



Press News

HOMAG equipment to double productivity for Enfield Doors

Speciality door manufacturer Enfield Doors prides itself on delivering exceptional and consistent quality, both in service and product delivered for its entire range of fire resistant doors. When recent business growth proved the need for the introduction of new woodworking machinery, the company expected the same values and service from its chosen supplier.

Nigel Sill, managing director of Enfield Doors, explains the process, "We are a very traditional company who, in the past, have always tried to use British suppliers and manufacturers. Recently, business has bloomed, we have been producing and receiving orders for more door sets than ever before. It became clear, therefore, that we needed to be much more productive and efficient. Essentially, this boiled down to investing in advanced machinery which would give us an edge over our competitors."

Partnering with the best in the market

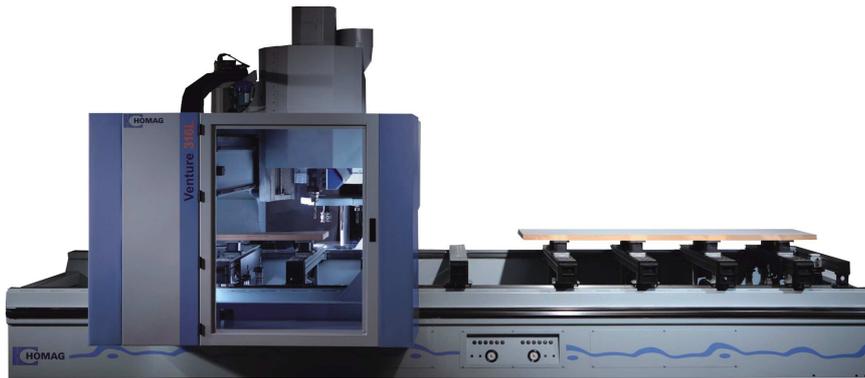
"Working with fire resistant doors is not the same as working with your average kitchen door. Our doors can weigh anything up to around 100 kilos each and so we have to invest in heavy duty machines. They must be well engineered – cheaper lightweight equipment just won't stand the test of time in our work environment.

"Having been in this industry for a long time it's not a surprise that we already knew of HOMAG. They have a trusted name and a good reputation for providing robust machines that can cope with heavy use day in day out. After studying the machinery on the market, we became more and more confident that if anyone could help us, HOMAG could.

"After making an initial enquiry with HOMAG, we travelled to one of their customers' sites to see the machines we were considering in action. This was a valuable trip for

us, not only to get a better understanding of the equipment, but also to discover first-hand what it was like to deal with HOMAG UK.

“Following this, we went to HOMAG UK's headquarters in Castle Donington where we saw the machines in action again and discussed our options with our local salesman, Roger Wilks and their showroom technicians. The two machines we were evaluating were the HOMAG Venture 316 five axis CNC processing centre and a HOMAG KAL 310 edgebander with a PUR adhesive system.



“Their sales advice was very good, they understood exactly what we wanted. It was very clear that not only did they know what they were talking about, but also that they understood our business.

“Sophisticated machinery comes with lots of options and there were quite a few permutations available to us. They helped us to decide which ones we would need without trying to sell us things that we wouldn't – this helped build a real trust between us.”

A clockwork installation

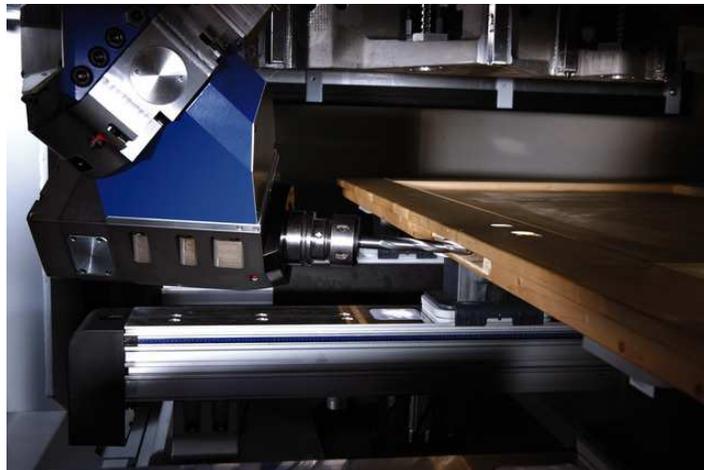
“The machines arrived exactly on time in early spring 2012. Obviously, we had to clear a space in our factory, but other than that there was very little disruption to our work. HOMAG's engineering experts worked around us and the installation went like clockwork without the loss of any significant production time.

“Four of our staff went on a training course at HOMAG UK to learn how to operate the machinery to its maximum. They came back feeling well informed and ready to make the most of our new equipment.”

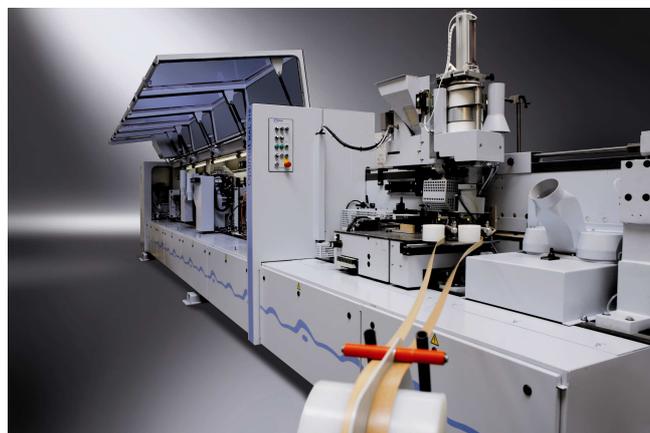
Attracting new business

“Since having HOMAG equipment in our factory we have been able to confidently quote for work with larger construction companies. Previously, we couldn't approach them, because we just didn't have the capacity. Now we can now carry out orders in much less time and to a higher quality. Originally we had to create the door sets by hand, with the Venture 316 we can make them in a fraction of the time it used to take and with a better quality finish.

“The five axis head on the Venture 316 works really well for us. It's extremely powerful and allows us to run the machine at high speeds without any issues which has dramatically reduced our processing time. HOMAG's woodWOP software makes the machine easy to operate whether it's for large or one off orders.



“When it came to edgebanding, our doors used to be done via traditional lipping machines. The KAL 310 now handles our larger orders in a quicker and more effective way to a much higher standard of finish. The PUR adhesive system supplied by HOMAG provides a fantastic bond between the door edge and the lipping with an almost invisible glue line. The units on the machine are more than capable of coping with our heavy duty application.



“With our new equipment, we are confident we will be able to double our production rate whilst maintaining exceptional quality standards. Once this is achieved we estimate the equipment will have paid for itself in under three years.

“Overall we've been delighted with HOMAG. The service from them has been very efficient and we are more than pleased with the machines. In particular we are impressed with how much thought has gone into their design. HOMAG's engineers really know about wood and understand what works best in a factory environment. Whoever designed them, I admire,” concludes Sill.

November 2012

Editors' Note

As a wholly owned subsidiary of the HOMAG Group, HOMAG UK Ltd provides a solid base for machinery sales and after sales support for the UK and the Republic of Ireland.

Offering the full range of products from the world market leader, HOMAG UK supplies woodworking machinery and associated equipment built to the highest German standards, for all levels of the industry.

The UK headquarters and facilities at Castle Donington cover some 25,000 square feet and were purpose-built to serve the UK market. Centrally located, the facility contains the sales and administration, service and spare parts divisions, meeting rooms and training facilities.

The building also houses the area for stock machines and the extensive showroom and demonstration bay overlooked by the popular "bistro" mezzanine where customers are frequently entertained at open house and other events.

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