels are safety packaged and dispatched to the partner company.

Trusting technology partnership

Since the early days of Speed-Wood, Holz-Richter has placed its trust in HOMAG Group machines and software. This includes in-depth cooperation with the

HOMAG experts during the concept finding process – particularly in respect of the need for end-to-end processing from the online furniture configurator to processing and packaging. “Our joinery partners are naturally very critical – which is why we insist on top processing quality”, says Dr. Markus Richter. “This applies to every one of the currently around 400 furniture components which have to be processed every day, with a marked upward tendency.”

Ideally equipped for the future

Speed-Wood is set for success and therefore ideally placed in a future-oriented market. With his 17-strong Speed-Wood team, Dr. Markus Richter is already thinking about further milestones. “But I’m keeping those to myself for the moment.”

*Read the complete article in BM 02/16.
The HOMAG Group would like to thank head editor Christian Nördemann.*

