



## Case study

# Fairline Boats Selects Weeke CNC Processing Centre from Homag UK

Fairline Boats is a premium luxury motor yacht brand renowned the world over for its innovative style, outstanding craftsmanship and sheer engineering excellence. The company has been designing and manufacturing boats for more than 40 years and continually strives to improve its production processes.

As part of the ongoing drive to consistently deliver repeatable high quality standards of production, Fairline has invested in a Weeke Venture 3 CNC processing centre from Homag UK for its furniture production cell.

Don Clayton, lean manufacturing engineer at Fairline, takes up the story, “We had a range of processes in the furniture manufacturing facility that were very traditional and needed to be modernised. The very nature of our business means we had lots and lots of processes which were done by highly skilled craftsman using templates, jigs, hand routers and drills. This was not only very time consuming, but also caused storage space issues for the plethora of the templates and jigs.

“In addition, wear and tear on jigs meant we were constantly repairing or remaking them to maintain the high quality standards demanded. The Weeke CNC machine has changed all that. Once programmed into the system, all the jobs are consistently repeatable to exacting tolerances and we no longer have the headache of storing large numbers of jigs and templates.”

### Flexible Production

“Prior to investing in the Weeke machine we had to produce items using the somewhat inflexible batch method. With eight main models of boat, this meant producing a large quantity of items that had to be stored until required. The CNC enables us to have single piece work flow with set up times of less than a minute for each panel we run. We now operate a 12 day production cycle and only manufacture the precise parts we need for each boat as it is built.

“The process of investing in a CNC machine included due diligence as to exactly what was on offer in the marketplace. We evaluated CNCs from three prominent brands; there were, however, several key factors that influenced our final purchase decision.

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experience of dealing  
with Homag UK has  
been excellent”**

**Don Clayton**  
Lean Manufacturing Engineer  
Fairline Boats





Vacuum cups positioned by operator

LED lights indicate position for cups

Weeke's versatile router

Operator programmes machine using Homag woodWOP software

**“Homag UK’s service is excellent. We have always found their people to be approachable and at all times they seem to have their customers’ interests at heart”**

**Don Clayton**  
Lean Manufacturing Engineer  
Fairline Boats

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“For our business, service and sales support are critical; we have to know that when required, we can call upon reliable backup services to sort issues quickly so as to avoid costly downtime. Homag UK’s service is excellent. We have always found their people to be approachable and at all times they seem to have their customers’ interests at heart.

“Secondly, the quality of their kit is first class. Not only can you rely on a completely consistent performance, but also the accuracy and speed of the machine are impressive to say the least.”

**Smooth Installation**

“In terms of machine requirements we had a very clear picture of what we wanted. By the time we had visited Homag’s UK showroom and seen several models in action at W10 we were certain that the Weeke Venture 3 was the perfect machine for our purpose.

“The next challenge was the installation. The configuration of our facility meant that the machine had to be lifted 60 feet off the ground and swung in by cranes to the top floor. It was a real team effort between the various parties involved and, from the safety point above all else, had to be really carefully planned.

“Despite the difficulties of manoeuvring such a heavy piece of kit through a relatively small opening 60 feet above the ground, the installation went very well. Once installed, the commissioning also went smoothly and we were fully operational within two weeks. During that time our team received operator training on site, having previously been to Homag’s head office for training on the woodWOP and CNC Simulator software packages.

“To ensure everything progressed to plan, we set a ramp-up schedule during the first month of production. This enabled us to get to grips with the machine and how it was affecting the production processes within the facility. Since it has been fully operational the results have been incredible. It has taken around 120 hours out of the production process time in every 12 day cycle.

“The machine has enabled us to introduce standardised methods of furniture production for the boats. We have established a stable, repeatable process which delivers high quality results time after time. The knock-on cost savings are significant too. We can now buy materials on an ‘as needed basis’ and we require fewer people to produce the same volumes of work.

“The complete experience of dealing with Homag UK has been excellent. We are already planning the next stage of development for Fairline which will streamline the production requirements across our entire range of boats. I would certainly have no hesitation in recommending Homag to any manufacturer wanting to create more efficient production processes in their woodworking shops,” concludes Don.

