



Sage owner John Posthuma and son Michael appreciate the latest addition to their manufacturing process: a hot-air enabled edgebander from Homag which is capable of working with laser-edged tape. Together with the Weeke Vantage 100 cell the Auckland based company have stepped up massively in their production capacity.

Sage lead the way with zero joint edgebanding technology

Based on Auckland's North Shore, Sage Manufacturing has a long history. The name originally came from Sage Shopfitters of London, via South Africa until – in 1954 – the name was first used in New Zealand. Managing Director John Posthuma purchased Sage back in 1981, and after being asked for “shoplifters” for the hundredth time decided to change the name to Sage Manufacturing. Today the company employs around 30 staff, including two of John's sons and a daughter-in-law. Sage Manufacturing continues the commercial joinery and cabinet making business, while the recently established Sage Doors provides a variety of timber and aluminium roller doors.

Working from large, modern premises in Albany, Sage have a wide variety of customers, and have earned a reputation for quality, consistency and versatility. The latest addition to their manufacturing process is a hot-air enabled edgebander from Homag capable of working with laser-edged tape.

With the Homag KAL310 airTec, Sage is now able to produce a zero glue line. John says, “We've been pushing the laser edge and it does make a difference. We want to deliver the best quality to our clients – and they love it.”



The Homag Group's airTec is a simple technology where the function layer on the edging material is reactivated by compressed hot air. Alexis Pantelides, Homag New Zealand's sales representative, explains, “The work piece thickness is adjustable with a pusher in the compressed air nozzle and it is simple to change between hot melt and airTec.”

Sage's initial investment was in a Brandt 1650 from Jacks – the first machine in NZ equipped with airTec technology, and with the ability to switch between standard to laser-edge tape and back again. Using high gloss polypropylene MKT tape from Germany, the combination of the quality of finish from the Brandt and their intensive marketing efforts quickly established

a market for Sage's high-gloss cut-and-clash panel service. A few months later the arrival of the Weeke Vantage 100 cell provided a massive step up in their production capacity.

From the world-wide German Homag Group, the KAL310 edgebander is a high-quality and high-production machine. With the addition of the airTec re-activation system the Homag can process the MKT Laser-edge high gloss edge-tape Sage use for their new range of high-gloss cut-and-clash panel service. Despite the Homag's ability to switch between standard to laser-edge tape and back again, Sage have chosen to dedicate their new Homag to the polypropylene MKT tape from Germany, and continue using their existing edgebander for other work.

With a mix of careful research, and an enthusiastic and willing attitude, Sage are the first to embark along the zero glue-joint path. Given their thorough preparation and sensible investment this is a venture that is sure of success.

