

Maßarbeit

With wood, hand and heart.

Healthy growth.

Portrait of the Amler joinery.

3 **LIVE.HOMAG**
A complete success.

LESS MATERIAL. MORE SALES. Assistants for woodworking shops.

8 Always critical:
the inner values.
CNC TECHNOLOGY

HOMAG Treff 2021



Holzbronn 10/25 – 11/05.
Herzebrock 11/17 – 11/19.

thinking out loud.

Time to come together.

Our trade fair Live.HOMAG in Horb am Neckar and Holzbronn has shown us how much we have missed being together: live demonstrations on the machine, personal conversations and well-attended webinars. Even though it was „only“ a digital conference, a lot of us experienced the real feeling of being at a trade fair: talking shop with like-minded people, impressing those who love wood with the latest technology or answering practical questions directly on the machine. Our experts were in their element, just like the 1700 carpenters and joiners who also took part. We would like to express our heartfelt thanks to everyone for this. And we want to build on this in the fall, with digital content and real face-to-face events. For the first time since 2018, there will be a classic HOMAG Treff again: from October 25 to November 05 in Holzbronn and from November 17 to 19 in Herzebrock. You can also expect new content as part of Live.HOMAG in the fall. It is something to look forward to.

Speaking of things to look forward to, our innovative Power Concept Classic operating system for panel dividing saws works with a separate movable clamp that, where necessary, moves in front of the program fence. The now sixth issue of Maßarbeit contains many further innovations. The success story of this issue also takes place not far from our CompetenceCenter in Denkendorf, at the Amler joinery.

We hope you enjoy reading the magazine

Karl-Heinz Brauneisen
Sales manager for southern Germany

Thomas Nesemeier
Sales manager for northern Germany

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WOOD IN THE BLOOD

André Rusche

All employees at HOMAG have WOOD IN THE BLOOD. In this section, we present the people who do extraordinary things for you every day. In issue 6, it's the turn of our software specialist André Rusche, who you may know from our YouTube series „Wir packen aus!“ („We unpack!“).

Name: André Rusche

Age: 46

At HOMAG since: 2016

Career overview:

1992 – 1995	Carpentry training, Vogedes joinery, Gelsenkirchen
1995 – 1998	Carpenter's assistant, EVK Herne & VKR, Gelsenkirchen
1998 – 2000	Vocational college for technology, specialism in wood engineering, Ahaus
2000 – 2014	Application consultant & training manager for saw technology, Heinrich Kuper GmbH, Rietberg
2015 – 2016	IT management and organization, Langhorst GmbH, Rietberg
2016 – 2018	Software trainer, HOMAG GmbH, Herzebrock-Clarholz
2019 – today	Contact person for digital products, HOMAG GmbH, Herzebrock-Clarholz

Why HOMAG?

Out of conviction. In the year 2000, I took over the role of application consultant and training manager for saw technology at a HOMAG dealer and it was there that I got to know HOLZMA. The products back then impressed me and so the initial two or three years that I planned became almost fifteen. After flying to visit a customer with a focus on process optimization — including a new HKL 530 angular saw unit — my path then took me directly to HOMAG in 2016. Today, I advise our customers on digital products and software integration. In addition to the activity itself, which should be enjoyable, the human factors are just as important. At HOMAG, this is definitely the case thanks to good colleagues and teams.

Why wood?

I found metal too cold and stone too hard and so there wasn't much left. But I also chose it out of tradition: my grandfather and father were also carpenters.

Favorite piece made from wood:

A beautiful large dining table with a solid table panel made from a great oak log.



Our man for all things digital: André Rusche.

NEWS

LIVE.HOMAG

Our online event platform. A complete success.

Live.HOMAG offers the opportunity to experience HOMAG products and solutions digitally: in live webinars, individual machine demonstrations and presentations of technology highlights. So far, more than 500 live online events have been held, allowing participants to gather information about the latest HOMAG technologies and to put their questions to product experts. The response shows that this is the right path: around 1700 participants from more than 90 countries have already registered for the events. In light of the success of Live.HOMAG, you can expect new content on our platform in the fall. For details, see Live.HOMAG.com. We look forward to welcoming you.

„We are really pleased that Live.HOMAG has been so well received, particularly by woodworking shops.“

Achim Homeier, Director for Product Management

Live.HOMAG.com



CUTTING-EDGE MACHINING

More performance. More material throughput.

Power Concept Classic: Efficient sawing for woodworking shops.



Power Concept Classic on the SAWTEQ B-130.

When space in the company premises is limited, small panel dividing saws such as the SAWTEQ B-130 and SAWTEQ B-200 play to their strengths: simple machine operation with the greatest possible efficiency and precision in cutting, achieved with proven technologies and extras aligned with practice. This includes the innovative Power Concept Classic. At the heart of this technology is a clamp that can be moved separately and that moves in front of the program fence if necessary. Using this clamp, two strips with different cross cuts can be cut to length together. This significantly increases the output, allowing production peaks to be managed without any problems. A further asset is that an algorithm aligned with the Power Concept Classic sorts the strips automatically directly at the saw.

To ensure that the operator can cope with the increased material throughput quickly and safely, the combination with IntelliGuide Classic is recommended. The practical assistance system uses LED light signals at the cutting line to guide the operator comfortably through the cutting process.

The benefits at a glance:

- Depending on the cutting pattern, up to 30% more output
- Lower costs per cut
- Separate drive unit for fast and precise positioning
- Can easily be retrofitted for machines at any time from July 2021

CUTTING-EDGE MACHINING

Nesting redefined.

World premiere of the CENTATEQ N-210 and N-510.

Every joinery has its own story, every business has different requirements — including for nesting. Therefore, HOMAG has developed the new nesting platform with a clear focus: maximum flexibility. The new generation is automated and works in single operation, from 3-axis technology to 5-axis technology and on table sizes from 1.25 x 2.5 m to 2.1 x 7.4 m — in half-sized or full-sized format. „We looked at the technology and the requirements for modern nesting in the finest detail to develop the machine from scratch,“ explains Vera Zimmermann, product manager for CNC. The result is a modular nesting platform that picks up on innovative functions and the guiding principles of energy efficiency in equal measure. The main components are a highly modular, switchable vacuum and air cushion table concept as well as newly designed suction components that have been optimized using CFD flow simulation. There are also innovations in the area of workpiece handling. For example, different technology levels can be selected and automation concepts enhanced or changed quickly and easily using the plug solution created. The team, which is located across different sites, always had an eye on the magical triangle of reduced delivery times, lower investment amounts and higher quality standards. Anyone who wants to experience the next generation of nesting live should put the HOMAG Treff 2021 in their diary.



A strong team of more than 50 people redefines nesting.



Amler construction and furniture joinery, Fribertshofen

Healthy growth.

Portrait of the Amler joinery.

Between Nuremberg and Ingolstadt, just a few kilometers from the Main-Danube Canal, lies Fribertshofen. The village in the Upper Palatinate has a population of just 160. Here, everyone knows each other; here, everyone helps each other; here, Saturday is still a real working day. It's also completely normal for people to still be working hard in the early evening. However, it's awkward when you then run out of screws or need something sawing, but the nearest hardware store has been closed for hours. What's great is that the solution is right on the main street: the Amler joinery, founded in 1995 by master joiner Ludwig Amler. Since 2018, his son Christoph, who is also a master joiner, has been running the family business. Although the company started as a classic joinery for construction and furniture, the Amlers now focus more heavily on interior fittings and small series production. Over the years, they have made a name for themselves with architects and customers in this field, thanks to traditional craftsmanship and the latest technology.

The latest machines and flexible finance.

The starting point for the current machine pool was in 2018, with a HOMAG Edition 1440 (now: EDGETEQ S-300). The EDGETEQ S-240 would have been a real alternative, particularly with the new airTec hot air process. However, the



Amlers intentionally chose the larger variant, as it was ultimately the edge that was often the bottleneck in production. However, that was not the end of the story; the order books were full to the brim. In 2019, therefore, along came the CNC — for one simple reason.

As the level of orders remained consistently high, the joinery made further investments in both 2020 and 2021, first in a wide-belt sanding machine and then in a panel dividing saw. For Christoph Amler, it was clear right from the start that the new machines had to come from HOMAG: „HOMAG stands for quality, the service and training are first class, the cooperation works and the proximity is of

„It's very hard to find good people at the moment. This makes the calculation easy: few people, lots of orders, equals CNC.“

Ludwig Amler, founder

course a big advantage.“ The Competence Center in Denkendorf is less than half an hour away and Ludwig Amler has known HOMAG salesman Robert Herrler for ages. They both completed their carpentry training in the same company, almost 40 years ago. Today, Robert Herrler advises father and son on the machine selection and on financing matters. The Amlers have a level-headed approach to investment, using leasing from HOMAG Finance.



Top: Ludwig Amler, Robert Herrler and Christoph Amler.
Bottom left: Siblings working in the same office. Bottom right: Bespoke work on the edge.

The fixed installments allow them to plan more reliably while tying up hardly any of the company's own capital. This means that the joinery will remain flexible in the future as well. The business manager has already made new plans for the joinery: in the medium term, there will be an extension with an exhibition space, but Christoph Amler doesn't want to rush anything.

A really good nursery.

A large number of Amler customers also want to grow healthily: children. In recent years, the joinery has provided the interior fittings for several kindergartens. What's great for the little ones is that the joinery uses only good and certified raw materials, primarily from the surrounding region. This is where we find the showcase project of recent years: the Sulztaler Wichtelnest kindergarten in Mühlhausen. Curved shapes, bright colors and hidden passages all make the hearts of the children and carpenters beat faster. It's no wonder that Christoph Amler occasionally had to rein in his two assistants and his intern Isabella. However, without this commitment

„Of course we want to develop further, but we won't force anything. Our premise is healthy growth.“

Christoph Amler, business manager

and the machine support, the joinery would not have been able to fulfill the order. As other trades were delayed, the time frame for the interior fittings was continually shrinking. However, it was enough and the job was even completed quicker than planned, thanks to teamwork. The punctuality, the quality of the craftsmanship and the exact implementation of the customer's wishes impressed the developers and architects so much

that the collaboration resulted in multiple subsequent projects. The children at the Wichtelnest kindergarten are also impressed. And, according to Christoph Amler, at the end of the day, that's what counts.

AMLER JOINERY

Products: Interior fittings, small series production

Location: Fribertshofen, Germany

Founded: 1995

Employees: 7

First HOMAG machine: 1996

HOMAG machines used:

- Edition 1440 (today: EDGETEQ S-300) edge banding machine
- CENTATEQ P-110 CNC processing center
- SAWTEQ B-130 panel dividing saw
- W-100 wide-belt sanding machines



Machines have to work.

Practical service concepts: The right solution for every business.



The benefits at a glance:

- **Maximum availability:** With minimum idle time, we ensure optimal use of your machines, so that you can continue flexible production
- **Working in a partnership creates trust:** With a larger service team and a fixed service contact person, we enable better coordination
- **Preventative solutions:** Not only do our digital assistants support you in your daily tasks, they also provide the required information to prevent avoidable failures at an early stage through preventative maintenance
- **The right solution for every requirement:** Regardless of whether you're using single machines or a networked workshop concept, we offer the matching service package for every performance class

Machine failures are always annoying and even more so when they are avoidable. This is where preventative service comes into play, to ensure the maximum machine availability. Therefore, HOMAG is increasingly working on solutions that detect avoidable failures at an early stage and reliably prevent them. We want to support our customers in a targeted way

with regular dialog, including with a designated contact person in the Service. We have developed various concepts that offer the right performance for each business.

CLASSIC SERVICES:

In addition to our wear and spare parts packages, this concept offer a wide range of maintenance tasks and repairs for individual machine assemblies and units. It also includes our „iPackage“ service contract solution: this combines the hotline with the annual inspection and ServiceBoard in a comprehensive, worry-free package.

ADVANCED SERVICES:

The solutions are extended with the next largest performance package, which focuses on increasing the machine availability. This is based on the inspection and maintenance of complete machines, various adjustment work and more intensive training for your employees.

PREMIUM SERVICES:

In addition to our preventative service solutions, our Premium Services work increasingly on detecting possible failures of your machines at an early stage. The aim is to detect potential for optimization and to further increase the value added by your machines.

Our new service solutions will be available with effect from the HOMAG Treff in the fall. Don't hesitate to contact us: service@homag.com.

The best investment: Your employees.

HOMAG ACADEMY: Qualification and further training made easy.



Alongside optimal machine technology, qualified personnel is the deciding factor for company success. We therefore offer a wide range of options to provide your employees with qualifications and continuous further training.

Regardless of whether you're expecting a new HOMAG machine or you're interested in tips and tricks for the machine technology used: you benefit from our high-quality training sessions customized to your needs – online, in our training centers or on your premises.

Another option is the **HOMAG ACADEMY** with our newly created learning platform and around 100 items of learning content, available immediately under academy. durr-group.com. Take a look at our training catalog, register and start learning straight away – whenever and wherever you need to.



The benefits at a glance:

- **Maximum productivity:** Boost the output and efficiency of your machines with the help of well-trained employees
- **Customized training sessions:** We will happily work together with you to develop a suitable education and further training program, which covers the needs of your employees, from machine operators to maintenance personnel
- **Hands-on learning:** Training on the production machines themselves offers your employees the best possible preparation for their everyday work
- **By experts for experts:** Our trainers are qualified, certified and have many years of experience with our technical products

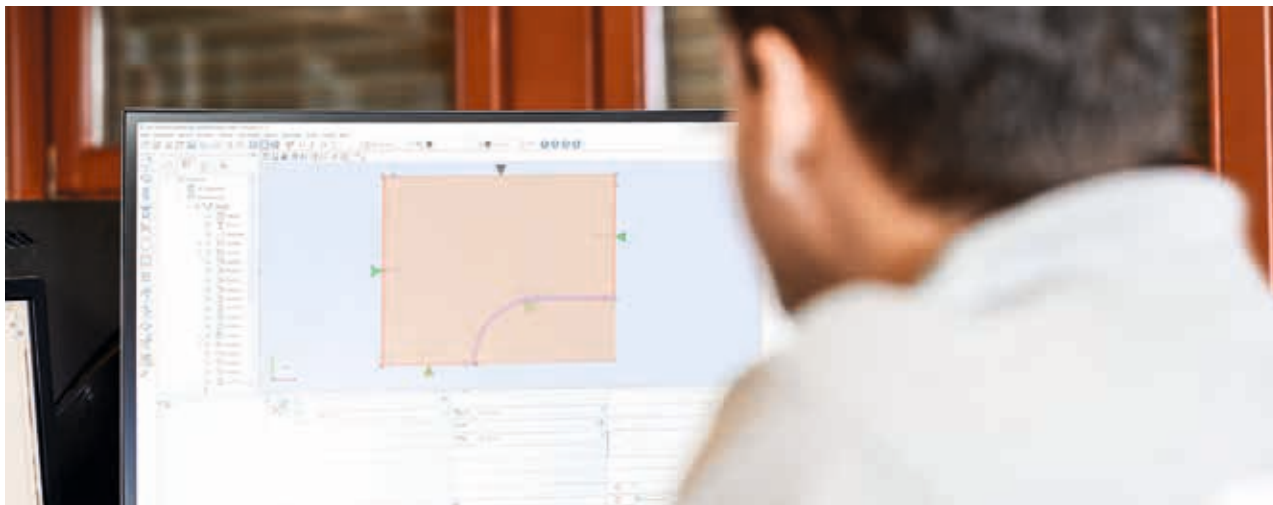


REAL-LIFE EXAMPLE

How can I help you?

woodWOP 8.0: New functions. Infinite possibilities.

The woodWOP success story started more than 30 years ago and the principle has remained unchanged: workpiece-oriented programming — easy and efficient. The next version, 8.0, offers a lot of new functions that have been developed together with joiners. The focus is on practical assistants for comfortable processing. You can experience what that looks like in practice for the first time at the HOMAG Treff 2021 in the fall.



The new features at a glance:

- **As fast as superglue:** With the new gluing wizard you can program the workpieces for edge banding more efficiently
- **Everything aligned:** The contour assistant offers beginners extensive support for programming workpieces that are not rectangular
- **Joy for advanced users:** The formula assistant allows you to define complicated formulas easily
- **Complex becomes easy:** Help graphics, additional attributes and the formula view simplify the operation of extensive variables tables
- **Experience makes you faster:** Save tried and tested settings in the CAM plug-in for similar applications
- **Everything at a glance:** The feature recognition detects not only bore holes but also pockets and grooves in a 3D workpiece model

REAL-LIFE EXAMPLE

Less material. More sales.

Assistants for woodworking shops: New features for cutting and nesting.

Where do joinery and carpentry businesses lose the most time? Where is the most potential to save material and thus money? HOMAG has looked at these questions intensely. The result is practical solutions that make manual cutting and nesting processing more comfortable and that save more material.

Cutting assistant: Save material and keep an overview.

In the last issue of Maßarbeit, we presented our „Cutting Production Set“ in great detail. Recently, new functions have been added to the cutting assistant and these new functions make cutting more comfortable and save more costs. Just how quickly the cutting assistant is installed can be seen at the d.b. Holzdesign joinery. Owner Dariusz Buchta won the set in a knowledge quiz set by the trade magazine BM.

Reusing offcuts.

In the IntelliDivide cutting optimization, the employee defines an individual dimension that specifies the size from which an offcut should be reused. This offcut can be registered as available material with a simple click in the app. It is then included in the next optimization of the cutting patterns. Practical: the cutting assistant prints a special offcut label with all relevant information directly. This ensures that the offcut is clearly labeled and easy to find again.

More flexibility thanks to strip cutting.

The assistant also supports those who cut their panels into strips first. The operator sees a graphical display of how wide the strips should be cut. Each strip can also be given a separate label, thus preventing them from being mixed up. The operator can therefore cut a large number of strips first and then process them later. Longer interruptions or continuing work the next day are no longer an issue.

Overview of the panel stock.

The „Cutting Production Set“ now allows the user to manage both the stock location and the panel stock, including offcuts. As soon as a cutting pattern has been transferred to the tablet at the saw, the material required is reserved. Once a job has been processed, the assistant automatically deletes the panels used. An individual minimum stock level for each panel type informs the operator in good time when material needs to be reordered.



Nesting assistant: Reduce costs and increase efficiency.

The new „Nesting Production Set,“ brings the advantages of the cutting assistant to your nesting machine. The assistant supports you in the automatic calculation of your nesting patterns. The optimization software places the individual components in the nest as close to each other as possible. This allows you to reduce material consumption and save costs. At the same time, you print an individual label for each nested part. This ensures that each workpiece has all the information required for the subsequent processing. The set is the ideal entry level solution for labeling your components and is perfect for retrofitting label printing on HOMAG nesting machines. You can thus create the basis for integrated processing data in your joinery during the nesting process.



Each offcut receives an individual offcut label and is therefore uniquely identifiable.



Easy to retrofit: label printing on HOMAG nesting machines.



Video: d.b. Holzdesign installs the cutting assistant.



ROOT KNOWLEDGE

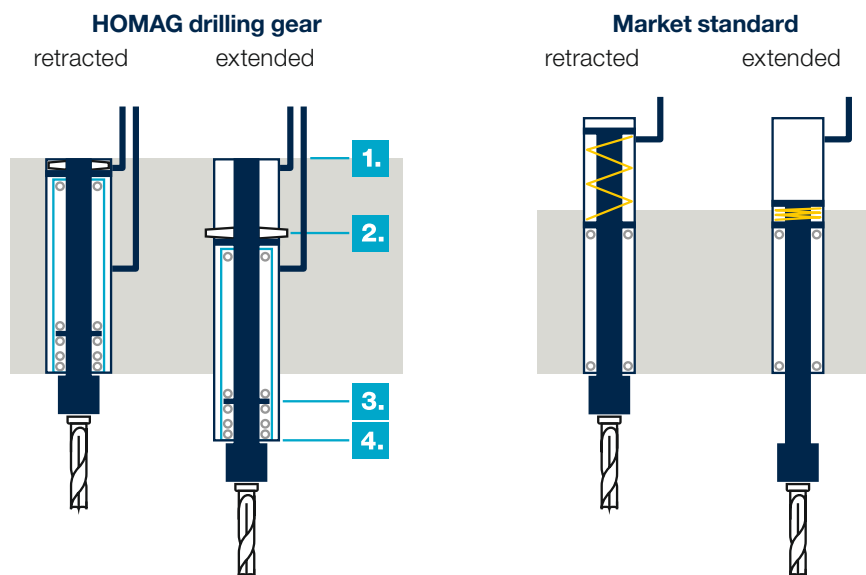
Always critical: The inner values.

What our highly developed CNC technology contains.



Drilling gear and trimming spindles for CNC processing centers from HOMAG are known for their robust, durable and exact design. A look at the inner workings of the technology shows why this is. Drilling is one of the most important processing steps for furniture and interior fittings: there is almost no corner connection or fixture that doesn't require drilling. It's no wonder then, that over the years, the HOMAG technology used has executed millions of drilling operations — regardless of whether this is with a small vertical machine or a large drilling system. A look at the inner workings shows why the drilling is still extremely precise, even after decades:

- 1.** HOMAG drilling gear moves the spindle forward and backward pneumatically. In contrast, standard technology has simply built a spring into the spindle. The pneumatics must therefore provide not only the drilling pressure, but also the counterpressure of the spring.
- 2.** HOMAG drilling gear clamps the spindle mechanically. Once the spindle has been extended by the pneumatics, it is locked mechanically. The counterpressure of the spring, the drilling pressure and the pressure in the cylinder are irrelevant. This ensures that the drilling depth is reached; hard materials or blunt drills do not push the spindle back.
- 3.** HOMAG drilling gear has multiple bearings and is pretensioned. The separate axial and radial bearings ensure an optimal load transmission and perfect rotational properties. They also ensure stable and secure guidance of the drilling spindle.
- 4.** HOMAG drilling gear has a „vertical“ sleeve. In a standard construction, the rotating spindle is extended pneumatically, the bearings and guide remain in the same place in the housing. The distance from the drill bit to the bearings is thereby extremely large — sometimes up to 200 mm. With HOMAG drilling gear, this distance always remains the same, the bearings are pushed forward with the spindle. This means that not only is the free unclamped length short, the diameter of the sleeve with the drilling spindle is large. The result: high concentricity at the drill bit and high lateral stability.



The inner values explain what you can see on the workpiece: precise and clean drilling over a long machine life.



The vibration sensor: Standstill is progress in this case.

As far as vibrations are concerned, the vibration sensor in the trimming spindle is rigorous. And that's just how it should be. During processing, the sensor detects critical vibrations that could damage the trimming spindle. If the limit for permissible vibrations is exceeded, the sensor issues a warning or, in an extreme situation, switches the trimming spindle off to avoid damage. Possible reasons for excessive vibrations are the tool quality or the balancing quality.

The machine operator can also display the vibrations live during processing. In many cases, vibration monitoring is included as standard in the machine configuration or can be added as an option.