You wouldn’t expect something so beautiful to be so tough.
Pruning dense trees can force unnatural working positions that can be harmful to your body. Our range of professional pole saws are designed with high power, low weight and good balance, guaranteeing good ergonomic posture and exceptional cutting results. For more info, visit www.husqvarna.co.za

536LiPX Battery Pole Clearing Saw
Li-ion 36V • 12” 3/8 / 043 • 3.3 kg • Battery & charger sold separately
Agile and light weight battery powered forestry clearing saw with professional performance.

536LiP4 Battery Pole Clearing Saw
Li-ion 36V • 45 cm Bar • 3.1kg • Battery & charger sold separately
Battery pole saw for professionals, with a long 4 m reach and performance that surpasses petrol equivalents.

525LK Grass Trimmer with Pole Saw Attachment
25.4 cc • 1.0 kW • 4.7 kg • Loop Handle • Straight shaft
A lightweight trimmer for commercial use, equipped with X-Torq® engine. Polo saw attachment sold separately.
CONENTS

FORESTRY
FSA-AGM...........................................................................................................4
Forestry Health
Tree destroyer.................................................................................................6
RFA Conference
RFA conference: proposed legislation threatens transport industry...............8

TRANSPORT
Setting the pace in timber haulage.................................................................11

SSA AGM
Seeing the wood from the gold .................................................................14
Olivier takes the reigns...............................................................................15

Treatment
Partnership gives great treatment ..............................................................16

SAWMILLING
Drilling down to the specifics.................................................................17

Woodex Review
WoodEX for Africa 2016 fulfills all expectations .....................................19
Norwood shines at WoodEX.................................................................22
WoodEX for Africa: Harris Sawing Equipment ........................................24

Wood-Mizer continues busy Africa expo circuit schedule..........................26
Nukor out in full force at WoodEX.........................................................28

Cover Focus
“We focus on opportunity” ....................................................................30

WOODWORKING
World-class high-gloss made in SA .........................................................32
That finishing touch..................................................................................40
Pot shot ......................................................................................................44
Industry 4.0 for everyone ........................................................................48
Better, faster, smarter ...............................................................................50
Giving SA a cutting edge ........................................................................51
SA woodworkers think out the box .........................................................52
That thin glue line .....................................................................................54
Proadec unveils new tech at Austro .......................................................56
WoodTech unveils new name and branding at WoodEX ....................58
Geerlings celebrate their 51st Birthday at WoodEX .........................60
From the smallest to the biggest .............................................................62
Classifieds ...............................................................................................64
Recent events in the woodworking industry has shown that, even in an industry as old as industry itself, advancements in technology can change the entire game, almost in the blink of an eye.

If one thinks how the industry has changed in the last 20 years and how new technologies that, today we take for granted, have changed the way in which we do business, it is almost unthinkable that business was done, and effectively so, back in the day.

Think of the massive impact that cellphones and email have had on the way we do business today. How did we manage to get along without these? And where is it going from here?

In terms of communication and doing business, I’m not sure where it can go, but I am sure that, in terms of new technologies that add value to products, this is only the beginning. With wood being arguably one of the most sustainable raw materials on earth, there is every indication that it will only gain in popularity, and that, with new technologies paving the way, the scope of applications for wood products is likely to grow.

Already, advancements in edging and high gloss technologies have opened up whole new sectors for the wood industry, such as applications in the yachting industry and in caravanning to name only two.

And I am sure that, once the impact of these new applications for the wood industry is felt, R&D departments all over the world will jump on the bandwagon to see what other technologies can be created to widen the scope for wood and wood products even further.
Forestry South Africa had a better year in 2015 than many other sectors because of the weaker Rand, which helped to improve timber volume sales.

However, the drought had a major limiting effect on timber volumes and revenues, both slightly below budget, according to Watson Nxumalo, chairperson of Forestry South Africa.

Forestry South Africa’s latest annual report notes that tonnage sales in 2015 were greater than in 2014 and higher than the 15,5-million ton budget. At 15 830 000 tons, this is about a 2,1% increase in the budgeted figure and 117 000 tons, or about 0,7% more than those recorded in 2014.

Of concern, however, was that tonnage sales in the last quarter of the year slumped to 405 000 tons or 10,5% below budget.

It is likely that this situation occurred as a result of depressed wattle sales during the period due to the drought and the resultant difficulty in stripping bark. At the time of writing, it was hoped that the situation would normalise in the first quarter of 2016 when late rains occurred.

Compared to 2014, the only genera to increase in sales in 2015 was pine.

Pine sales were 6,1-million tons, which is a 4,3% increase of 253 000 tons.

Eucalyptus sales were 8,2-million tons, which was a 0,4% decline of 27 000 tons, while wattle was down by 107 000 tons to 1,5-million tons.

In terms of sales per product in 2015, 4,6-million tons of sawlogs were sold, a 4,5% increase of 198 000 tons. Pulpwood was down 29 000 tons to 10,3-million tons compared to 2014.

Income generated from these sales of R28,1 million was down R183 000, or less than 0,7% on the budgeted amount of R28 210 000, although R1,5 million or a 5,8% increase on that recorded in 2014.

Despite the decline in volumes during the last quarter of 2015, FSA believes that sales will improve during the course of 2016, the 2016 budget has been based on tonnage sales of 15,7-million tons. Meanwhile, Nxumalo says 2015 and 2016 have been characterised by the highest levels of political and economic uncertainty, since the start of democracy in South Africa.

“The political uncertainty has been seen in the many legal and policy issues in the media and the high numbers of new and controversial laws and regulations, which have been coming out of government. The economic uncertainty has been seen in the decline in the economy, the currency, the country’s credit rating and the lower estimates of future growth,” he says.

### FSA Timber Sales Analysis – 2015 compared to 2014

<table>
<thead>
<tr>
<th>Product</th>
<th>Sales 2014</th>
<th>Sales 2015</th>
<th>Change (tons)</th>
<th>Change (percent)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sawlogs</td>
<td>4 438 001</td>
<td>4 636 152</td>
<td>198 151</td>
<td>4.5%</td>
</tr>
<tr>
<td>Pulpwood</td>
<td>10 497 191</td>
<td>10 344 588</td>
<td>-152 603</td>
<td>-1.5%</td>
</tr>
<tr>
<td>Poles</td>
<td>427 920</td>
<td>377 906</td>
<td>-50 014</td>
<td>-11.7%</td>
</tr>
<tr>
<td>Mining Timber</td>
<td>271 290</td>
<td>303 555</td>
<td>32 265</td>
<td>11.9%</td>
</tr>
<tr>
<td>Other</td>
<td>78 958</td>
<td>167 686</td>
<td>88 728</td>
<td>112.4%</td>
</tr>
<tr>
<td>Total</td>
<td>15 713 360</td>
<td>15 829 888</td>
<td>116 527</td>
<td>0.7%</td>
</tr>
</tbody>
</table>
Forestry South Africa (FSA) says that it has done an “excellent” job in limiting the potentially negative impacts of new policy and legal instruments, which threaten the growth, transformation and sustainability of the sector.

According to the association’s latest annual report, the industry participated in a number of interactions with the Minister, Deputy Minister and Director-General, through the Minister’s budget speech, Ministerial Imbizos in Mpumalanga and the Western Cape, DAFF’s CEO’s Steering Committee and CEO's Forum.

While the relationship with the Director-General and the Forestry Branch grew particularly strong as a result of its collaboration with DAFF on the World Forestry Congress and other areas of collaboration, FSA initially didn’t have the opportunity for a structured engagement with the Minister or Deputy Minister, even though we had invited this in 2014 and again in 2015.

FSA notes that it was unfortunate that the Minister and Deputy Minister were unable to attend the CEO’s Forum, as FSA was asked to present a sector overview there which would have assisted them in getting to grips with the key issues in the sector.

“Nonetheless, in September we managed to secure a structured engagement with the Deputy Minister, who holds the forestry portfolio. During this engagement, the Deputy Minister acknowledged the crucial role played by the sector in the rural landscape and committed to assisting industry in addressing the binding constraints to our growth and transformation by holding a high-level interaction with key government departments,” notes the report.

FSA produced a “Roadmap” of the key issues for this engagement, which is planned for early in 2016.

FSA is also working closely with the new Deputy Director General for Forestry, Dr Mmaphaka Tau and his team in the Forestry Branch to ensure that issues continue to receive due attention. This has already produced results in the creation of the National Forestry Research Forum.

The association also notes that in 2015, cabinet approved the Agricultural Policy Action Plan (APAP) into which FSA had made extensive input. The APAP captures the key challenges of...
the recapitalisation of the forestry areas in the Western Cape, Mpumalanga, and DAFF’s Category B+C plantations, Small, Medium and Micro Enterprise development and funding, afforestation, research and development and forest protection.

The association believes that having oversight of the APAP will assist DAFF in securing the resources and political support to be able to address these challenges.

The association says that it remains committed to working with DAFF and other role players in ensuring that it continues to turn the tide on the last 20 years of decline in forestry and it is encouraged by the activities and progress in the latter part of 2015 towards this objective.

Two meetings
There were two meetings of the NATTT during 2015. These meetings attempted to resolve the challenges which had arisen from the Department of Water and Sanitation (DWS) having made unilateral and, in FSA’s view, irregular changes to water use licence conditions for forestry and to address the persistent difficulties surrounding the issue of genus exchange.

In spite of this, DWS published draft regulations on Genus Exchange which, in the view of FSA, are also irregular for several reasons. FSA has made formal comment on the draft regulations and raised the issue with DAFF’s Deputy Minister. The report says that FSA met with DEA to discuss the “equally controversial” Alien Invasive Species Regulations which were also gazetted without adequate consultation with FSA. FSA had made extensive comments on several previous draft regulations and yet there has been almost no engagement with industry by DEA outside of the legislative process. While DEA seemed willing to address some of the concerns which FSA raised about the regulations, they remain in FSA’s view, highly irregular in law.

This issue has also been raised as one that requires political intervention because, as with the draft Genus Exchange Regulations and the unilateral changes to water use licence conditions, there were platforms for discussing these issues, such as the NATTT, which were by-passed by the officials in those Departments who created these regulatory constraints.

While the association laments the fact that there is not a more constructive, equitable and results-based approach to environmental and water matters between government and industry, especially given the outstanding track record of the industry in which South Africa is still the global leader, it nonetheless points to the importance of having strong industry associations to intervene on behalf of timber growers.
Tree destroyer

There are more than 100 known species of Phytophthora, and it is believed that as many as 470 species are still to be discovered or encountered. By Joey Hulbert.

Phytophthora is a group of microorganisms that have the potential to halt exports and destroy forests. Historically, the effects of species within this group have led to the mass exodus of substantial populations and the near extinction of mature trees from landscapes. ‘Phytophthora’ is a Greek term meaning “plant destroyer” (“Phyto” “tophthora”). It is a group of plant destroying microbes that are commonly referred to as water molds because of their ability to produce swimming spores.

In the mid nineteenth century, Phytophthora infestans destroyed Ireland’s potato crop, causing the emigration of nearly a quarter of the country’s population – an epidemic commonly referred to as the Irish Potato Famine. This same species is still a problem in many potato productions throughout the world, even in South Africa.

Globally, species within this group are responsible for several widespread forest disease epidemics, including Sudden Oak Death, little leaf disease and Port-Orford cedar root rot in the United States, oak and older decline in Europe, Ramorum disease in the United Kingdom, Jarrah dieback in Australia, Kauri dieback in New Zealand, and Daño foliar de pino in South America. Closer to home, Phytophthora species are the reason for gummosis and black butt rot of Acacia species and root rot of Eucalyptus species in South Africa.

Looming large

There are more than 100 known species of Phytophthora, and it is believed that as many as 470 species are still to be discovered or encountered. It has been suggested that the unknown species in a country are the ones that pose the largest threat to the world.

Because the organisms are microscopic and sometimes cryptic on their hosts, Phytophthora species are easily spread around the world and increases in global trade and the interconnectedness of countries have undeniably increased the accidental movement of these organisms. This has even resulted in trade embargos of certain plants and cuttings from specific areas infected with regulated species.
To date, after multiple risk assessments and susceptibility studies, wood products have not been identified as a pathway for spreading Phytophthora species, but phytosanitary methods have been tested just in case timber regulations were imposed. Regulations to control Phytophthora ramorum have gone as far as preventing the movement of firewood or requiring ‘movement permits’ in the United States and United Kingdom, respectively. In general, wood products are considered to be a low risk pathway for the spread of Phytophthora species, and thus, wood product trade regulations are unlikely.

Phytophthora species affect forests in many different ways. Some species are root rot pathogens, nibbling at the fine roots, and spreading slowly throughout a forest. Although they move slowly naturally, these species can easily, accidentally be moved with soil on equipment, tools, boots, or vehicle tyres.

Therefore, it is important to sterilise this equipment in between sites if managers are working in infected areas. Other species of Phytophthora can be spread aerially, causing foliar diseases or accumulating on the bole with rainwater drip and accumulating to girdle the tree. Spores of these species are spread through the wind, the rain, and possibly even the fog. Phytophthora infestans, cause of potato late blight, and Phytophthora ramorum, reason for Sudden Oak Death and Ramorum disease, are examples of aerially spreading Phytophthora species. At this point, aerially spreading Phytophthora species are not known to exist in South Africa’s forests.

Waterborne threat

Most species of Phytophthora can survive and spread through sources of water. They produce swimming spores known as zoospores that can infect and colonise plant material.

This is why Phytophthora cause the greatest threats in areas with poor drainage. It is possible to spread Phytophthora with the movement of infected water or by irrigating with water from infected streams or rivers. As a result, researchers can survey entire watersheds by taking samples of the water at the mouths of rivers – a technique that has been used to monitor and eradicate Phytophthora ramorum in Oregon.

Because of the variation in the lifestyles of each species and their hosts, not every Phytophthora species poses a risk to forests, providing a difficult task for biosecurity officials to grasp or make decisions. However, despite all of the negative consequences and extra costs of imposing regulations, many countries still invest in preventing their introduction, monitoring or controlling their movement, and mitigating their effects because of the catastrophic potential Phytophthora species possess. Preventing the introduction of exotic and potentially invasive Phytophthora species is the most economical investment a country can make in the face of global trade.

Once a species is introduced and becomes established, control is usually unsuccessful and the consequences are dire. The costs of prevention are miniscule compared to the potential costs experienced from the resulting damage, regulations, or loss of markets from international quarantines. Thus, it is in a country’s best interest to invest in preventing the introductions of exotic Phytophthora species.

However, we cannot solely rely on biosecurity officials to protect our forests. The public can play a huge role by raising awareness about the potential of introducing Phytophthora species through the collection of ornamental plants or internationally traded plant materials. Industry can also play a stronger role by pursuing species based identification, rather than assuming all Phytophthora species pose equal threats. Ultimately, a team of industry, government, and the public is needed to successfully prevent the introduction, or control the spread, of new Phytophthora species.

In the right direction

Although the stakes are high and there is much room for improvement in South Africa, steps are being made in the right direction. For example, Cape Citizen Science is a new initiative to raise awareness and survey Phytophthora species in the fynbos biome. Identifying the species present within South Africa’s natural ecosystems is an important step in protecting our planted forests.

Firstly, this project may serve as an early detection tool, promoting the rapid response to control recently introduced species. The fynbos is likely to be a sink for new introductions because the Western Cape Province is heavily populated and a substantial source of tourism. Secondly, the survey may discover Phytophthora species that have not been described, permitting further research and risk assessments, internationally. Lastly, the survey may also identify species present in, but limited to, the fynbos that pose risks to plantation species, enabling intrastate control. This initiative is an example of a means to connect government, industry and the public in research and monitoring to protect forests in South Africa.

Cape Citizen Science is a community driven project where anyone can participate as scientists. Citizen science refers to research projects that involve the public in the scientific research. In this case, the project is calling on citizens to report or submit samples of dying plants in the fynbos to survey the Phytophthora species present. The project offers training for recognising plant disease and isolating Phytophthora species, and offers many levels of engagement, including laboratory experience if a citizen is interested.

Joey Hulbert is a PhD Student in Plant Pathology at the Forestry and Agricultural Biotechnology Institute of the Department of Integrated Plant and Soil Sciences at the University of Pretoria.
RFA conference: proposed legislation threatens transport industry

The annual Road Freight Association conference, held during May at the stunning Legend Golf and Safari Lodge in Limpopo, once again proved to be the definitive event for the road freight transport industry in South Africa.

After a relatively low turnout at last year’s event, which was held in the Drakensberg, it was very encouraging to see a full recovery this year, with the cream of the road freight transport crop out in full force, rubbing shoulders with smaller transport operators from all over the country.

It is no secret that the road freight transport industry has been taking considerable strain of late and all indications are that things will get worse before they start getting better.

With issues ranging from the state of roads, the incorrect perception from both the general public and government that trucks cause massive amounts of accidents, the dwindling economy, and planned legislation with the potential to cause serious, if not irreparable, damage to the industry, delegates showed up at the conference armed with burning questions.
for Transport Minister, Dipuo Peters, who happened to be the first, and most anticipated speaker on day one of the conference.

Unfortunately for the road freight transport industry, the minister did not provide any of the clarity that they were looking for, instead choosing to stick to issues of transformation, and insisting on the validity of proposed legislation that will see massive losses for the already struggling industry.

She insisted that the industry is too old, too white, and too male. Pushing the gender issue, the minister said that government wants to see at least a 50/50 ratio of men and women in the industry.

Minister Peters did, however, acknowledge that a massive communication gap exists between government and the road freight transport industry and has vowed to work toward better communication between the parties in future.

Unfortunately this is a promise that regular attendees of this conference has heard on many occasions through the years, never resulting in any real effort from government to actually engage meaningfully with the industry. The minister insisted that government is performing well in terms of putting legislation in place that is aimed to benefit the industry. Some key steps undertaken by government, according to the minister, is the implementation of a national freight and logistics plan and steps to achieve a fair balance between road and rail freight.

She expressed concern at what she termed the road freight industry’s “antagonistic attitude” toward rail freight and insisted that it makes sense to transport non-time sensitive freight via rail, thereby easing congestion and damage on roads, saying that government is putting into place an integrated transport system that includes both road and rail freight working together for the common good.

“The road freight industry should not place itself in competition with other modes of transport, but should rather place itself optimally to fulfill its role in the larger cycle of the transport system,” says Peters.

Minister Peters went on to appeal to the RFA to work toward making their members, what she termed, “good corporate citizens” in terms of helping them to accept and support the pay-per-user system.
Eastern Cape development agencies unveil R113 million forestry project

"If we are going to have an optimal transport system, we need the roads to be in good condition," she says. "The RFA slogan says ‘without trucks South Africa stops’. But I say that without the roads, the trucks stop.

“We need the roads in order to grow and develop the economy. The user pay system is globally accepted and the best way to ensure road infrastructure is in place to help grow the economy.”

The minister also called on operators to do their best to curb overloading, the use of short cuts, or alternative routes. The minister further announced government’s plan to further professionalise the current Professional Driver’s Permit (PDP) qualifications. She acknowledged, after being confronted on the issue, that huge backlogs in the issuing of new PDPs are causing massive problems for the industry as it can take, in some cases, up to a year for a PDP to be issued, but assured the delegations that the issue is being resolved.

RFA CEO Sharmini Naidoth thanked the minister for her participation in the event. “We are glad that the Minister accepted our invitation to attend this year’s convention and we will certainly accept the offer to engage on the many issues affecting our industry – in particular the ban of trucks in peak hours and the possible introduction of the permit system that could have dire consequences for road freight operators.”

Transport industry stalwart, publisher and managing editor of the award-winning transport magazine FleetWatch, Patrick O’Leary, did not hold back any punches when he took to the stand, saying outright that government, if allowed to pass legislation that aims to keep trucks over 9 000 tonnes off the roads during peak traffic hours, literally three hours in the morning and three hours during the afternoon, will effectively deal the death blow to the road freight industry.

“Employers will need to find ways of absorbing the additional associated with losing six hours per day of downtime,” says O’Leary. “You will literally end up paying drivers for not working during those times, and you will have to find ways of getting more done in the remaining time in order to still be profitable.”

According to O’Leary, this will result in companies having to purchase additional, smaller trucks in order to deliver their time-sensitive goods, hire and train more drivers, at massive cost.

Economists Dawie Klopper and Mike Schussler both painted pictures of impending doom and gloom for the freight transport industry, with Schussler going as far as to tell delegates that if they are not making money now, rather get out of the industry as things are not going to get better any time soon.

Schussler presented delegates with statistics that shows that a severe decline in rail freight could even result in a total crash of the industry, with Transnet being over 40 million tonnes behind schedule. He also said that the road freight industry is in a 10-year decline, and that container traffic is currently seeing its biggest decline since 2007.
With a new top-level management team in place, a well-known truck manufacturer is executing plans to grow its presence in Africa, writes David Poggiolini.

A well-known name in the timber transport industry recently made a very important announcement that will only cement its presence in this market.

The MAN marque is a common sight in the pine forests of KwaZulu-Natal and Mpumalanga where independent transport contractors haul logs to paper and sawmills, or to the harbours for export to world markets.

And, there is a reason for this. As Markus Geyer, managing director of MAN Truck & Bus (SA) notes, the company’s trucks are known for their ability to enter some of the most arduous areas in commercial forests and leave them fully loaded.

Buhle Betfu is just one of the well-known timber transporters in the country that continues to rely heavily on this truck brand.

MAN Truck & Bus (SA) has also collaborated with other leading players in the field in a number of research and development programmes to improve timber haulage transport for large pulp and paper producers.

“Our trucks continue to prove their abilities in the forests, outperforming all of our closest competitors in the field. In fact, one of our major competitors has already lost significant share in this market to our trucks, because of their performance in notoriously difficult forestry environments,” Geyer tells Wood Southern Africa & Timber Times.

While the company’s products remain among the preferred choices in the forestry sector, the OEM has lost market share in
other important market segments. In 2015, it sold 1 317 units compared to 1 564 in 2014. This can be attributed to more challenging operating conditions with the company exposed to underperforming sectors, such as mining and infrastructure delivery.

However, Geyer’s recent appointment to the helm of this company sends a very positive signal to MAN truck users in South Africa and elsewhere on the continent, including East Africa, where it is continuing to enjoy significant success.

**Bedding down**

Firstly, it means that the OEM has bedded down its changes to top-level management, and that it will embarking on a programme geared at seizing back market share. These plans involve the introduction of enhanced service programmes and technologies that will also bode well for the timber transport industry.

They are being driven from the company’s new head offices which, Geyer says, reflects the original equipment manufacturer’s (OEM) commitment to the region.

The new R75-million facility, which also houses MAN Sub-Equatorial Africa, was opened at a time when many companies have stopped investing in the country. This year, another major truck manufacturer announced that it would put a hold on spending considering the uncertain economic conditions.

“We are sending a very clear message that Munich, Germany, has faith in South Africa, and that we are here to stay,” he says.

MAN Financial Services, a joint venture between ABSA and VW Financial Services, will also relocate to the new headquarters, which will ensure stronger support between sales and finance.

Having all strategic business units in one building enables the company to not only share business intelligence from respective market bases more easily between operational divisions, but also cultivates concentrated effort to enhance efficiency in dealing with customer requirements.

Geyer’s experience with MAN in South Africa and Africa as a whole goes back to 2004 when he oversaw the company’s global repair and maintenance division. Since then, his engagement with African customers has increased.

“I have come to understand the idiosyncrasies of respective markets on the continent. I believe I have the necessary experience to lead MAN into a new era of positive growth in the Pan-African markets I now manage,” says Geyer.

He has a four-year long contract to serve in his current capacity, and can be extended if necessary.

He is joined by Arshad Hassim, financial director, and Sarah Luthuli, non-executive director. Ian Seethal, is head of network development, and Robert Clough, head of MAN Sub-

**Unpacking Pace2017**

Importantly, PACE2017 strengthens the company within the very competitive truck industry, and Geyer believes that it will be completed by the end of the year.

All essential fields of the company are part of the programme, geared at placing the OEM in a more flexible and efficient position moving forward. The market and product focus phase of the initiative places credence on growing the MAN marque in selected markets, timber haulage being one of them, and launching new truck products.

He believes that it will take the company as little as year to claim back lost market share in some of the other key market segments, considering that the company already “has a nice premium customer base” as a sound foundation for future growth.

The programme also sees MAN build its business upon a digital model, encouraging connectivity and mobile solutions.

Geyer places a lot of weight on these programmes, noting that they point to the future of international trucking, such as autonomous trucks that are safer and more productive for the fleet operator.

It has taken time for the company to launch a telematics solution in South Africa, but Geyer is convinced that the offering is ideally suited to the market, offering just enough information to be of real value to African fleet operators. He criticises some of the other offerings on the market for providing too much unnecessary information.

It forms the basis of more work in the field to improve productivity and lower total operating costs.

There are more than 400 ServiceCare contracts in place with MAN TeleMatics SA, and the company has received a positive response from the market.

The next phase will entail expanding performance metrics and reports, and integrating it with MAN ServiceCare and Mobile24.

**Product roll out**

While South Africa has been a much more challenging market for MAN, it continues to occupy a leading position in European markets. Turnover for 2015 from global operations rose by seven percent and the company’s final operating result
Transport

MAN Truck & Bus
Turnover distribution 2015

Trucks

Bus
(MAN and NEOPLAN)

Used Vehicles

After Sales & Services

Engines & Components

Sales 2015
9,0 Mrd. €

56%

7%

20%

12%

4%

1%

Others

All data excludes MAN Financial Services.

Truck & Bus (S.A.) (Pty) Ltd | MAN Shares the News | June 2016

showed an increase of 35% on 2014 to close at 205 million Euros.

It recently launched the new MAN TGX D38, a high performance truck for challenging tasks, in Europe.

The truck features a D38 six-cylinder engine with 15,2 litre displacement, and adds a 520, 560 and 640 horsepower units to the TG series. It features a GPS-controlled cruise control system, known as MAN EfficientCruise.

We can report that the OEM is considering eventually launching the truck in South Africa with suitable engine technology geared at this less regulated market. Meanwhile, the truck manufacturer has enhanced its local offerings in line with the Pace2017 programme.

This includes the introduction of D26 Fire rings for improved oil and fuel consumption and upgraded fan mapping for improved cooling efficiency. These have been complemented by a two-stage engine coolant monitoring system and heavy duty propshaft for improved reliability. Meanwhile, MAN also introduced a 500 kW Intarder 3 ECO with improved thermal load control, upgraded auxiliary brake sequencing and anti-spin regulation on 440/480hp traction models.

All TGX and TGS models feature LED tail lights and the company also introduced in-cab axle load monitoring on air suspension to the market. The company’s trucks have also been fitted with idle-shutdown programming, while a lane guard system comes standard on 26t and 27t on-road truck tractor models.

South Africa’s truck market has seen a slow decline in volumes over the years, and it may just be that MAN has a recipe for success to seize back its share of other markets.

What is for certain, however, is that it remains a significant force in the most mature forestry industry on the continent, and that these interventions will only grow its already strong presence in this market!
Seeing the wood from the gold

Forget the minerals. Wood is much more valuable, writes David Poggiolini.

The commodity slump has had a significant impact on African economies considering their heavy reliance on mining and oil. The situation has wreaked havoc on the gross domestic products on mining-rich destination countries, such as South Africa, Zambia, Mozambique and Ghana, while Nigeria, Angola and countries in the Maghreb have felt the pinch of a very low oil price. However, there is one commodity that remains in very high demand and bodes well for forestry areas on the continent, such as South Africa and Swaziland.

Deon van Wyk of ABSA AgriBusiness discloses that the South African timber industry is by far the best performing industry in the country’s basket of commodities, and expects it to continue to grow.

“The bank has seen very nice growth in the industry over the past couple of years. It has been growing very well, and it is by the best commodity to finance,” Van Wyk told delegates at the recent Sawmilling South Africa annual general meeting last month.

However, he warns that the industry will have to grow productivity by at least three percent per annum to stay ahead of rising costs in the country.

The outlook for the industry remains extremely optimistic. As Van Wyk points out, the Rand will weaken and drive prices and land values upwards.

“Demand for timber production will grow locally and internationally, especially from the East. Locally, demand will be driven by the informal housing sector,” he says.

He foresees an increase in production of wattle and eucalyptus, and notes the need to procure timber capacity as a priority.

However, Van Wyk believes that there will be a shrinkage of small timber growers, while large farmers continue to grow.

“Bigger will be better,” he says, noting that the number of smaller growers has shrunk from 37 500 to 12 000 over the years, and further shrinkage is inevitable.

The outlook for timber remains good, and one hopes that it receives more attention from government to help it grow. At this point in time, government’s role in all sectors of the local economy have been counter-productive. As Van Wyk notes, the economy acts very quickly to perceptions and, at this point in time, its perceptions of policies are very unfavourable.
Olivier takes the reigns

JJ Olivier will lead Wood-Mizer’s growth in the emerging markets, including Africa, Asia, Brazil and Oceania.

The emerging markets in Africa, Asia, Brazil and Oceania are very important to Wood-Mizer’s future growth. The company has therefore decided to create a co-ordinated and focussed leadership to fully develop its presence in these markets by creating a new position at Wood-Mizer, namely corporate director of emerging markets.

“JJ Olivier is at the helm of Wood-Mizer’s strategy for emerging markets,” says Richard Vivers, president of Wood-Mizer Holdings.

Prowse steps in

Vivers says the primary responsibility is to coordinate and manage our emerging markets sales, marketing and distribution efforts, working through Wood-Mizer’s existing management structures.

Olivier will relinquish his southern African branch management responsibilities to Gavin Prowse managing director of the branch.

James Wong, Asian area manager, will now report directly to Olivier, and all other current communication channels remain the same,” says Vivers.

Meanwhile, Olivier will be directly responsible for the sales and marketing activities in Oceania, working very closely with Jorge Cisneros to maximise market opportunities in this region. For Central and South America, Olivier will perform a support role for the US headquarters, except for Brazil where he will be responsible for all operational, sales and marketing initiatives.

For all areas, Olivier will work closely with Darryl Floyd and Robert Baginski to create the operational support needed from the two manufacturing facilities to ensure the success of this focussed push to consolidate and increase our presence in the emerging markets.

“We are very happy to announce that JJ Oelofse has taken on this role and responsibility starting from June 2016. JJ has a long history with Wood-Mizer starting in 1998 selling WM products with Gearing Moss Supplies in southern Africa. He then ran a very successful sawmilling and furniture/door manufacturing facility in Zambia utilising WM equipment.

In 2011, he became the branch manager of our southern African branch office in Johannesburg and COO of the African region. Since 2011, we have seen our African sales grow very significantly. His hands on knowledge of our products and his excellent experience with managing a widespread distribution network have been the corner stones of the African success. We are now asking JJ to bring his experience to bear on our other emerging markets. JJ will continue to operate from his office in Johannesburg,” says Richard Vivers, president of Wood-Mizer Holdings.
Two key industry players, Tzaneng Group and Arch Wood Protection, have teamed up to introduce a new distribution platform for the Tanalised C wood preservative. This move sees the appointment of Arch Wood as Tzaneng Group’s recognised partner to expand their product offering and satisfy the growing market demand for CCA treated products. Tzaneng Group is headed by Riaan Du Plessis, who has 21 years’ experience in the forestry and timber industry and has an established reputation as one of the leaders in the Sub Saharan utility pole market.

“We identified an opportunity and an increasing demand in the local and export market for Tanalised C wood preservative as some suppliers were changing over to CCA treatment because it is a ‘cleaner’ product, and because the demand for creosote products is currently under pressure in South Africa,” explains Du Plessis. “Another reason for installing the CCA treatment plant was to enable us to service this market without having to make use of other treaters and thereby offer a more cost effective service to our clients.”

A huge drawcard in partnering with Arch was the company’s proven track record and experience in the design and installation of CCA treatment plants. This decision was further coupled with the their ability to provide a service delivery of “everything under one roof” – from the plant design, installation, commission, training, supply of chemical and after sales service.

Du Plessis rates the service it received from Arch Wood as “highly recommended”. “Their knowledge and expertise is of an exceptionally high standard and quality, which has given us tremendous peace of mind and confidence in their product," he adds.

Doug Sayce, general manager of Arch Wood Protection, concludes, “This is the realisation of a project that began last year to meet the growing demand for CCA treated products in the African region. We were happy to form a partnership with Tzaneng Group who recognised our expertise in the most recent designs and requirements for a project of this nature, and we look forward to confidently growing this relationship through our after-sales technical and marketing support service”.

Tanalised C pressure treated wood is treated with the internationally recognised preservative Tanalith C (CCA) and sets itself apart with its global regulatory expertise backing. Its applications are wide ranging and also include roof trusses, thatch roof and lapa poles, walkways and decking, fencing, agricultural and vineyard posts and trellises.

From left to right – Renier van Vuuren, Tzaneng Group production manager; Riaan Du Plessis, Tzaneng Group CEO; Steven Crous, Arch Wood Protection customer accounts manager for Mpumalanga, Swaziland and Limpopo
Drilling down to the specifics

Resistance drilling has proved its worth in identifying defects in trees and structural timber.

Resistance drilling has been used for more than 20 years to determine the presence and location of decay and cavity in trees and construction timber.

The drilling needle has a flat spade type head that is three millimetres (mm) in diameter (1.5 mm in diameter at the needle shaft). While the needle is being drilled into the wood, drilling torque and feed force is measured that is encountered at the flat needle head.

Scientific studies have shown that resistance drilling correlates accurately with wood density. Sound wood has higher resistance (higher amplitude) than decayed wood. Resistance is documented as a graph of changes in amplitude over drilling depth in centimetres.

Silvicultural practices in forestry plantations influence tree quality and productivity parameters such as annual increment and wood basic density. Information about these tree parameters before harvest is important for the wood processing industry.

Due to the high correlation between resistance drilling with wood density, rapid assessment of average wood basic density on the standing tree is a sound indicator of pulp yield. The correlation of resistance drilling and wood density has been a focus point for various independent scientific publications.

Tree ring information and annual increment can be best determined on conifer trees as earlywood and latewood. This is considering that the tree ring density variation varies significantly when the drilling needle penetrates it at a rectangular angle.

In natural forests where focus is placed on sawn wood production, resistance drilling can be used before harvesting to determine if tree has decay or cavities.

Urban environments
Trees weakened by internal decay or cavities can break or fall and cause physical injuries or material...
damage. The regular inspection of urban trees for defects is important to guarantee safety. Resistance drilling is used in combination with visual tree inspection to determine the remaining intact wall thickness of the tree. Resistance drilling gives information about the stage of decay, its localisation and the compartmentalisation of the tree against the fungus. It is a good compromise between local information about wood condition and minimal damage to the tree.

The lifetime of a utility pole depends on several factors, including individual wood and impregnation quality, as well as site conditions. Stability information about the utility pole is important to maintain operational safety. Inspectors need to take heed against breakage when climbing the pole. Resistance drilling is very suited to determining decay on wooden utility poles. This is especially when decay is located just below ground level which is the most frequent location for decay. A software program called WoodInspector is used in combination with the drilling device IML-RESI PD to automatically analyse the condition of the pole after measurement, providing information about remaining intact wall thickness and percentage of decay.

Due to its exposure to the elements, bridges are susceptible to decay if not properly treated or designed with inferior wood protection. Continuous inspections of timber structures ensure the early identification of compromised timber to improve safety. High capacity and sensitivity of the drilling devices make it possible to drill into glued laminated timber, as well as extreme hard tropical wood types.

Resistance drilling is suited to identifying decay in trees and construction timber. Mobility, high capacity and feed speed of resistance drilling devices make it attractive for various applications.

Soft timber as well as extreme hard tropical timber can be drilled and decay identified and documented. Resistance profiles are stored electronically and analysed, and electronic data sent to a computer for analysis.
WoodEx for Africa: Woodworking industry alive and well

The fourth edition of the timber trade exhibition WoodEX for Africa, held recently at Gallagher Convention Centre in Midrand, was well supported by exhibitors and visitors, and feedback in general has been very positive.

Stephan Jooste, Director of WoodEX for Africa, says the challenging economic environment impacted WoodEX resulting in a slightly smaller, but more intimate event compared to previous years.

Feedback from exhibitors. However, indicate that WoodEX fulfilled all their expectations and that they were particularly satisfied with the quality of visitors, networking opportunities and the leads sourced at the event.

"WoodEX has become a valuable marketing platform for the South African timber trade and very valuable for the woodworking industry," says Jooste. "The increasing awareness of wood locally makes this event hugely relevant as a platform to showcase what wood has to offer.

"During the past few weeks we received an unprecedented number of enquiries from companies who had a presence at
WoodEX 2016 - either as visitors or exhibitors - and who would like to participate in the next event.*

Various ideas have been received and are being considered to grow WoodEX for Africa, such as incorporating new shows like a Decking, Roof & Timber Construction Expo and a Builders and Contractors Expo (Lodge Builders Expo).

The event will also be expanded to incorporate more hand and power tools and fittings and fixings, and opportunities will be explored to focus more on cost effective 3D printing, lazer cutting and CNC machines.

Business opportunities will also be incorporated for small and medium businesses interested in supplying machines for manufacturing timber and related products.

“We are very grateful for the support from our industry and media partners, our exhibitors and visitors. It is with this support that we have been able to position WoodEX as a very important event on the African timber industry calendar. The future of WoodEX most certainly looks bright,” concludes Jooste.

To stay up-to-date with the latest news on WoodEX for Africa visit www.woodexforafrica.com.

A word from WoodEX for Africa 2016 Exhibitors and Visitors

“We were looking for quality partners and we have been impressed with the number of quality leads and new relationships built up at WoodEX. We are looking forward to participating in the next event.” - Tomáš Kalcovský, Pilous Czech Republic (Czechia) - Forestry Exhibitor

“Business wise the first day went incredibly well for us and the rest of the event was a bonus” - Greg Wood, WoodTech

“We had a lot of interest for our products. Good leads and hopefully good clients. WoodEX has always been very successful for us.” - Milica Jovanic, Rubio Monocoat SA (Local agent of American Hardwoods)

“Good quality visitors with potential” - Nico Prinsloo, Nukor

“Quality people all here for business – serious buyers knowing what they are looking for – exactly the market we need” - Layla Robinson - Peterson Sawmills, Supplier to Harris Sawmilling

“Lots of guys doing research – the right type of prospect” - Alistier Ryan, Wood-Mizer

“Good quality visitors” - Melissa Huang, CNC Professional Machinery

“We enjoyed the show and got quality leads - solid prospects” - Vanetta, Uni-Cam

“Plenty of good solid prospects to sweeten our 50th Anniversary” - Cornelis Rostoll, Geerlings

“Attending the 4th event as a visitor I had discussions with most of the machinery and associated exhibitors this year - spirits were high and I got the impression that this is the best WoodEX to date.

I believe that this show is of great value to the South African woodworking industry and it is highly likely we will be at the next event as an exhibitor.” - Cobus JJ Viljoen, Marketing and Sales, GFP Machines

“Although we participate in exhibitions like Decorex, we always exhibit at WoodEX as the expo and the networking there have had a very positive influence in our company’s growth over the last few years” - Nici Combrinck, Director Forest Flooring
“Good quality visitors” - Joshua Zhao, Engrave Cut

“We enjoyed the event and are keen to exhibit at the next WoodEX”, Pieter Roos, Roos Woodworking Machinery

“There was a lot of quality visitors and they liked our solution approach” - Wynand du Plessis, New Century Sawmilling

“We are pleased we came and did business with qualified visitors. We look forward to exhibiting again” - Erwin Franzen, Holtec

“We are very happy with this event. We made good use of this networking opportunity and have a lot of business to follow up with retail organisations” - Francois Coetzee, P and S Timber and Iron

“Good quantity and quality leads and the live demos at the expo have resulted in much business to follow up on after the event” - Ryno Hattingh, Compusoft

“We have discovered a whole new market and had good quality prospects from large and smaller manufacturers and businesses as well. We are excited regarding future participation at WoodEX” - Schalk Hugh, Elite Wood Turners

“The goody bags brought us many good visitors, our VIP’s invited came and we are happy with the prospective business generated from larger and many up and coming smaller business visitors to WoodEX.

from both South Africa and Africa” - Lynn van Rensburg, Pearlman Veneers

“Our marketing provided good results with the VIP’s invited and many quality visitors keeping us busy at our stand” - Jaco Wright, Upper Edge

“There were plenty of good prospects both large and small. Next time round we will consider more machinery on our stand” - Colin, Allwood

“We had a decent amount of good quality leads to follow up”, Pieter Steenberg, CMC Machinery

“We got to see many new faces in our target market, who we have not yet had the opportunity to meet” - John Wanlis, Woodglass Coatings

“We had good percentage of prospects in our target market” - Rose Wang, Ruijie Machinery
Norwood shines at WoodEX

Norwood presented a wide range of their sawmilling and forestry equipment at the recent WoodEX for Africa show, held at the Gallagher Estate in Midrand.

Norwood, one of the biggest sawmill companies in the world and founded over 20 years ago, has been making waves in the local sawmilling industry since its inception in South Africa in 2013.

The company attracted significant attention both at WoodEx and at the Austro Show, which ran concurrently. The company, represented in South Africa by Austro, showed off their range of portable sawmills, with a number of demonstrations throughout both shows.

In addition, they also showed off their range of consumables, blades and blade sharpeners. According to Austro machines Salesman, Dawie Senekal, the Norwood range was quite the hit at WoodEx for Africa. “We’ve had a lot of interest especially from potential clients from other countries in Africa.

According to Senekal, Austro plans to significantly expand the presence of the Norwood range of portable saw milling machines into Africa, while at the same time continuing to grow the brand locally, where it is already very popular.

“We already have a significant presence in a number of countries, with machines running in Zambia, Botswana,
Zimbabwe, the DRC, Namibia and Tanzania, to name a few. We do, however, see a lot of potential for further growth in this market.”

According to Senekal the most popular Norwood products at the show was the LumberPro HD36 portable sawmill, a portable and affordable mill. The HD36, with the capacity to saw logs up to 90cm in diameter, was designed with the rigidity and strength to handle commercial sawing, while being easy enough to operate that first-time sawyers would be able to handle it.

The HD36 can be configured either manually or hydraulically, or with a combination of both, making it a top product in its class as far as versatility goes.
Harris Sawing Equipment cc exhibited at Woodex for Africa for the first time in 2016. Their stand, located in the outdoor section, was a hive of activity for all three days of the show.

Many of the visitors to the show had never seen blades of the size they had on display, and of course, it had been years since anyone had seen a Peterson Portable Sawmill in operation.

Over the three days of the show they cut more timber than anyone else, ranging from 10mm by 10mm planks to a massive 1,200mm wide, 75mm thick slab.

Chris Browne and Layla Robinson from Peterson HQ in New Zealand were on hand to show off the truly remarkable features of the latest range of Peterson machines.

"While the show was smaller than previous years and had fewer visitors this year, the quality of visitors to our stand was outstanding," says Michael Harris. "There was hardly a moment when we weren’t either cutting or discussing blades and machines with potential customers."

According to Harris, there were a number of questions asked by visitors to their stand, including whether or not the saw blades used and displayed on the stand were imported.

"This was asked frequently of the blades we had on display at the show, which ranged from a 300mm diameter up to a 1200mm diameter blade," says Harris. "And no, all blades are manufactured locally by Harris Sawing Equipment cc, from imported European raw materials.

"Even Alan Zwickel from Bestar Steel in Germany was impressed with our blade tolerances and heat treatment capabilities, and he has been to most of the blade manufacturers around the world."

Questions on the Peterson machines included why they use circular blades instead of bandsaw blades. "Circular blades require less maintenance, are more durable and always cut true," says Harris. "A bandsaw blade cannot withstand imperfections in the log as well as Peterson’s circular blades do. A Peterson blade can also be sharpened on the mill in just a few minutes."

"Peterson Portable Sawmills were the original designers of swingblade mills. Our current closest competitor used to distribute Peterson mills in Australia until they started manufacturing their own."

According to Harris, there are many features of a Peterson mill that make it a cut above the rest, saying that the obvious feature would be the quality of manufacture.

“Our mills are manufactured using stainless steel and aluminium, which make them durable, lightweight and long lasting. The only plastic you’ll find on our mills is the front sawdust deflector."

“We advertise that the Winch Production Frame (WPF) can cut 3 to 8 cubes in an eight hour day. However, variables come into play where you can get more or less, for instance log size, cut size, operator experience, wood species etc."

As an example, Harris notes that the main operator at Peterson’s HQ in New Zealand has recorded cutting 14 cubes of sawn timber is a day.

Another frequently asked question was how often the circular blades need to be sharpened. According to Harris, this depends on some variables, including how clean or dirty your logs are.

" We recommend sharpening the blade approximately every cube, giving the blade a quick touch up with the sharpener we provide. After all it only takes a few minutes."

The standard Peterson 8 inch WPF can cut a 1,8m diameter log. This is easily achieved with the Clip-on-Slabber attachment which is an optional extra. The circular blade is removed from the mill and the slabber bolted on. It can cut a slab of 1,5m wide in the standard configuration.

"We are finding many of our customers recently purchasing a slabber (and planer blade) with their sawmills as slabs are becoming a more sought after and high value item,” says Harris.

The Peterson mills boast with impressive capacity, with the six-inch mill able to cut logs up to 102x305mm, while the eight-inch mill can handle up to 203x406mm, and the 10-inch mill can cut logs up to 254x508mm.

"On the standard WPF, you can cut logs up to a maximum length of 6m, however with optional track extensions you can cut an unlimited length,” says Harris.

"By using the Peterson planer blade, which is an optional extra, you can get a smooth finish, saving hours of sanding."

Harris Sawing Equipment was officially started in 1979, however under R R Harris and R R Harris and sons the company can date its first operations in Johannesburg back to 1934.
TAYLORED FOR REAL MILLING

DOUBLE your cut
DOUBLE your profit

JUNIOR PETERSON
- A serious mill for a part-time sawyer

WINCH PRODUCTION FRAME
- Portability meets versatility, a contractor’s mill

ALL TERRAIN SAWMILL
- A mill for tough conditions

DEDICATED WIDE SLABBER
- Fill niche markets with beautiful live edge slabs

AUTOMATED SWINGBLADE MILL
- Commercial production for less effort

We've got the superior product that's as efficient as it is robust, and after-sales assistance that's more of a friendship than a service."

- Karris Browne
CEO Peterson Portable Sawmills

Sawblades & Sawmilling Equipment

HARRIS SAWING EQUIPMENT
011 496 1334
www.harrissawing.com

Official Peterson Sawmilling Agents

Sawmills with the TOUGHEST sawblades for the ROUGHEST conditions

Original design | Quality products | High performance
www.petersonsawmills.com 011 496-1334 peterson@harrissawing.com
Wood-Mizer continues busy Africa expo circuit schedule

Wood-Mizer Africa’s recent showing at WoodEx for Africa continues the sawmilling multi-national’s busy expo schedule in Africa, a series of expo events attended during Q2 of 2016 by the thin-kerf, narrow bandsaw market leader underscoring its expansive growth on the African continent.

Wood-Mizer Africa gave WoodEx for Africa 2016 a tentative thumbs-up after the event’s conclusion in mid-June, the event’s 4th iteration since in its inception in 2012 confirming WoodEx’s relevance as a timber industry focussed event.

Speaking after the show, Wood-Mizer Africa’s Managing Director, Mr Gavin Prowse, said WoodEx delivered measured success for the company with good enquiries resulting from the event.

“WoodEx was pencilled in as an important part of our expo schedule for 2016, the timber specific audience that it draws in tandem with the other events that we are scheduled to attend in 2016 allowing us to reach a broad segment of our local and African market,” Mr Prowse said.

“The event allowed us to underscore the tried and tested tech that our customers across Africa are familiar with, while it also provided scope to elaborate on the key new product launches from Wood-Mizer during 2016,” he continued.

Of particular importance was Wood-Mizer’s new LX Series sawmill range that was introduced to Africa in Q1 of 2016. The LX100 is the first model in the new LX sawmill line-up that is now available in Africa, the range incorporating a completely redesigned configuration that allows for heavy and continuous sawmilling use and features many innovations in strength, efficiency, ease of use, and operator visibility.

Another important range innovation from Wood-Mizer is the company’s recently launched Tooling range.

Already known for its sector-leading thin-kerf, narrow bandsaw blade range, Wood-Mizer’s proven performance in the tooling sector has now inspired a next round of innovation with the release of Wood-Mizer’s tooling range.

The range consisting of circular, frame and wideband blades together with planer and profiling knives is firmly rooted in Wood-Mizer’s assured tradition of manufacturing and cutting excellence.

“Timber processing professionals can now source all their tooling requirements directly from Wood-Mizer, the company’s wide dealer footprint across Africa giving access to a comprehensive tooling inventory further supported by vested after sale service, maintenance and training,” Mr Prowse continued.

Expo circuit also includes agricultural sector

The annual National Maize Producers Organisation or Nampo Show that this year took place between 17-20 May in Bothaville in South Africa’s Free State Province, also saw Wood-Mizer featuring prominently at the event.

Showcasing its wares to the agricultural sector, Wood-Mizer challenged farmers to utilise timber resources on farms better. “We wanted to underscore the need for farmers to think differently about timber on established and new farms,” Mr Prowse said.

Most established farms contain woodlots that can be processed into ready made products or sawn timber for use on the farms or in retail. Newly developed farmland with...
Wood-Mizer’s stand at WoodEx for Africa 2016

The launch event of Wood-Mizer’s Kinshasa Branch saw the company’s new dealer partner in Kinshasa taking over from erstwhile Ka-Sel Woods who formerly oversaw the branch.

Wood-Mizer’s inaugural attendance of Nampo saw farmers from across Africa visiting the company’s stand to consult on how to unlock further opportunities in the continent’s fast developing Agri-Sawmilling and Forestry sectors.

DRC Launch Events

Wood-Mizer’s already expansive activities in the Democratic Republic of the Congo received a further boost with the launch event of the company’s re-invigorated Kinshasa branch. Partnering with ConneX Forestry, who will now serve as Wood-Mizer’s dealer in the Kinshasa region, Wood-Mizer is confident that its partnership with ConneX will extrapolate sales in the region and the DRC even further,” Wood-Mizer Africa’s Francophone Area Manager, Mr Fred Kapenda said. The recent launch also of Wood-Mizer’s branch in the DRC’s mineral rich Haut Lomami and Lualaba Provinces (formerly Katanga), which also serves as the country’s second most important timber processing hub, is set to add even further impetus to Wood-Mizer outreach in the country. The launch event saw Wood-Mizer’s official representative in Katanga officially opening its doors to sawmillers in Lubumbashi and nearby Kolwezi.

“Our growing dealership network in the DRC now allows us to deepen our footprint in the country even further with sawmillers already benefitting from our broadened new machine showroom network, improved after sales service, maintenance and training in the DRC,” Mr Kapenda added.

Wood-Mizer’s stand at WoodEx for Africa 2016

The launch event of Wood-Mizer’s branch in the DRC’s second largest timber processing hub located in the Haut Lomami and Lualaba Provinces will broaden the company’s reach in the DRC.

landcleared timber resulting from there can also be turned into valuable sawn timber that can add to the profitability of farms.

Wood-Mizer’s launch event of WoodEx for Africa 2016 The launch event of Wood-Mizer’s branch in the DRC’s second largest timber processing hub located in the Haut Lomami and Lualaba Provinces will broaden the company’s reach in the DRC.
Nukor out in full force at WoodEX

Sawmilling and forestry machinery supplier Nukor was out in full force during the WoodEX for Africa show, held recently at Gallagher Estate in Midrand, showing off their range of portable sawmilling equipment, which included sawing equipment, chippers, log splitters and log processing equipment.

According to Nukor representative, Marcel Joubert, Nukor, and their extensive range of machines and consumables, were very well received by showgoers, with a lot of interest shown in their portable, as well as remanufacturing equipment. “There was also a lot of interest in our range of chippers,” says Joubert.

“We tried to show as wide a range as possible to showcase our products to both our local as well as African visitors.”

Joubert says that despite tough economic conditions all round, the sawmilling industry seems to be going strong. “We strive to service our customers with strong back-up to all our products. Each request is unique and we have a full range of products to suit each of these needs and we’ll handle them as they come.

“We aim to always make the highest and most substantial improvements to our customer’s performance by providing the highest quality sawmill, forestry, and remanufacturing equipment, the most exceptional expert service, training and advice, and the shortest lead times, concludes Joubert.
MOBILE SOLUTIONS
CIRCULAR SAWS

THE WORLDS #1 LUCAS MILL
SELLING PORTABLE SWING-BLADE SAWMILL

LUCAS MILL CIRCULAR SWINGBLADE

TECHNICAL SPECIFICATION

| MODEL 8-18 | 18 HP MANUAL/ELECTRIC START, V-twin, petrol |
| 169 mm | 339 mm |
| MODEL 8-30 | 30 HP ELECTRIC START V-twin petrol |
| 215 mm | 430 mm |
| 1 kW - 3 PHASE ELECTRIC |
| MODEL 10-30 | 30 HP ELECTRIC START V-twin petrol |
| 254 mm | 508 mm |
| 1 kW - 3 PHASE ELECTRIC |

NUKOR C 200

Our experience, your advantage

Website: www.nukor.co.za  Email: info@nukor.co.za
Head office: Johannesburg
+27 11 610 2000  +27 11 619 2620
Nelspruit
+27 13 758 1261  +27 13 758 1264
While others shy away from current market conditions, PG Bison reasserts its commitment to the country, writes David Poggiolini.

“We focus on opportunity”

While challenging economic conditions have seen many private sector companies pull the handbrake on investing in the country, PG Bison is sending a completely different message to the market.

The company’s massive investments into its South African manufacturing operations reflect a much more optimistic view, countering much of the negative sentiment in the market.

This has much to do with the outlook of chief executive officer, Gerhard Victor, and his team of executives who are a taking a much longer-term view of depressed worldwide economies. Victor has been with PG Bison for more than 20 years and notes that investing now will ensure that the company is well positioned for the upturn.

“I have been through many cycles during my long stay with PG Bison, and it has always been our strategy to undertake capital intensive projects when the economies are down, so as to ensure that we are well prepared when they recover – and they always do,” Victor tells Wood Southern Africa & Timber Times in an exclusive interview.

This approach is best demonstrated by the company’s sizeable investment in its Ugie operation which, as he points out, was undertaken in extremely difficult operating conditions, and commissioned in the worldwide economic collapse in 2008.

However, as Victor notes, the long lead-times involved in executing and delivering these projects – up to three years – calls for thorough due diligence of their viability by the PG Bison executive team, before even presenting them to its shareholder.

However, KAP Industrial has always backed PG Bison’s decisions, and demonstrated its commitment to the country through its willingness to invest in these projects.

“We are very fortunate to have this investor, providing us with the significant means to embark on these very capital intensive projects. At the end of the day, we have to be absolutely convinced ourselves that we are going to create shareholder value and this is exactly what we have managed to do with every project that we have embarked on,” he says.

Victor believes that it is the approach that is taken by companies during economic downturns that ensure their survival. PG Bison’s has always been on how to turn challenges into opportunity, while focusing on bettering its service offering to the customer.

This is complemented by a hands-on management approach that also entails tighter control over expenditures, and keeping a close watch on cash-flow.

He sees these very same approaches being adopted by the smaller businesses in the cut-and-edge industry, a significant consumer of PG Bison’s comprehensive board offering.

“Yes, the larger furniture manufacturers are under significant pressure, but it is those smaller owner operator businesses in the country that are still operating at a significant rate, turning challenges into opportunities. I believe that this is very good for the larger South African economy, considering that it is these companies that are creating much-needed jobs,” says Victor.

Georg Poggiolini
Opportunity knocks

A sound example of this approach of finding opportunity in challenging market conditions is PG Bison’s investment into a high-tech production high-gloss finishing production line at its Boksburg plant. Read more about this investment on p... in this edition of Wood Southern Africa & Timber Times.

This state-of-the-art facility will enable PG Bison to introduce locally produced high-end product to the South African market at a very affordable price.

Victor says the response from the market to this offering has been “fantastic”, and he anticipates that the company will displace importers of high gloss finished products.

Based on the company’s market research, he expects the growth in demand for high-gloss finished products to continue unabated for the next five to 10 years, placing PG Bison in a very strategic position.

However, it is not only South Africa that has taken to this trend. He says that there is immense opportunity to export this product elsewhere on the continent.

The fast-growing East African region promises significant potential for PG Bison high-gloss finished board products. Strategically, the company is already in a joint venture (JV) with a local company in Kenya, and the partnership intends driving the uptake of these offerings in the region.

“We are doing very well with our JV there, and we foresee significant growth in East Africa. Acting in our favour, is the rapid growth of the middle class and noticeable urbanisation patterns,” says Victor.

Full circle

Such is the potential of this region of the continent that PG Bison’s executive team is planning its next round of expansions to take place there. This could include establishing a production plant in Kenya to complement its existing value-adding operations in Nairobi that source raw materials from South Africa.

As Victor points out, this follows a period of ongoing heavy investments into its operations in South African since Ugie was commissioned.

This includes the installation of three continuous press technologies to boost medium-density fibre board production, with the third to be commissioned at the company’s Piet Retief operation in January 2017.

These are complemented by three short cycle production lines for melamine face board production. And, the Piet Retief operation’s short-cycle press will commence operations in June 2017. Meanwhile, it is the only company in Africa to own a postforming line that produces P34 worktops with a very tight radius of three millimetres. They are enhanced by the lifeseal strip applied to their underside.

Victor says that these investments will be bolstered by additional capacity at the company’s Boksburg plant that are geared at increasing service levels to the market.

Not to be forgotten, however, is PG Bison’s investment into its sawmilling operations.

Last year saw the company place the spotlight on its Southern Cape business, and he is extremely impressed with the results achieved, to date.

“The turnaround strategy implemented at the operation was a resounding success, and I can confidently say that it is now in a very good shape for growth,” he says.

The favourable position the operation is now in will be bolstered with the introduction of a new Opticut system that will help the mill increase its yield and reduce wastage significantly.

Meanwhile, the operation’s pole business is also receiving the latest rounding equipment that is able to produce a product with a very tight tolerance cylinder that is mainly for the export market. Mauritius and Ireland, for example, are just two of the markets that are significant consumers of these products from the PG Bison stable.

The last leg of the business, namely Woodchem, is also receiving its share of attention. It received two melamine paper lines that were commissioned in January, enhancing PG Bison’s backward integration strategy – a significant competitive edge for the company, especially in tight economic conditions.

“This allows us to give our customers the best possible price for our products. There are no ‘add-ons’ and third parties that drive up the end cost of the product,” says Victor.

There is still much in the pipeline. Should market forces dictate, PG Bison and its shareholder, may decide to press the button and initiate the second phase expansion at Piet Retief that will focus on the back-end of the operation, providing the flexibility it needs to better its service to its customers.

Meanwhile, he reassures that while the intense investment cycle may be coming to an end for now, continuous improvements at its operations in South Africa will always remain on the agenda.

For now, however, this juggernaut keeps its eyes on other growth regions on the continent. Should volumes grow to the point that it becomes viable, it is not unlikely that they will receive their own production plants in the future. Watch this space!
World-class high-gloss made in SA

South Africa is home to one of five six-foot-wide high-gloss lines in the world, writes David Poggiolini.

A R60-million investment by PG Bison now sees it own a six-foot-wide high gloss production line. This is one of five such lines in the world and will play an important role in helping the South Africa board product producer reach a sizeable share of the high-gloss market in the country, and across its borders.

“This is the best technology available in the international market, at present, and positions us at the forefront of the high-gloss board production industry on the continent, and will see us replace many of the imported products with a locally manufactured high-gloss board,” says Brand Engelbrecht, executive for panel manufacture of PG Bison.

Engelbrecht has played a leading role in seeing this new project to fruition, since it was conceptualised at least four years ago.

On this project, we see PG Bison collaborate with leading players in the field, namely Kleiberit and Barberan, who hold a dual patent on the polyurethane (PUR) hot coating system.

As Engelbrecht explains, the production line features the best PUR application technology available on the market.

It does not only provide the necessary depth offered by a high quality super-gloss finished product, but allows for an excellent priming effect for its customers.

“We will be able to produce boards with a machining and edging capability that is impossible with conventional lacquering systems. This means that it is less prone to chipping and machines better than chipboard,” he says.

PG Bison has been working closely with leading woodworking machinery supplier, Austro, to communicate the benefits of the product to the South African woodworking fraternity.

Engelbrecht says that the response from the market has been very favourable.

“The market is extremely excited about the offering. Just as importantly, the technology allows us to provide a premium quality board product at an affordable price, a significant advantage for our smaller local cut-and-edge customers who intend entering this market, and are put off by the higher cost of imported materials,” he says.

It also allows the company the flexibility to respond quickly to new fashionable derivatives, including colours and applications.

He says that the trend has only just started in South Africa and that company expects it to continue uninterrupted for the next five to 10 years, hence the intense upfront capital investment made by PG Bison.

Years in the making

The production line has been years in the making with PG Bison management first identifying the most suitable technology to respond to this global trend. The company worked closely with Wood Finish Management,
You wouldn’t expect something so beautiful to be so tough.

MelaWood SupaGloss™ is the latest design and colour trend brought to you by PG Bison, the trusted name in decorative panels for kitchens, furniture and shop fittings.

AVAILABLE FROM JULY 2016

CUSTOMER SERVICE CENTRE — 0860 579 196
JOHANNESBURG — 011 897 5200
CAPE TOWN — 021 505 8900
DURBAN — 031 579 6300
EXPORTS — 011 897 5200
World-class high-gloss made in SA

which is the local representative of the various original equipment manufacturers (OEMs) making up the line.

“We spent a lot of time researching available technologies on the market with the objective of ensuring that we were able to produce the best high-gloss finish board product. This took a long time, but we now have the best available technology on the market,” says Engelbrecht.

Wood Southern Africa & Timber Times was invited to witness the first board produced by PG Bison at its Boksburg facility last month.

The various components of the line started arriving at PG Bison’s flagship plant in April this year and the line was commissioned in June.

Engelbrecht explains that the process starts with the Anthon system which automatically handles the placement of melamine boards on the conveyor leading to the Barberan PUR hot-coating production line.

A PUR hot-coat layer is applied onto the board, followed by the application of two separate base coat layers before being sent for ultra violet curing and then to a Heesemann sander. This 19 ton unit sands the surface with four sanding heads, with a 600 grit abrasive on the last head before the final layer is applied.

“The line provides operators with absolute flexibility, allowing them to adjust all functions,” he says.

Importantly, this entire process is contained in an air-tight and regulated environment to avoid any dust and other impurities from entering the process and compromising board production.
“We are the only manufacturer of high-gloss finished product in the country to undertake production in such a highly controlled manner, complementing the stringent quality control procedures in place before the boards are stacked,” says Engelbrecht.

The high-gloss finished products take up to 48 hours to cure and are covered and stacked with intermediary boards between them, before being sent to the market.

Ramp-up
Engelbrecht says that the plant will have a capacity to produce up to a million square metres of high-gloss finished board products a year in one single eight hour shift.

At the time of writing, the company was still in the ramp-up production stages and bedding down the processes with representatives from Kleiberit and Barberan who were also involved in the installation and commissioning of the line.

The team tasked with operating the line were also receiving essential training.

This line will be run by a team comprising eight people, including three operators, two foremen, a laboratory technician and management.

This is just one of number of large investments that PG Bison has undertaken at its plant in the country since the commissioning of its operations in Ugie in 2008. The process encompasses its board manufacturing, sawmilling and alternative surface operations.

Read more about these investments on p30 of this edition of Wood Southern Africa & Timber Times!
In our busy lives, nothing is more valuable than time. The decisive moment is “now”. “Less” is the new more. Interprint features this trend with its ‘Six Pack’: From the wealth of textures, colours and wood types, the Interprint designers selected six trendsetting décors with international success potential for 2016. Unique in the sector is that their recommendations are based on the feedback from two hundred companies of the furniture and derived timber products industries.
during the Interprint Furniture Days 2015.

Authentic, strong in character, experimental. That is how the six favourite décors of the new ‘Six Pack’ present themselves. Striking: The overall picture, texture and colour give much greater distinction to the look and feel than the wood type. An easy change of context, for example through different colouring, is possible at any time.

Eureka: What a discovery! Oak with the potential to become the urban trendsetter.
The natural, authentic character of the décor is deepened by a distinctive porosity and accentuated knots. A real transformation of the new elegance.

Pordoi: As clear as a mountain stream is the grain of this fine Swiss stone pine. Does it smell of forest? The calming aura of the décor is no imagination: Multifaceted play of colour with knots as contrast points.

Altendorf: Heroic epic of a tree. It is really hard-wearing: The cutting blades of a circular saw. Sand-blasted finishing. And finally the rising up like a Phoenix from the ashes as if nothing had happened. Experimental décor art at its best.

Veneto: The high flyer. A marble structure like an aerial view: River arms and mountain ranges. A lively cloud effect of the grey and brown shades in large unobtrusive repeats. It does not have to be the renaissance villa in Florence. It also fits elsewhere.

Ravello: The handsome unknown: Takes any room by storm. Colour and texture remind
you of planks faded by the sun, a change of context dared and won, exotic wood becoming European. People and furniture can only feel comfortable with this décor.

Clark: This maple stands its ground. Robust, independent, mad. Persistent on the way to great success: Definitely ideal on large furniture fronts. A décor that also knows how to put the cuts into the limelight.

With its focused selection of trendy décors, the Interprint design team again provides valuable guidance for the design of a nice home ambience.

That finishing touch

A combination of the correct raw materials and machinery will help South Africa’s cut-and-edge industries participate in the growing international high-gloss trend, writes David Poggiolini.

This month sees PG Bison launch its high-gloss finished products line in South Africa. This new trend is growing and the response from the local cut-and-edge fraternity has been very favourable and addresses the needs of the ever changing market place.

One of the major advantages offered by the investment the South African board producer has made into this line is the high quality of board produced at the company’s new production line at its Boksburg facility in Gauteng.

Just as importantly, however, is that it can be very easily machined, and readers are able to learn more about this development on p34 of this edition of Wood Southern Africa & Timber Times.

However, this still means that the industry needs to be well prepared to reap the full value of the quality of raw material produced by the company.

Austro has joined PG Bison on a campaign to help both large and small manufacturers gear up for this trend which is anticipated to continue in line with international developments.

“Being well prepared will ensure that South African manufacturers who intend entering the market are equipped with the correct edgebanding technology that allows for a quality finishing. Biesse’s Jade 340 is one of many machines available that ticks all of the necessary checkboxes,” he says. This is exactly why we were approached by PG Bison and have collaborated with the company at our own in-house show and Woodex 2016, both of which have seen us place significant credence on the qualities and traits of the raw material and good practices in using it on production lines,” says Trevor Williams, COO of Austro.

Smooth operator

Firstly, Williams notes that the Jade 340 has the premilling equipment needed to ensure a chip free and smooth finish that is essential for a high-gloss edge.

“The pre-milling stages of the board simply cannot be overlooked. This is the first step in the process and is absolutely essential to ensure that the following stages of edging are not compromised.

This occurs after the fence of the machine and where we mill off from the board what the thickness of the edging will be to produce a high quality product,” he says. Equipped with diamond cutters, the pre-milling units have two 3,5 kilowatt (kW) motors and have a milling diameter of 80 millimetres (mm).

A shoe copier keeps the geometry of the board unchanged, and each motor is equipped with a suction system, while a blower on the second copier cleans the panel. The pre-milling unit is equipped with a standard Auto-Set system that does not chip the panels and ensures a more uniform wear on the cutter height.

Less is more

Both ethylene- vinyl-acetate (EVA) and polyurethane (PUR) adhesives can be used. However PUR is considered a better alternative.
PUR is water resistant, and has a non-reversible reaction and a high softening point, but its handling and application is much more complex than EVA which is not water resistant.

"PUR needs to be contained in an air-tight system. I cannot overemphasize the importance of having a very reliable gluing station, so that the adhesive does not set in the glue pot due to its short curing cycle," he says. Some edgebanders can be retrofitted with this technology, or have been built incorporating the system.

Another alternative is to use an open pot system that relies on an adhesive technology jointly developed by Austro and Kleiberit, which is also one of the major international players involved in the patented systems being used at PG Bison’s high-gloss line at its Boksburg facility.

This system can be used on all edgebanders with a removable glue pot, and has an longer curing cycle than conventional adhesives, allowing it to be exposed to air for extended periods. Williams says that it also allows for less adhesive to be used and therefore a thin and clean glue line when the edging is applied by the Jade 340 as well as the water resistant advantages.

**Front, back and top**

Once this has been achieved, the front, top and back trimming and corner rounding have to be undertaken meticulously, says Williams. He says the edgebanders feature a trimming unit with two high frequency motors each producing 0.8 kW @ 12 000 revs per minute, and tilt pneumatically from the NC.

What is more, they feature a Flex system as standard, complemented by their dust-extraction system at the bulkhead. Accuracy is assisted by the system’s slide and linear guides with ball blocks.

Pneumatic tilting of the end unit can be set in two positions and a blocking mechanism is integrated in the system. The end unit can tilt between zero degrees and 15 degrees.

The unit’s Flex system, which comes as standard, allows for easy machining of post-formed panels, eliminating manual lining and therefore resulting in a higher quality of workmanship. Meanwhile, the machine’s tilting trimming unit features two high frequency motors that produce 0.65 kW @ 12 000 rpm.

These motors tilt between zero degrees and 25 degrees, with the entire unit having eight numerical indicators for manual settings. Main movement of the unit is undertaken on round
guides with ball bushings. The machine’s corner rounding unit has two high frequency motors producing 0.65 kW @ 12 000 rpm, and is equipped with conical braze-welded 25 degree cutters or 24 disposable knives and able to handle panels of up to 60 mm thick.

The machining quality is again enhanced by the edgebander’s vertical copier with turning and oscillating discs and pre-copying system. Noticeably, the contact with the copier is far from the machining point. This ensures that the panel makes contact before the tool starts working.

**Finishing touch**

Just as importantly, Williams says that the manufacturer of high-gloss finished products needs to be equipped with a machine that is able to undertake accurate glue and radius scraping, as well as hot air blowing. “Glue and edge scraping, as well as hot air blowing are essential. You cannot cut with any tool as it will leave ripple marks, while glue scraping has to be kept as small as possible to not ruin the finish of the product. Brushing, hot air blowing and edge scraping restore the colours of the edging,” he says.

The Jade 340’s edge scraping system has digital mechanic numerators that can be adjusted effortlessly, and features frontal and vertical copiers with turning discs. It also has a suction system with a chip collection box and blower. The brushing unit has two tilting motors producing outputs starting from 0.37 kW, and they are able to achieve an ideal inclination for the cleaning and polishing of the edge, while being equipped with one two kilowatt hot-air blower with adjustable air temperatures.

It becomes very obvious that armed with great raw material and the correct machinery, there is no reason why South African cut-and-edge producers cannot position themselves as leaders in the high-gloss finished industry.

**HOT AIR BLOWER PH-501**

PG Bison tells Wood Southern Africa & Timber Times all of its high gloss finished board products can be processed by any edgebanding machine.

*It encourages cut-and-edge companies of all sizes to experiment with its high gloss finished offering.*
KLEIBERIT Adhesives –
Solutions for woodworking and furniture production worldwide.

We have local Southern African Agents. For further information please contact us:

KLEBCHEMIE M. G. Becker GmbH & Co. KG
Johannesburg • Durban • Cape Town • Germany • United Kingdom
Phone: 010 500 9165
Email: sales.sfrica@kleiberit.com

www.kleiberit.com
Austro’s in-house show placed significant credence on the high-gloss trend, strategically timed to coincide with the launch of PG Bison’s local offering that is expected to replace many of the local imports of similar material.

Readers can learn more about the massive investment made into this manufacturing capability at the board giant’s flagship operation in Boksburg on p32 of this edition of Wood Southern Africa & Timber Times.

Leading international producer of adhesives and coatings, Kleiberit, has played a major role in the technology used on this production line.

Kleiberit, together with Barberan, believe this HotCoating to be the preferential technology for upgrading melamine boards to a super piano finish high gloss.

As a specialist, Kleiberit is also collaborating with leading Original Equipment Manufacturers of edge banding equipment to help participants in the cut-and-edge fraternity reap all of the benefits from this new board material.

Kleiberit’s Bradly Larkan is extremely excited about the uptake of high-gloss finished products in South Africa and equally enthused about local woodworkers’ response to PG Bison’s high-gloss product offering.

Larkan tells Wood Southern Africa & Timber Times that Kleiberit has ploughed extensive resources into ensuring that woodworkers are able to apply a perfect edge to this quality high gloss board. “Our collaboration with leading OEMs of edge banding equipment results in finished panels having an invisible glue line,” he says.

He also highlights the fact that a good quality edge is achievable on entry level edge banding machines.

“I would agree that some training is required and that knowledge transfer is imperative to ensure that woodworkers match their ability to apply a quality edge on these high-gloss boards, but any astute manufacturer is able to participate in the trend. Kleiberit has proved time and again that all serious cut-and-edge producers can position themselves for growth offered by the demand high-gloss finished products bring to the market,” says Larkan.

Pot shot

Kleiberit /Germany, a leading producer of adhesives and coatings smooths the path for high-gloss board producer PG Bison and those converters who turn the board into premium kitchen/bedroom doors and furniture, writes David Poggiolini.
Of Biesse and Austro

Both at Austro’s show and Woodex, visitors were given the opportunity to learn more about Kleiberit’s close collaboration with Italian OEM, Biesse, as well as its South African agent in the field.

Here, the spotlight was on the Jade 340, a smaller edge bander in the Biesse range and one that is commonly in use in the South African market. This entry level edge bander provides the necessary capability to apply a quality edge to the board.

The machine gives smaller players the opportunity to compete in the market and grow their production volumes and eventually scale-up as demand for their product grows. It can be equipped with a cartridge system that has been designed to work with polyurethane (PUR) adhesives in a conventional glue pot.

Due to the nature of PUR it allows for lower coating weights to be used and therefore resulting in a thin and clean glue line when the edging is applied by the Jade 340, adds Trevor Williams, Austro’s COO.

Austro has also been at the forefront of helping its customers enter this market, and readers are able to learn more about other essential features offered by the machine on p40 that help ensure a quality finished panel.

From pre-heater to edging

Larkan explains that the entire system comprises a pre-heater, cartridge, application gun and cleaner.

The cartridge containing PUR is placed into the pre-heater which melts the PUR to a liquid form. The cartridge is then placed into a hand dispenser and the liquid PUR dispensed into the hot-melt glue pot of the edge bander.

Excess glue inside the cartridge is sealed with Kleiberit grease to prevent moisture ingress so that it can be used at a later stage.

He says the edge banding glue pot and roller temperatures are set as required for the PUR hot melt, and the machine runs conventionally. The target coating weight for medium-density fibre board is between 100g/m² and 120g/m².

At the end of the shift, the glue pot and roller applicator is removed and placed into a dry environment. Ideally, this would be a tank with a nitrogen blanket or dry air, allowing the adhesive to be used a later stage, such as overnight or after weekends.

When starting a new shift, the glue pot and roller are transferred back onto the edge bander and production commences once it has reached the necessary operating temperature.

Larkan says that both un-filled ethylene vinyl-acetate (EVA) and PUR are suited to high gloss finishing in the South African market. However, he believes that the Kleiberit 707 range of PUR hot melts provides woodworkers access to high-tech adhesives that are thermoset, cross-linked and water proof, allowing the finished panel to operate in extreme conditions like kitchens and bathrooms. This is opposed to an EVA’s thermoplastic characteristic and its limited performance in damp hot conditions.

It is encouraging to learn from Austro representatives in the field that South African woodworkers are embracing the system as they position themselves in a market that is set to continue growing for the next 10 years or more.
The NC controlled beam saw series contains technology solutions that make it suitable for both small and medium-sized companies.
The Jade 340, an automatic single-sided edgebanding machine designed for artisan craftsmen who want to improve and automate production.

The Skipper 100 boring and inserting machine is the ideal solution for cabinetmakers.
Industry 4.0 for everyone

Biesse and Austro are on a drive to introduce all woodworkers to intelligent technologies in this digital era.

By David Poggiolini.

South African woodworkers are embracing sophisticated technologies as Austro and its multi-national principal, Biesse, introduce them to the fourth industrial revolution.

Frederico Broccoli, wood division director and sales subsidiary division director of Biesse, believes that South Africa is one of the world markets that are best suited to adopting the principles enshrined in Industry 4.0.

“South African cut-and-edge specialists are grappling with increasing labour costs, as well as inputs, such as materials and electricity.

More than ever, they need intelligent machines to help them lower total manufacturing costs and improve production. Just as importantly, South Africa is home to high quality manufacturers that understand the importance of using premium sophisticated equipment,” says Broccoli.

Both Biesse and Austro have embarked on a drive to educate large-, medium- and small-scale operations on the benefits of using these “intelligent” machines that communicate vital information to improve business performance.

As Broccoli explains, Industry 4.0 transcends current diagnostics that only communicate what is wrong with the machine. These new machines are much more proactive and feed operators important data, such as the energy consumption levels of the spindle.

“Excessive energy use on the spindle, alone, can reveal very important information on the health of the machine. This allows the operator to take the necessary corrective action long in advance, avoiding critical failure of the machine and costly downtime,” he says.

Industry 4.0 also sets the scene for the development of automated technologies that exceed the high production rates of existing machines on the market.

The edgebanders of the foreseeable future, for example, will be able to accommodate a changeover in edging in as little as a second, while every piece of machinery preceding it and after it is integrated in a seamless production process.

The entire production line will not only communicate technical information that can be used for pro-active maintenance strategies, but also to improve productivity levels.

“Business owners will be able to determine whether or not their operators are performing according to expectation. They will be able to better plan and respond much faster to market demands by having a thorough understanding of every component on the production line,” says Broccoli.

A global giant

It is this forward thinking that has ensured Biesse retains its leading position in the global woodworking equipment market.

He tells Wood Southern Africa & Timber Times that the OEM has enjoyed rapid growth over the past three years.

“In 2013, we grew organically by as much as 20%, and this was followed by an additional 20% in 2014 and 10% in 2015. Well into 2016, we have already recorded a 10% growth rate, pointing to a very good year of business for the group in 2017, and this is a sound indicator to us that our strategies are definitely working,” says Broccoli.

There are a number of drivers behind this impressive performance of the OEM.

Strategically, Biesse bolstered its global footprint by opening additional subsidiaries to be situated closer to its markets. All of these companies were staffed with an additional 200 people, while the OEM invested significantly into its distribution channels.
However, one of the biggest reasons for Biesse’s growth was its rapid move to ensure it was able to provide the correct technology to specific markets.

“Biesse understood the implications of globalisation much earlier than its closest competitors, and the urgent need to position its factories in such a way that it was able to respond to the uniquely different requirements of its many different international markets,” he says.

This is reflected by the fact that the lion’s share of the group’s employees is located outside of Italy.

Some of them work in China and India, both of which manufacture for Biesse’s Tier 3 and 4 markets and, more recently, the OEM opened a factory in Turkey to accelerate its ability to service these customers.

These factories are managed by Biesse and manufacture entry-level machines for less sophisticated woodworkers who were previously unable to afford the company’s solutions.

“This was a very strategic move allowing us to grow our market share significantly. While our Tier 1 and 2 plants respond to the needs of the sophisticated markets, such as Italy, we are also able to supply entry-level machines that are affordable to select areas,” says Broccoli.

He notes that both technologies only differ in price and certainly not quality, and reflects Biesse’s commitment of “Industry 4.0 for everyone”.

The same approach implemented in South Africa has been adopted by Biesse and its distribution partners in other countries.

Focus is first placed on introducing the large woodworker to these flexible machines with their integrated software, and then Biesse and its agents work their way down to the smaller private operators.

Importantly, research and development (R&D), as well as the capacity to constantly innovate are another pillar supporting the OEM’s growth in international markets. As much as 50% of the OEM’s international R&D endeavor is dedicated just to improving the overall performance of the machines.

“The focus is on how we can accelerate productivity and reduce downtime for our customers so that they can be profitable,” says Broccoli.

Austro’s bi-annual in-house show attracted thousands of visitors last month and all them were exposed to Biesse’s intelligent machines that point towards a new era for woodworkers that harnesses the power of the Internet of Things!
Better, faster, smarter

Original equipment manufacturers now have to be smarter and faster to remain competitive in changing markets, writes David Poggiolini.

The uncertainties in global markets mean that original equipment manufacturers (OEM) have had to bolster their research and development (R&D) capabilities to respond quicker to international market trends.

“We are continuously upgrading our R&D capacities to not only retain, but grow our standing in worldwide woodworking machinery markets. Felder is now at the point where as much as 15% of its staff is dedicated to R&D and testing,” Hansjorg Felder, chief executive officer of Felder told Wood Southern Africa & Timber Times during a visit to Austro’s in-house show last month.

This has enabled the OEM to respond swiftly to the exacting demands of its distribution channels. Felder says that these can change from year to year forcing OEMs to constantly innovate and broaden their offerings.

“We are operating in very unique conditions characterised by uncertainty in international markets. The challenge now is to ensure that we seize opportunity swiftly. In many instances, these opportunities are short-lived and, like our dealers and end customers, we have to ensure that we maximise them while they last,” he says.

One of the outcomes of this era that keeps the most astute economists and analysts on their toes is the shorter cycles between launches of new equipment.

In order to compete effectively on the global platform, OEMs are now introducing new technologies every three years to the market, as opposed to every four or five years in more predictable economic circumstances.

South Africa has remained a very important market for Felder Group and, just as importantly, the Felder family.

This is considering that it was Austro’s first principal and remains one of the pillars of this important Felder dealer’s significant penetration of the southern African woodworking machinery market over the years.

Equally important is the fact that South Africa was Felders’ first export market in 1982.

As such, he has kept a close watch on the region and identified very pertinent trends specifically in South Africa.

One of these is the uptake of hi-tech equipment mainly geared at mechanising and automating processes to overcome the increasing costs of labour at a time when business confidence is said to be at its lowest levels since the 1980s.

Despite economic conditions, Felder is extremely optimistic about the market considering the proactive approach he sees adopted by both small and large woodworkers.

“Over the past 10 to 15 years, this market has implemented advanced machinery on their production lines to take control of the many challenges that it faces, and it will continue to do so,” says Felder.

However, he advises that the country’s policymakers need to focus on upskilling the labour force, while developing a strong pool of artisans that can adequately support the growth of the industry.

Interestingly, Austro’s open day coincided with Felder’s 60th anniversary – an important milestone for both companies as they continue to be well prepared to meet the needs of a rapidly changing and challenging market!
Giving SA a cutting edge

A leading cutting tool manufacturer is transferring best practice to users of its equipment. By David Poggiofini.

Leitz is on a drive to transfer best practice to users of its consumables to help them improve the quality of workmanship of their product.

Edmund Mahler, sales manager of Leitz, says that the company is doing this by hosting technical training sessions in all of its international markets with the help of its dealers.

Leitz has already hosted a few of these events in South Africa with its local representative, Austro, and Mahler tells Wood Southern Africa & Timber Times that the company intends hosting many more here in the foreseeable future.

“They focus on best practice in the use of materials, tools and machines. We have seen that our customers are able to achieve so much more with our technology, but sometimes need guidance from the designers and manufacturers of the technology. This is especially the case on computer-numerical controlled (CNC) machines,” says Mahler.

He says that Leitz understands itself as a producing service provider and supports its partners with tools as well as different services, training being one of them. With this strategy Leitz has become a the market leader in Europe and the United States where the company has been recording steady growth over the past few years.

As per Mahler Southern Africa is strategically important to the German company which will continue to invest there for a long time. While planning to extend its market leadership in South Africa in cooperation with Austro, Leitz in the future wants to serve further markets in the region together with its dealer, starting with Namibia and Madagascar in 2016 and 2017.

“We take a long-term approach with all our markets, and have stood by them through upturns and downturns.
SA woodworkers think out the box

South African woodworkers are following international trends and streamlining their packaging processes, writes David Poggioleti.

Enterprising woodworkers are mechanising the final stages of their production lines, saving them money that is rather being ploughed into the heart of their operations. This was just one of the many important trends emerging from this year’s Austro in-house show, where two of the company’s principals showcased their smart packaging solutions.

Both Rudy Nesta, Panotec’s manager for South Africa and the Middle East, and Jose Romero, export area manager of Plasticband, report an uptake of their technologies in the country, and believe that this pattern will continue as labour costs increase against the backdrop of a drastically underperforming economy.

Panotec’s technology is able to make up to 800 cardboard boxes in a single shift assisted by only two operators. This is opposed to some South African operations which Nesta has visited that only average 300 boxes a day at their packaging lines and also employ as many as 13 people in a single shift just to wrap and cut packaging materials. Its “plug-and-play” systems are also saving customers in packaging material costs by eliminating human error and being able to manufacture box sizes that perfectly match their contents.

As Nesta points out, Panotec machines also allow for a significant saving in space on the factory floor.

On top of Leitz’s agenda is aligning the company’s business and its offerings to the fourth industrial revolution, better known as Industry 4.0, which was the main theme of Austro’s in-house show this year.

Industry 4.0 harnesses the Internet of Things to drive the introduction state-of-the-art technologies that enable fully autonomous production lines comprising equipment that are interconnected and share vital information with business owners to take proactive measures to improve productivity.

Both the OEM and its agent believe that South African woodworkers need these solutions which will help them stay ahead in tough economic conditions, while input costs, such as electricity, labour and materials, continue to soar.

Already, Leitz has developed micro-chipped tooling that communicates vital information to the woodworker. However, the next step will entail integrating these with the entire production line, and determining the level of detail of information that needs to be generated and shared with the business owner.

A commercial version of the technology is expected to be available by the end of this year, pointing towards the future, where intelligent cutting tools and machines dominate the factory floor.

The machines manufacture boxes to spec saving time and materials.
“With our technology, there is really no need for storage space considering that packaging activities can be co-ordinated with the production line and undertaken on a just-in-time basis,” he says.

At present, the United States is Panotec’s biggest market where companies such as Amazon are using as many as 50 of its machines for packaging purposes. The Italian original equipment manufacturer’s (OEM’s) most popular unit is the Nextmode 2.5, and Nesta believes that with the help of its local representative, Austro, the company will be able to sell up to 30 machines a year in the South African market starting from 2017.

This strategy relies heavily upon demonstrating the capabilities of its products to the local woodworker. It is already yielding the necessary results with local companies, such as Pat Corning, opting for Panotec’s intelligent packaging solutions.

“Once they see the advantages that our technologies are able to offer the market, they buy them. This is because we offer control over rising input costs, helping them lower the total cost of manufacture,” says Nesta.

That’s a wrap
Spanish OEM Plasticband started co-operating with Austro four years ago and since then it has sold a number of machines into the South African market.

Romero tells Wood Southern Africa & Timber Times that by using the company’s technology, woodworkers are wrapping their products in as little as 20 to 30 seconds using only one operator.

“The biggest advantage offered by its Neleo units is that they automate the entire process, saving the professional woodworker significantly in labour costs. It is a much more cost-effective and efficient way of packaging,” he says.

Rising labour costs are not all that Plasticband is able to address. Its on-and-off foot pedal also makes it very energy efficient, a major advantage considering the rising costs of electricity.

Romero is extremely bullish about the growth potential South Africa offers the company. He believes it could grow into a 30 unit a year market for Plasticband.

Meanwhile, countries such as Germany, buy up to 60 of these machines a year, mirroring the sophistication of their production lines, but South African furniture manufacturers are certainly following suit!
That thin glue line

South Africa consumes significant amounts of hot-melt adhesives from Spain, writes David Poggiolini.

Together with its agent, Austro, Rayt has grown its exports of adhesives to the South African market by between 90 tons (t) to 100 t a year in less than five years.

Austro and the Spanish original equipment manufacturer embarked on their strategy to develop the market for Rayt adhesives in 2011. At that time, only about 40 t of these adhesives were being sold into the market a year.

Lluis Triay, export sales manager of Rayt, says the focus of both companies was on demonstrating the benefits of using a high specification adhesive, while introducing a wider range that appealed to all levels of the South African woodworking market.

The popularity of the hot melt adhesive is its exceptional performance in edgebanding applications.

“it’s a stable product that performs consistently on production lines. the South African cut-and-edge market appreciates the benefits they enjoy from a premium glue. Some of the characteristics of our glue is that it is crystal clear and leaves no glue lines, exactly what our customers’ markets demand,” says Triay.

Such is the importance of the South African market for Rayt that it delivers its adhesives to Austro on a just-in-time basis, ensuring that its agent receives only the freshest batches off its production lines on a monthly basis.

At the same time, the company ensures that it produces adhesives to an exacting standard, reflected by its exceptional 0,1% defect rate on all of the products it produces.

Triay says that the company continues to invest heavily into its research and development (R&D) programmes at it's three laboratories, as well as stringent quality control practices at its three production plants in Barcelona.

The company manufactures about 450 000 t a year of adhesives for the international markets, with the industrial segment being the biggest consumer of the product.

In 2015, Russia, Chile and Peru were among the biggest consumers of the company’s adhesives but, as he points out, South Africa shows huge promise of continued growth under the Austro banner.
WE ARE WOOD

26 - 28 August 2016
Attention all Woodworking Enthusiasts
Working with Wood

in association with Wood Turners South Africa (AWSA)
& American Association of Wood Turners (AAW)
Invites you to join us for 4 fantastic action packed days
@ 2016 WOODTURNING FESTIVAL in GEORGE
Venue: The School of Natural Resource Management
@ The Nelson Mandela Metropolitan University
For more info visit our website www.workingwithwood.co.za
Proadec unveils new tech at Austro

Leading edging supplier, Proadec, established in 1977 in Porto, Portugal, has been the sole supplier of edging to local woodworking machine and tool giant, Austro, for the past five years.

According to Proadec Area Sales Manager Sherif Salem, this can be attributed to the high quality, and vast range of their edging products. “We were one of the first companies globally dedicated to manufacture edging in large quantities by producing calendered sheets that can be cut to size,” Says Salem.

“Previously, the manufacturing process consisted mainly of producing profile extrusion edging. This was cost, time and labour intensive, so our method revolutionized the industry. We pride ourselves on being on the forefront of technology within our industry, making sure that we keep up with global trends and constantly develop new technologies that complement our products and the industry as a whole.”

Salem and Proadec Innovation Manager Renato Reis were in South Africa recently to represent the company at the annual Austro Show, where they also unveiled the latest in their arsenal of products, named PROAIR, high performance air tec edging, which uses compressed hot-air to perform the melting of the functional layer applied to the reverse of the edging. This activates the layer and bonds the edging to the panel fibers. The result is an optical zero-joint glue line finish which is the buzz phrase in the world of edgebanding at the moment.

“What this means is that we are able, by using hot compressed air (400-500°C) to melt the functional edging layer when applying it to a board, instead of the standard application of hotmelt and glue,” says Reis. “This process of melting the functional edging layer onto the board allows us to eliminate glue lines completely. In addition, it is environmentally friendly, providing a clean, ‘green’ technology that eliminates glue and fumes.

“This process has allowed us to open our product line to a number of industries where they were previously not being utilized (the melting process eliminates concerns over water ingress damage, due to greater adhesion. This completely seals the board, making it water, damp and moisture resistant).

“It has definitely given us an edge, by increasing the lifespan of the board and also eliminating concerns over nearly any natural environmental conditions which was not previously available in the market and affected the use of edging under certain conditions or for certain applications.”

According to Salem, their research and development department not only strives to come up with new technologies. “A large part of our success is also our ability to keep up with industry trends. We have a huge selection of finishes and colours that we keep on hand for quick distribution to our clients worldwide. “In addition to this, a lot of research goes into developing new finishes and colours in order to constantly stay on top of global trends. A lot of it is predictive, but our ability to quickly react to emerging trends has definitely helped to secure our brand among the top suppliers of edging globally.”

Market in South Africa

As with any new technology, especially one that adds significant value to an existing product, cost is always a factor. “Obviously there is an added cost,” says Salem. “But one has to take into account the wide range of customer profiles in any given market.

“We still run our production lines to fulfil the needs of clients covering the standard products range and to cater to the different market segments, but there is definitely a significant market in South Africa, and around the world, for the top end products as well.

“In any given market around the world you will always find those clients that look specifically for the value-add, regardless of the additional cost.

“In South Africa specifically there is always a demand for a large range of products and especially for a good quality product. It is also the largest market in Africa for these products, and it acts as an entry point into Africa for our products.”
Austro’s extensive range of imported PVC edging has been matched to all local board manufacturers using precise colour matching technology from our European suppliers, complying with all quality and environmental “CE” standards.

If our standard colour palette does not match what you are looking for, we can supply customers with custom colours to meet their individual needs (quantity dependant).
WoodTech unveils new name and branding at WoodEX

WoodEX is an important show on the exhibition calendar and WoodTech, once again, promoted and demonstrated their range of machinery to visitors from South Africa and further afield.

WoodTech has extrapolated their long term planning and are restructuring towards their new future plans. In this vein, they have been staff up with fresh young experts and reshaping where they want to take their products for the long term.

“Moving to the future, the name ‘WoodTech Mechantronics’ more fully represents what the company does and where we are going and better identifies with our expertise and abilities,” says Neil Mays, Woodtech Sales Manager. “The WoodTech colours have been modernised to present a fresh new branding and image.”

According to Mays, preparations for the show started in January 2016 with the manufacture of the machinery for the stand and with WoodTech on the cutting edge of technology with their machinery, it was decided that the fresh new branding would be presented at WoodEX.

“The reaction at the show was excellent,” says Mays. “The sales team at WoodTech moved into top gear, sending out personal invitations to all new and existing customers, both in South Africa and African countries. Their hard work was rewarded by the number of customers that visited the stand.

“As all the machines that were on exhibition were going to be demonstrated, we turned to our long time business associate National Edging to join us on the stand, as well as to supply the materials needed for demonstration of the vacuum press.

“They supplied all PVC foils that were used at the show as well as co-opting the help of Universal Doors, who have one of our HP high pressure membrane presses, to supply already sprayed doors to be wrapped on the stand in the TechnoWrap EcoVac vacuum press.”

Mays says that the Woodtech team was pleasantly surprised by the turnout at the show. “When the show opened at 9am on Thursday, WoodTech’s stand was immediately inundated with delegates eager to see what WoodTech had to offer.”

The following machines were on show:

- **C-Nest Ezi 2800 CNC Router**
  Fully designed and manufactured by WoodTech, this is one of WoodTech’s most popular and economical CNC nesting routers. This CNC comes in two sizes namely 2,8m and 3,7m and boasts a cutting speed of 35m/pm and rapid speeds of 50m/pm. The CNC is fully equipped with vacuum hold down, high velocity extraction, automatic tool change with 12 tool holder positions and much more.

- **TechnoWrap EcoVac 2900 Vacuum Press**
  Once again this is one of WoodTech’s most popular
sellers, the Technowrap EcoVac boasts double wrapping tables and a new upgrade to a touch screen graphics controller, fully automating the wrapping process for ease of operation and guaranteed results every time. The new controller allows an operator to save and store as many different wrapping cycles as there are different foils. The Technowrap EcoVac still retains the feature of being able to form as well as wrap curves, concave or convex and even s-shaped doors and panels.

- **Str8 Panel Saw with New TruCut Lite Automated Panel Saw Fence**
  The Str8 panel saw is one of four models of panel saws imported by WoodTech. They have been importing panel saws for the past eight years and their large client base who have these machines are a testimony to the machine’s reliability. WoodTech can also provide single phase panel saws to those clients who do not have three phase available.

- **The New TruCut Lite Automated Panel Saw Fence**
  A first in the world, WoodTech developed the TruCut about five years ago, which proved to be a huge success. At the request of its clients, WoodTech has now developed a more cost effective TruCut which operates using stepper motors and drive belts. The original TruCut operated on stepper motors and ball screw technology. In essence the TruCut turns any existing panel saw into a single axis CNC panel saw.

- **Beta 250 edgebander**
  Just as in the case of the panel saws, WoodTech has been importing edgebanders for the past eight years. With nine panel saws in the range, WoodTech is able to provide for all its customer needs.

“WoodTech would like to thank its clients, those who took up the show specials, as well as all who took the time to support them by visiting our stand,” says Mays. “We would also like to especially thank those clients who travelled from all over Africa and South Africa to attend the show.”

As in any up and coming company, WoodTech is always in the process of upgrading its existing machine ranges as well as conducting research and development for new products and services. “Over and above the new TruCut and upgraded Technowrap EcoVac vacuum press that were represented at the exhibition, WoodTech is in the process of developing a side boring CNC, vacuum forming machine as well as full automated factory set ups, to name a few.”

Mays extended special thanks to thank national Edging for partnering with WoodTech at the show and for supplying all the materials used on the stand, Universal Doors for supplying all the doors and panels that were wrapped on the stand, and the organisers of WoodEx for Africa for all their support in the run up and during the show.
Geerlings celebrate their 51st Birthday at WoodEX

The recent WoodEx for Africa Expo was a milestone for local tooling and machinery supplier, Geerlings, as they celebrated their 51st birthday with an impressive 250m2 meter stand, with 60 machines on display, 15 of which were operating. These ranged from the SCM Startech CN drilling & grooving CNC, to edgebanders, panel saws, double-end tenoners and a variety of woodworking and aluminium machinery and accessories.

The event also marked for Geerlings over 18 years as the sole agents in Southern African for the Italian woodworking machinery giant, SCM Group, and over 15 years as sole agents for Cefla Finishing Group, which won a design award at the XYLEXP 2016 for their iGiottoApp X2 spraying machine, and over 15 years as local sole agents for Taiwanese woodworking machinery manufacturer, Holytech.

To make the event even more special for the Geerlings crew, two representatives from the SCM Group in Italy, Roberto Vitri, SCM Regional Manager, and Claudio Bianci, SCM Area Manager, visited their stand at the show, and were full of praise for the South African woodworking industry and WoodEX and Geerlings’s performance.

According to Jacqueline Geerlings, WoodEX was a very good experience for the company, with lots of support shown from both existing and new customers.

One of the reasons for the success of the company, according to Geerlings, is that they have always been close to their customers, as is the SCM global strategy, priding themselves on their exceptional after sales service.

“We are impressed by the number of startups in the woodworking industry, despite the current economic climate,” says Geerlings.

“We focused on introducing start-up machinery at the expo, such as the SCM Group Minimax Me-20 edgebander. It is very simple to use and is highly efficient, with top quality edgebanding – given its edge loading and gluing unit – which heats glue rapidly.

The ME-20 also has an extremely precise end-cutting unit made of solid steel – so it guarantees a clean, precise cut. All this for under R160 000.

The entry level panel saw with a ten year guaranty on the sliding table is the SCM Formula S40 – which also boasts top quality finishing due to anti-vibration technologies. SCM has afforded us the opportunity to continue our birthday special prices – while stocks last.

Also impressive for our medium - larger manufacturers was the Imas extraction fan system. For over 40 years, IMAS AEROMECCANICA SRL has been leader in the design and implementation of air suction, air depuration and dust filtering plants in woodworking field, plastic industry and biomass recycling sector:

We are pleased that we have sold 3 since the expo and believe it is due to the fact that Imas makes technologically advance extraction fans. They use a system of negative pressure where the dust is filtered before getting to the fan, thus its design is highly efficient – more so than other technology.

The Imas system manages the speed of the fan for all the machines used in the factory, and say you are only using six of your 10 machines, the suction speed and velocity will adjust, thereby saving many kilowatt’s in each production run.

In a world where energy efficiency has become both an environmental and cost efficacy decision, Imas extractor fans that reduce power consumption is the next step. They also have incinerators that can use the dust waste to heat factories, water or most popularly, drying ovens. Get in touch to find out more.

To end, she said “Geerlings wishes to extend a great thank you to the industry patrons who both supported the WoodEx for Africa expo and visited our birthday stand”.

Please see the Geerlings advert (adjacent) for their 51st birthday specials.
A big THANK YOU to all the industry patrons who visited our 51st birthday stand (Above) at the WoodEx for Africa Expo held 9-11 June. We had such a good show that we are now extending our birthday specials...

Photographed at the Expo
From Left: Claudio Bianchi, Africa Area Manager from SCM Group, Minette Göpper, Geerlings shareholder & budget Maestro, Mariëts Bezuidenhout, Service Director, Roberto Vitri, Regional Manager Africa & Latin America, and Comelis Rostoll, MD for Geerlings.

THE OLIMPIC K360
High performance edgebander, the new reference point in the market for entry level edge banding, including edge scraping, glue scraping and buffing.

NOW R 345 000 + VAT
was R 365 000

THE SCM STARTECH CNC DRILLING & GROOVING MACHINE
Allows extreme flexibility in processing on the flat 4 side faces, dowelling holes on the upper surface – with the vertical spindles bit tool, and lateral dowelling holes, with the horizontal spindles bit tool kit. Grooves cut with a blade, hinge holes cut with the vertical spindles & tool-tip countersink. This is the ideal CNC for cupboard manufacturers, reducing production time by one third – given the capacity to save & import working programmes, allowing the machine to repeat complete drilling and grooving cycles with absolute computerized precision – eliminating errors. The X-axis is 750mm; The X-Y axes speed / m / minute is 25. The motor power of the drilling head is 2HP; spindle rotation speed is 3350 RPM & the blade rotation speed is 4300. This CNC could be the best answer to your drilling and grooving operations, so come see it working at our showroom 7 Adeck Street, Chamdo, Krugersdorp, Johannesburg.

NOW R 399 000 + VAT
was R 446 500

The SCM Formula S40 panel saw comes standard with a ten year guarantee on the sliding table - due to the SCM – patented high cutting quality – sliding table structure with special ground-arch steel guides.

The S40 has a 3.2m cutting capacity with a 1.270m rip. We bring ours in with a 9.5HP main motor, independent 120mm diameter scorer unit & main blade 400mm diameter capacity.

NOW R 119 000 + VAT
was R 139 000

GET IN TOUCH, BIRTHDAY SPECIALS ONLY WHILE NEW STOCK LASTS
Johannesburg 011 279 5900
Cape Town 021 987 3408
Durban 031 914 0085

www.geerlings.co.za
From the smallest to the biggest

Three top-of-the-range edgebanders were on display at a recent international woodworking showcase.

Brandt and Homag recently showcased three edgebanders at Xylexpo. The Highflex 1440 is automated even in the standard version, guaranteeing scope for fast resetting and high reproduction accuracy. For continuous production and optimum glue quality, a quick-melt gluing unit is available.

A new feature on this machine is the top pressure belt. The V-belt ensures all-over contact pressure and is suited for processing workpieces with sensitive surface finishes.

This was complemented by the KDF 860 edition, a multiple-stage system with trimming tool and scraper blade and
servo motors for corner processing with completely automated units. For positioning large, heavy components with simplicity, an air cushion table is located at the machine infeed.

Any producer wishing to guarantee its customers heat and water-resistant edges will rely on the use of polyurethane (PUR) adhesives. With the KDF 860 edition, the manufacture of perfect joints with PUR for kitchens, baths or laboratories is simple.

The machine features a 34 application unit designed specifically for this type of requirement, providing capacity for simple cleaning and rapid glue changeover.

An airTec unit for manufacture of the perfect zero joint is also available. This offers users the freedom of choice between edge reactivation using hot air or standard glue application using a glue roller, eliminating set-up times.

The performance and equipment of the KAL 370 proflLine edge banding machine can be freely configured.

These machines, unveiled for the first time at the LIGNA 2015, provide the answer for furniture producers confronted with growing expectations from the market for ever more material variety. The proflLine edge banding machines are suitable for processing all types of edging. Economical and precise infeed of workpieces is guaranteed using workpiece infeed systems.

The modular series offers feed rates of 20, 25 and 30 m/min.

AMBITION 1420 - 1440 FGC
The powerful compact class

- Perfect edges for demanding customers
- The controller - quality and precision with the touch of a button
- Significant competitive advantage - pace-setting performance and quality

SPECIALISED WOOD WORKING MACHINERY
6 Bronze Road • Spartan EXT 16 • Kempton Park
Tel: 011 974 5382/4/5
www.weke.com
DecoLam
Decorative Laminates

Manufacturers of High Gloss Acrylic boards, doors and panels

20 Hydrangea Avenue, Ext 6, Lenasia | Email: sales@decolam.co.za
Tel: 011 854 1130/4098 | Cell: 072 246 7715 / 082 650 1328
www.decolam.co.za

Manufacturers of Acrylic and Melamine Boards
High Speed Planer with Ripping

SK-906SJ Controlmate

YUNG NIEN FA Fingerjointing Lines

From Medium Output Single Shaper Lines to High Output Automatic Twin Shaper Lines

www.wiese.co.za
ALL OUR EDGEBANDERS CAN PROCESS PUR.
CONTACT US FOR MORE INFORMATION!

GLUE APPLICATION SYSTEM

Hybrid technology –
two perfectly combined systems

The edgebander is decisive for furniture with a high quality appearance. You can also profit from 45 years of HOLZ-HER technological leadership in edgebanding.

- Change over from colored to neutral glue at the flick of the wrist.
- Cartridge or granular form (Figs. 1 and 2) – the glue can be changed over in minutes.
- Changeover from EVA to PUR glue is also possible within the shortest time.
- And the entire system can also be completely cleaned in just a few minutes.

HÜSTER MACHINETOOL COMPANY
Your partner in Southern Africa

For further information please contact:

CAPE TOWN
Tel: (+27 21) 591 8121  Fax: (+27 21) 591 0896

DURBAN
Tel: (+27 31) 705 4430  Fax: (+27 31) 705 1075

GEORGE
Tel: (+27 44) 878 0951  Fax: (+27 44) 878 0953

JOHANNESBURG
Tel: (+27 11) 918 4326  Fax: (+27 11) 918 1344

WALVIS BAY
Tel: (+264 64) 20 3415  Fax: (+264 64) 20 3370

WINDHOEK
Tel: (+264 61) 23 7083  Fax: (+264 61) 22 7696