

## “No knocking off for the HOLZMA Service team”

Interview with Bernd Meier,  
Managing Director of B. M. Möbelteile



B. M. Möbelteile in Preussisch Oldendorf in North Rhine-Westphalia is a component supplier who produces furniture parts and complete cupboards for the kitchen industry, to fit out ships, for DIY stores and for other customers. With twelve employees and a HOLZMA HPP 81, the company works flexibly to complete orders promptly, even overnight if desired. But what happens if the saw breaks down?

### Mr Meier, what exactly happened?

“We had planned to cut furniture parts over night and deliver them just-in-time the next morning. Then around 9 pm our panel saw broke down.”

### What did you do?

“We had to act quickly so as not to lose too much time. So I immediately rang the 24 hour hotline. Luckily, the HOLZMA Service team never knocks off!”

### How were they able to help you?

“The call centre immediately put me through to a technician. His instructions enabled me to locate the problem and temporarily remedy it. We were then able to start production again and complete our order on time.”

### Who bore the costs?

“We naturally bore the costs. After all, a loss of production would have cost a lot more and would have affected our customers. So the support from the HOLZMA Service team more than paid for itself.”

### HOLZMA Service Offer

## ecoLine – upgrade now and save!

Replace the main saw motor of your HOLZMA saw\* with a new model with EFF1 energy efficiency rating.

### The advantages:

- lower energy consumption
- higher degree of efficiency
- higher overload reserves
- lower thermal loads

This protects the environment and reduces the running costs of your saw by more than 200 euros a year – for an investment of just 1200 euros\*\* plus costs for 2 hours labour by the HOLZMA technician!

\* For HOLZMA saws built from 1993 to 2008.  
\*\* For the basis for the calculation, please refer to the ecoLine brochure, plus VAT

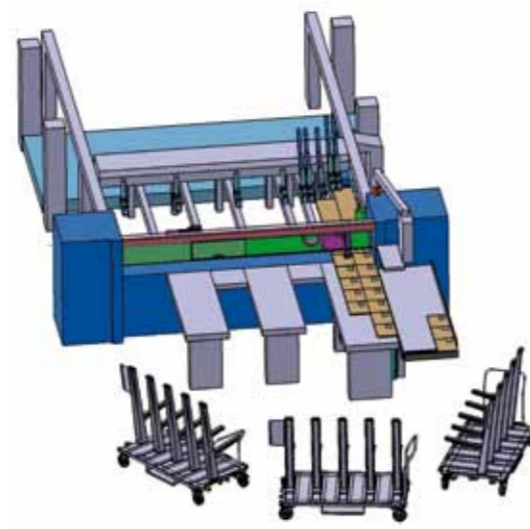


### HOLZMA Service Offer

## Top 10 wear parts package

Even the best saw has wear parts that need to be replaced at regular intervals. For this reason, HOLZMA offers you the 10 most important wear parts in a convenient package.

**Now for just 280 euros instead of the normal 325 euros\***  
\* plus VAT, offer valid until 31 December 2010



## HOLZMA Domino System New labelling and destacking concept

In dominos, each tile must match the next – just as with the new Domino System from HOLZMA. More information at [www.holzma.de](http://www.holzma.de) (news)

### Domino tile “fully-automatic labelling”

The centrepiece of the system is fully-automatic labelling. This allows books, single parts or offcuts to be labelled quickly and reliably – even when the saw has the Power Concept and cuts two strip patterns at the same time.

### Domino tile “label”

The label assigns each part its own destacking space. As a result, the machine operator can work in a more structured way and make better use of the potential of the saw.

### Domino tile “parts buffer”

Fast cutting means that a great many parts leave the saw in a short space of time. The saw blade is idle for as long as they remain on the air table. Now, the finished parts can simply be pushed onto the parts buffer, which is also equipped with air jets. The saw starts working again and the machine operator has time to destack the parts.

### Domino tile “controller software”

An “integrated destacking display” option is available for the HOLZMA software CADmatic PROFESSIONAL. The number of available destacking carriages or pallets is entered here. The system automatically prints the correct carriage or pallet number on the label. This helps prevent mistakes.



**Now online:**  
New website: [www.holzma.com](http://www.holzma.com)  
Why not take a look.

## New: Easy2Feed Automatic low-cost feeding system

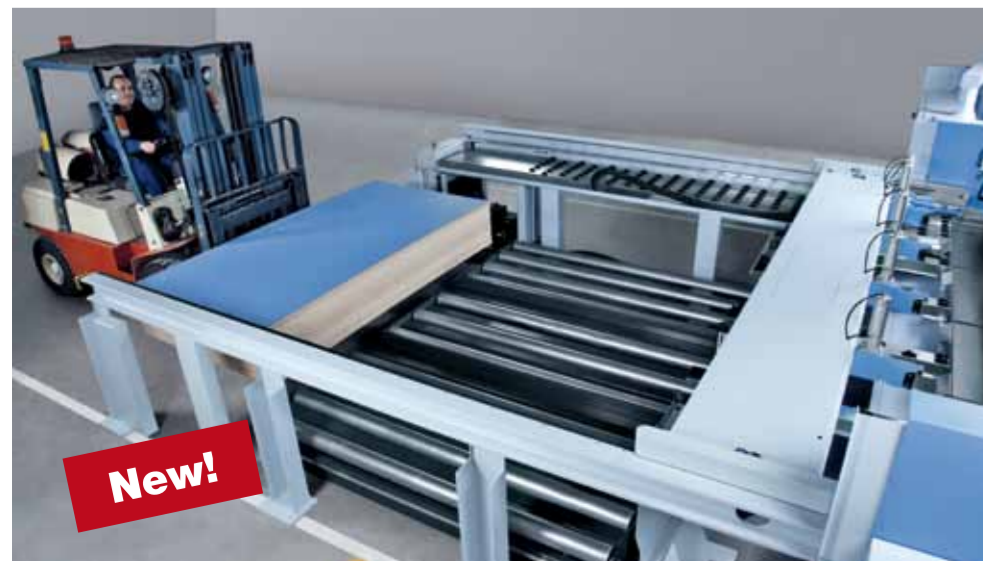
The heart of Easy2Feed is a scissor lift table in the rear machine table. It can be conveniently loaded by fork-lift truck.

- available for the HPP 250 and for the new HPP 350 and HPP 380 saws
- for the cutting lengths 3800 and 4300 mm
- panels upwards of 9.5 mm thickness can be fed
- maximum panel size: 3100 x 2200 mm
- stack height 460 mm (standard version)
- lift table standing in pit, if desired

- roller conveyor at the side for material that can be pushed off, available as an option
- retrofittable for HPP models of the 3 series

### Your benefits

- automatic feeding system at an attractive price
- saves time and space
- is ergonomic
- increases the output of the saw
- ideal for woodworking shops and all companies aiming to grow



**New!**

### Dates and in-house exhibitions:

- 28 Sept. -1 Oct. 2010. HOLZMA Treff, Holzbronn / HOMAG Treff, Schopfloch
- 9 Oct. 2010 Carpenters and Joiners Day at HOLZMA in Holzbronn
- 15-17 Oct. 2010. In-house exhibition HOMAG Bayern, Denkendorf
- 28 Oct. 2010. Event Kuper, Berlin-Korbußen
- 29-31 Oct. 2010. In-house exhibition Papenbroock, Rellingen
- 11-14 Nov. 2010. In-house exhibition, Kaul, Düsseldorf
- 12-14 Nov. 2010. In-house exhibition Dr. Keller, Mannheim

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A company of the HOMAG Group



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# Cutting Edge News

HOLZMA customer magazine | September 2010

### Product launch at the HOLZMA Treff – the new 3 series

- with ecoLine technologies as standard: save even more energy now
- all clamps have two fingers
- standard: 19" touch screen monitor
- automatic cutting height control as standard
- manually adjustable pressure for pressure beam and clamps (standard)
- air tables and machine tables always with air jets throughout
- and much, much more



Well frequented: product launches at the HOLZMA Treff



Discussions with specialists in a relaxing setting at the HOLZMA Treff



Welcome home. Our team is looking forward to seeing you.

New at the HOLZMA Treff: The new 3 series is awaiting you at this year's Treff.

## Strength and Durability

The new 3 series is now available



**Invitation to the HOLZMA Treff**  
28 Sept. -1 Oct. 2010 in-house expo in Holzbronn

**PRACTIVE at the HOLZMA Treff**  
Sister companies also participating

**“Our vision can become reality”**  
Albert Nopp of Hali about his success with the new HKL 380 combiLine

## HOLZMA Treff 2010 Our highlights ...

- the new 3 series makes its debut
- new impulses from HOLZMA Service
- saw-storage combinations
- cutting and routing with the HKL 380 combiLine
- ecoLine technologies: save even more energy
- HOLZMA Systems Engineering
- new storage location management for offcuts
- Power Concept
- Domino System
- software solutions for all aspects of panel cutting
- HOLZMA saws from small and compact to large, industrial systems
- food, drink, a chance to talk shop, fun and surprises

### PRACTIVE special offers from HOLZMA sister companies

- HOMAG special models from the 50-year edition
- financing schemes and software solutions
- BARGSTEDT storage systems
- BRANDT edging technology
- BÜTFERING sanding technology
- HOMAG wood-processing systems
- HOMAG Finance
- WEEKE drilling systems

# HOLZMA Treff 2010 Welcome home!

You will be able to see these machines live at the HOLZMA Treff: p. 3

**HOLZMA Treff**  
28 Sept. -1 Oct. 2010  
9am-5pm, Holzmastr. 3  
Calw-Holzbronn  
[www.holzma.de](http://www.holzma.de)

## Hali-Büromöbel restructures production processes Batch size 1 at series cost

The Austrian office furniture manufacturer Hali is revamping its strategy: from now on, every customer can have his office furniture wishes fulfilled – at normal series conditions. “That may sound unbelievable for outsiders,” explains Albert Nopp, production manager at Hali-Büromöbel, “but we have been working on this for four years now. We have considered many ideas and calculated everything very precisely. We know that our vision can become reality.”

The new BARGSTEDT panel storage system with two levels, an offcut storage system and two HOLZMA panel saws with downstream multi-level buffer station are already installed and working very successfully. The new HOMAG edging line will go into production in August 2010. “Our objective for 2011/2012,” Albert Nopp continues, “is a picking storage system and the drilling line.”

### Bespoke production at standard prices

All in all, 10 million euros have been budgeted for the entire project. That’s a lot of money for a medium-sized business with 260 employees. But the project was well thought out, “and some of the machinery we were using was 15 to 20 years old and needed to be replaced anyway,” Albert Nopp explains. Therefore, the new owners of Hali-Büromöbel GmbH, Dr. Siegmund Gruber, Christoph Königslehner (MSc) and Jürgen Holler (MSc), are pressing ahead with the ambitious project with all their energy and conviction. “We already started thinking about the future back in 2006,” reminisces Albert Nopp, remembering the beginnings of the “batch size 1” project, “and asked ourselves, what we would most like to have, if we were our customers.” The answer:



Albert Nopp, production manager at Hali, with Josef Lindinger, operator of the HOLZMA HKL 380 combiLine angular system.

everyone would like to have his own personal wishes fulfilled without having to pay a horrendous price. The vision of the Hali management team began to take shape: “We want to be able to supply our customers with every piece of furniture in customised dimensions, on short delivery times and at standard prices.”

Albert Nopp and his project team soon realised that they would not only have to invest in new machinery, but would also have to reorganise the entire structure, within the company, for dealing with orders and managing projects. As the next logical step, a variable ERP/PPC system was introduced in 2007, which is continuous from the entry of the order to the delivery of the furniture. Without any previous process planning, this system generates parts lists (suitable for different sizes), work schedules, job costing and all the data for machine integration. “We wanted to do away with intermediate storage of finished parts and yet still be able to supply any size the customer wanted within 15 days,” Albert Nopp comments. Now, orders are grouped and parts with the same decor and of the same thickness are combined into larger manufacturing units.

### 30 per cent increase in capacity

This is the balancing act that Albert Nopp has to perform: as many “batch-size 1 parts” as possible



Hali as full-range supplier: a glance at the office furniture showroom.

must be transformed into non-variable parts for production. With the HKL 380 angular system, HOLZMA has developed a saw which is specifically designed for batch-size 1 manufacturing. It is equipped with a routing unit, integrated in the rip saw, which deals with any recuts required completely automatically in the course of the cutting process. “This makes it possible to cut even very complex cutting patterns. Additional manual work steps are often no longer needed,” elaborates Jochen Fischer, division director of Systems Engineering at HOLZMA, who sees this as one of the major advantages of the system. “The combiLine is an absolute novelty in the world of angular systems and an important step towards a lights-out cutting centre.”

This was a very important point for Albert Nopp because he did not want to take on more staff or enlarge the production area. “The BARGSTEDT panel storage system and the two HOLZMA saws have helped us achieve both criteria,” he notes happily. “On top of this, we have been able to increase our cutting capacity by over 30 per cent – with the existing staff and without building alterations.” At the same time, waste has been significantly reduced: “By 6 per cent points,” as Albert Nopp has calculated, “and that is mainly thanks to the routing unit on the saw carriage.” The new storage system keeps locked up capital at a minimum. In fact, Albert Nopp assumes “nil” locked up capital in the assembly shop, “because we no longer keep a stock of finished parts but only supply order-related parts to the assembly shop.”

The additional HPL 380 profilLine saw – a single saw with lift table feeding and manual operation – cuts parts that later go to a processing centre because they have to be rounded and/or grooved.



The two-level panel storage system from BARGSTEDT allows access to twice the number of storage spaces and thus reduces access time for the various panel decors.

### Economical, one-stop solution

In deciding on BARGSTEDT and HOLZMA, the Hali management has opted down the line for the HOMAG Group. And the sizing line, scheduled for installation in August 2010, is also from HOMAG. Does this concentration on HOMAG products guarantee profitability? “We always studied the market impartially and compared our findings critically,” reveals Albert Nopp, “but, with the HOMAG Group, we always felt that they were totally committed to finding an economical solution for the entire project.” HOLZMA naturally gained a lot of points with its innovative solution of having a routing unit on the saw carriage, a qualifying feature for economical production of batch size 1. “It all came at the right time,” Albert Nopp explains with some pride in his voice, “and we at Hali had the chance to be the first to put the innovation launched at the LIGNA fair into operation in our own factory.”

The total cost of 10 million euros is a good investment in the future of the company. Hali has set new standards in the market and enhanced its unique status.

### Efficiency gains summed up

- short lead times despite custom manufacturing
- finished parts storage eliminated
- 30% higher cutting capacity with the same personnel and space requirements
- 6% less waste

**28 Sept. to 1 Oct. 2010**  
HKL 380 combiLine  
at the HOLZMA Treff



The HOLZMA HKL 380 combiLine is an angular system, which has a routing unit on the rip saw and faster throughput at the crosscut saw thanks to the Power Concept (an additional, variable clamp).

# PRACTIVE

The HOMAG Group has concentrated all its expertise in the craft and medium-sized business sector under the PRACTIVE label. Whether you are a joiner, cabinetmaker, interior fitter, stair fitter, window fitter, door fitter or craftsman - PRACTIVE offers you perfectly coordinated machines and systems, complete with matching software. This allows you to benefit from maximum flexibility, smooth processes and high precision in your production processes.

Find out more at the HOLZMA Treff and from our PRACTIVE brochure. Request one at: [www.homag-practive.de](http://www.homag-practive.de)

## BARGSTEDT

### A step ahead with intelligent storage systems



New website design launched!  
[www.bargstedt.de](http://www.bargstedt.de)

The diversity of materials is constantly increasing and confronts you with new logistical challenges in production. The perfect solution is a **storage system from BARGSTEDT**. Every system comes standard with fully-automatic control and material management, well prepared for a wide variety of materials and integration in virtually any IT environment.

Whether material storage for batch-size 1 manufacturing, picking storage or in combination with panel saws: the software links all the machines integrated in the horizontal storage system and supplies them with material via the transport systems at precisely the right moment. This ensures high process stability and dynamics with a wide variety of materials and greater energy efficiency. See for yourself at the HOLZMA Treff 2010.

## BRANDT

### New profile trimming unit sets the standard



New website design launched!  
[www.brandt.de](http://www.brandt.de)

The new **BRANDT profile trimming unit** provides perfect results in edge processing. Its linear motors provide fast acceleration, high travelling speeds and accurate positioning. This new development follows the contour of the workpiece very precisely, allowing it to process even extremely difficult contours accurately. Furthermore, special synchronous motors ensure technological progress. Their compact dimensions result in a weight saving over conventional motors of up to 40 per cent. This boosts energy efficiency and increases the efficiency of the machine as a whole. The bottom line: by combining linear and synchronous motors, BRANDT has again set new standards in profile and flush trimming.

## BÜTFERING

### Technology transfer: first-class finish for the craft sector



New website design launched!  
[www.buetfering.de](http://www.buetfering.de)

What has a felt strip belt got to do with high-quality surfaces? The **H unit** in the 300 series from **BÜTFERING** supplies the answer. It provides craft establishments with low-cost access to high-quality polishing. Comparable longitudinal sanding units with felt strip belt have already established themselves in industry. They deliver first-class surfaces in the areas of wood sanding, lacquer sanding and high gloss sanding, and are an ideal solution for nearly all applications. Why not arrange a date for a sanding trial.



### HOLZMA Treff 2010: Machines on show

- HOLZMA: HPP and HPL models of the new 3 series and many other saws for industry and craft sector
- BARGSTEDT: TLF 410
- BRANDT: Ambition 1220 FC, Ambition 1660 FGC, Highflex 1440, Highflex 1880
- BÜTFERING: SWT 325 CH, SWT 515 C Diamond
- HOMAG: KAL 210 edition
- WEEKE: BHX 055 Optimat, BMG 300 Optimat with SORB TECH, ABD 050 Optimat

## HOLZMA

### HPP 350 edition – packed with power at low price



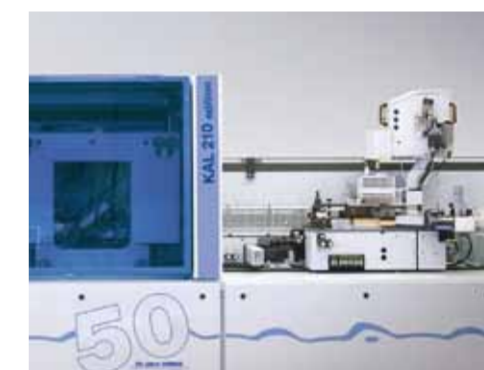
New website design launched!  
[www.holzma.de](http://www.holzma.de)

Don't miss the offer of the HPP 350 panel saw as jubilee model with a wide range additional features as standard. This saw has already won over hundreds of customers all over the world with its heavy-duty, space-saving and extremely rugged design. For the 50th birthday of the HOMAG Group, HOLZMA has really outdone itself by equipping the **HPP 350 edition** with many options for the craft sector at no extra cost. **Find out more at the HOLZMA Treff 2010 or visit [www.homag.de/edition](http://www.homag.de/edition).**

## HOMAG

### Special models for the company's 50th anniversary

HOMAG says thank you for 50 successful years of business. Live at the HOLZMA Treff: the **KAL 210 edition**, a **special model edge bander** – suitable for any kind of material and ideal for the trade.



New website design launched!  
[www.homag.de](http://www.homag.de)  
[www.homag.de/edition](http://www.homag.de/edition)

### The highlights:

- four-motor profile trimming unit
- stationary snipping stop
- jointing with powerful motors
- reliable strip infeed using vacuum cups
- snipping without slip marks and splinter-free profile trimming
- grooving optionally possible
- excellent quality thanks to stable finishing units
- diagnostic system “woodScout”
- unlimited service thanks to TeleServiceNet
- USP for uninterrupted power supply

Second HOMAG jubilee model for the trade: the processing centre **BOF 211 edition**.

## WEEKE

### New: BHX 055 – allrounder on just 5 m²

WEEKE will be exhibiting the **BHX 055** at the HOLZMA Treff 2010. This is a systematic development of the very successful BHX 050.



New website design launched!  
[www.weeke.de](http://www.weeke.de)

The BHX 055 has power-assisted depth adjustment, a more powerful drilling head with up to 19 drill spindles and can deal with larger processing dimensions. It is able to process carcasses on a footprint of less than 5 m² and at an excellent price-performance ratio.

- fast processing – saves you time
- small footprint – saves you space
- easy operation – saves you stress
- excellent processing quality – saves you problems
- great price-performance ratio – saves you money