

Make

02

North America



There is something to be proud of...

Biesse Group expanding for the 3rd time in NC in the last 25 years, building probably the largest Technology Center in North America for Wood, Glass, Stone and Advanced Material processing. New facilities opened in Canada and on the West Coast in the recent months. Fruitful cooperation with BCIT and MIT. The best dealer network in the industry. A wondrous Grand Opening Event in Charlotte in November 2015. AWFS proving once more that with our software and automation we are really supporting our customers in the era of the 4th Industrial Revolution.

Success stories. State of the art technology and innovation. Challenges to be taken and commitment of Biesse Group people to serve Customers in US and Canada. This is what you get browsing and reading this second issue of Make, the leitmotif being Think4ward.

Think4ward has been the Biesse Group's motto launched at Ligna where we experienced the best result ever with a **63% increase of order intake** compared to 2013 as stated by our General Manager **Stefano Porcellini**. Think4ward is actually the concept which also animates Biesse Group when expanding in North America.

«Investing \$3M totally financed internally is yet a challenge and a further step of our company to be even closer to our customers' needs in America. We do have over 4000 companies relying on Biesse and Intermac with a loyalty level above 90%. Something to be proud of» says **Federico Broccoli**, heading this expansion process.

Make 02 gives you definitely a front-row seat to discover the story of the Biesse Group in North America through the experience of people who "live it", its leaders' way of thinking, the technological innovation that does it credit and the testimonies of the people who have chosen it to growth. Stories demonstrating once more that Biesse Group plays a leading role in providing long-lasting competitiveness to US and Canada manufacturing Companies.

Raphaël Prati

Marketing and Communications Director
biesse.marketing@biesse.com

On cover **Wood-Skin**
Front desk for Iuter's Flagship Store in Milan, Italy.
Okumè 4+4 mm with transparent varnish.
www.wood-skin.com

Read the interview to Wood-Skin:



Who

Giancarlo Selci

Founder

Mr Selci, next year you will celebrate your eightieth birthday...

«... and there is still so much that I have left to do. That's the way I am; it is in my nature to carry on, do things... Today things are more difficult because, luckily, Biesse is much bigger than it used to be: we have many technical departments and, for someone like me, who loves tinkering with projects, going into the workshop, "breathe" the smell of the factory, it is certainly more demanding. Particularly because I am getting on!

I am in love with my company, maybe even more so in these recent, challenging years. When, at a given time I decided to go back to the fray I was only thinking about Biesse, about the three thousand families that depend on the company. Then I decided to go back to help out and do whatever I could, on the back of my experience. I took the responsibility of taking over the helm once again, even if I knew it would be a tall challenge... It paid off. We worked well and we continue to innovate...».

Mr. Selci, which have been your best ideas, the inventions that you like to look back on fondly?

«There have been many, luckily, and maybe - today I can admit it - I have been unable to exploit them as well as I could have. I tell you why. At the beginning of Biesse's history, electrospindles were only manufactured using cast iron, then machined, and gosh, were they heavy... at some point time I had the idea of manufacturing them using an extruded aluminium profile. You cut it to length, milled the housing for the stator then drilled some holes and what not... and let's not even talk about the lightness of the entire thing. Unfortunately I did not patent the idea. I made the same mistake when, always as a first, I thought of using the same extrusion process for machine tops. Even in this case I did not think about protecting myself with a patent. And again: I invented the independent spindle head, once again without patenting it. We were the first to mount racks instead of ball screws... ideas that I underestimated at the time, also because we had so many of them... nowadays people would patent even a sheet of paper and whenever you want to develop a new idea you need to spend weeks analysing what you can and can't do. It almost looks like today innovation is something that is only the prerogative of lawyers and experts who fill Patent Offices!».

And so the passion cools off?

«Never! If I did not have the same passion, I would have a lie-in every morning! Clearly, the passing of time cools off some emotions, but luckily I am always filled with the desire to do so many things and no one can take my enthusiasm away. Even if this is not what is missing: today, I would like to stress it again, we have to deal with much more complex realities that require efficient and effective organisations. However, people must learn to talk more, to communicate directly with each other, to be more curious about what their colleagues in other offices are doing, to go and see things first hand, ask, learn, share. We cannot just send e-mails. We need to communicate...»

Thinking about it, it is not easy to keep the same level of passion in a Country where hundreds and hundreds of companies shut every day».

And what about Biesse? What roads are you going to tread in future?

«We will keep on doing our job, even better than before. We will focus even more on plants for large production capabilities. We are also trying to ensure that processing centres are tools capable of giving craftspeople the possibility of creating beauty more easily, of doing more and better things.

We want to strengthen our presence in markets all over the world with the same ability to deliver innovation, just like we have done in recent years with our software programs, making sure that everybody can manage our machines with the utmost ease. I dare to say that today we sell Biesse machines not only because they are beautiful, but also because they have an interface that they can be programmed with, which becomes easier to use with every day that passes».

And what is still left to do in Biesse?

«I would like to answer you by telling you what I would very much like to do, on a personal basis: start again from scratch! Have 50 hectares and build a large, even more intelligent factory, a brand-new plant where each process step is optimised. Because today very high costs come from logistics, from inefficiencies, from having to deal with manufacturing plants that were added on a piecemeal basis, when new space needed to be found. I would really like to start everything from scratch... we would produce with the same quality but with a lower cost basis: we would have mechanical processing to one side, assembly to the other, shuttles that link all departments according to a well thought-out production logic, in line with the Lean Production approach that we adopted years ago and that has enabled us to reduce waste to produce more and better. And then being able to focus on research, innovation, on what to do in order to enable the users of our machines to do even more and better things; maybe hire a dozen or so of new engineers to realise the many ideas that are still going through our heads...».

Excerpt from an interview by Luca Rossetti for Xylon



Giancarlo Selci

Where

Biesse Group facilities in North America



Biesse Group Canada

Toronto (Mississauga, ON)

Biesse's new Greater Toronto Area Showroom and Service Hub in Mississauga, Ontario is a central location that houses Biesse and Intermac Inside events and training seminars for a unique opportunity for industry professionals to exchange ideas, gain hands-on experience with Biesse Group's cutting edge technology, as well as consult one on one with product managers.

Biesse Group Canada

Montreal, QC

Biesse Group's Canadian Headquarters is located in Mirabel, QC. We have a showroom equipped with the most current Biesse and Intermac machinery on the market, offering visitors the opportunity to witness first hand, leading edge technology for wood, plastic, glass and stone manufacturing.



Biesse Group West Coast

Anaheim, CA

Continuing to expand our North American presence, Biesse Group opened our New West Coast Showroom and Service Center, strategically located in Anaheim, CA in April 2015. This new facility serves as the West Coast service center, training facility and state of the art showroom packed with cutting edge machinery.



Watch the West Coast Grand Opening video

Biesse Group Canada

British Columbia Institute of Technology

Biesse's official showroom at the prestigious British Columbia Institute of Technology (BCIT) offers hands on training for students. The partnership produces industry seminars that highlight in depth consultation with International Product Experts and hands-on demonstrations that attract Canadian customers.

Biesse Distributor Showrooms

Titan Machinery in British Columbia
Normand Machinery in Quebec
Vision Machinery in Sacramento, CA
Machine Solutions LLC, in Indianapolis, IN

Coming soon

Inside Fall Events

Inside West Coast September 24 - 25
Inside Montreal October 1 - 2
Inside Italy October 15 - 17
Inside Toronto November 5 - 7
Inside Charlotte November

TradeShows

Glassbuild America Atlanta, GA Sept 16 - 18
IAPD - Int. Association of Plastics Distributors San Diego, CA Sept 22 - 24
Marmomacc Verona, Italy Sept 30 - Oct 3
Vitrum Milano, Italy Oct 6 - 10
SGIA - Sign and Graphics Industry Association Atlanta, GA Nov 4 - 6

Biesse Group Events

NA Technology Campus, The Opening Event
Charlotte, North Carolina, USA, Nov
New Showroom Opening Austin, Texas

Distributor Open Houses

Normand Quebec, Canada September 24 - 25
Titan Equipment British Columbia, Canada October 27

Distributor Opening Showrooms

Advantage Machinery Minneapolis, MN

Think4ward

Investing 4 you

- ✓ Biesse Group's American headquarters is located in Charlotte, NC.
- ✓ The home of the "Biesse Campus": we have multiple operations located at this facility to serve our customers.
- ✓ This November, Biesse's 30,000 sqft expansion will be complete!
- ✓ At 66,800 sqft, it is possibly the largest showroom in North America.

**Contact us
to take a tour
of our new expanded
Biesse Campus!**



BIESSEGROUP



North America Technology Campus
The opening event

November 2015
Charlotte, NC USA

For more information:
704-351-3131 ext 5001
gerri.yarbrough@biesseamerica.com

Biesse at AWFS

Central Hall
July 22-25
2015
Las Vegas, USA

Make

Machines on display and related demo

CNC Machines

01 / Klever FT 1530

CNC Router with high speed configuration for nested based routing applications. Nesting particleboard kitchen cabinets and closet components.

02 / Rover B FT 1224

Automatic Nested Based Cell with automatic labeling application. Nesting particle board kitchen cabinets and closet components. Nesting MDF doors.

03 / Rover A 1632

5-Axis CNC with pod and rails. Machining solid wood kitchen doors and panels, shape and sand, Handrails, twisted column, wooden ball and kitchen door elements.

Boring and Inserting Machines

04 / Elix

Bore, dowel and insertion for cabinet and closet components.

05 / Brema Eko 2.1

New Vertical CNC machining center. Zero setup, batch one drilling and routing of cabinet and closet components.

Edgebanding machines

06 / Spark 5.3

Compact automatic edgebander perfect for small to medium shops.

07 / Akron 1440 with AirForce System

Fully automatic Edgebander with AirForce Hot Air System, running 1mm ABS white Laseredge, able to process thin, thick and solid wood edges.

08 / Roxyl 6.0 with AirForce System

Fully Automatic Edgebander with AirForce Hot Air System, running matte black with LaserEdge and Rauviso white crystal with LaserEdge, able to process thin, thick and solid wood edges.

09 / Jade 225

Single sided edgebanding machine with premill, ideal for shops requiring a robust machine with a small footprint.

Sanding Machines

10 / Opera R

Robotic sanding solution for cross grain sanding and sanding of recessed flat panel inserts.

NEW

11 / S211

Wide Belt Sander engineered for small to medium shops. Configured to sand both solidwood and veneer applications.

12 / Opera 5

Wide Belt Sander designed for medium to large shops. Configured to sand solidwood, veneer and sealer/lacquer applications.

Sizing machines and Automation solution

13 / Selco SK4 with Winstore K3

Panel Saw with integrated Winstore K3. Feeding of a panel and execution of an extremely complex cutting pattern in short time using the Twin Pusher System.

Software

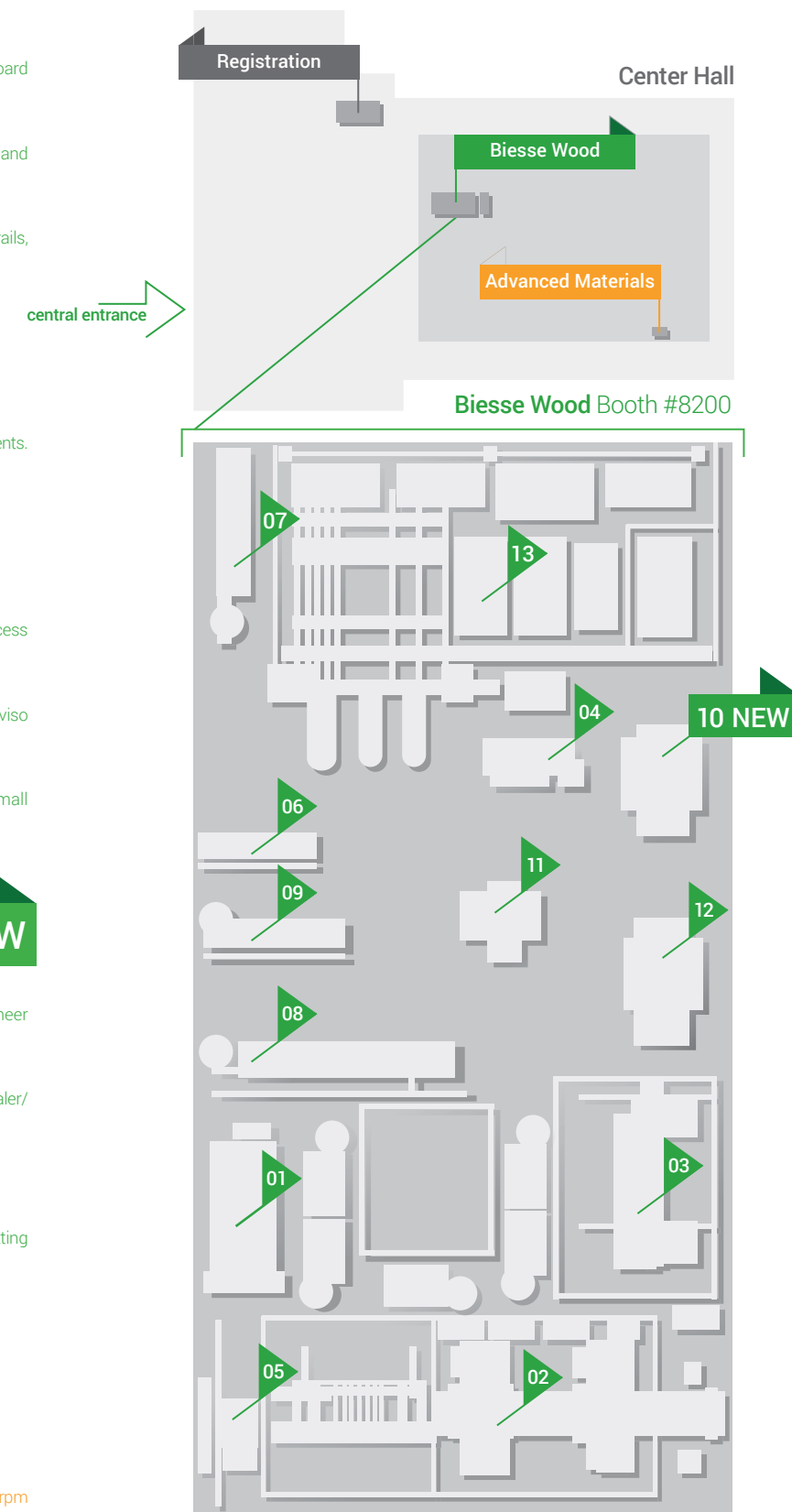
bSolid Area

Software programming demonstrations.

Advanced materials Booth #10251

Skill Plast FT 1224

CNC Router full optional configuration with Optiscout optical registration recognition, oscillating knife, 32k rpm electrospindle. Cutting printed material and foam, routing wood and acrylic with polished finish.



Join Biesse in our booth #8200 & #8211
at AWFS on Thursday, July 23rd
from 5:00pm to 7:00pm
for **Make-A-Wish Night!**

MAKE-A-WISH
Central and Western
North Carolina

Make-A-Wish®
Central and Western North Carolina
grants wishes to children with life-threatening
medical conditions to enrich the human expe-
rience with hope, strength and joy.

In

When competitiveness
means optimizing
production

The market demands

a change in production processes, allowing manufacturers to accept the highest number of orders possible, while maintaining high quality standards, high rates of productivity, and prompt, assured delivery.

Biesse meets these requirements

with cutting-edge technological solutions which enhance and support technical expertise as well as process and material knowledge.

Biesse is driven by the constant pursuit of innovation and continuous improvement, which enables the company to respond successfully to the needs of customers who wish to diversify production of small lots of panels, designing and implementing high-quality technological solutions for integrated manufacturing processes and innovative automation systems.

Optimising production

Production efficiency

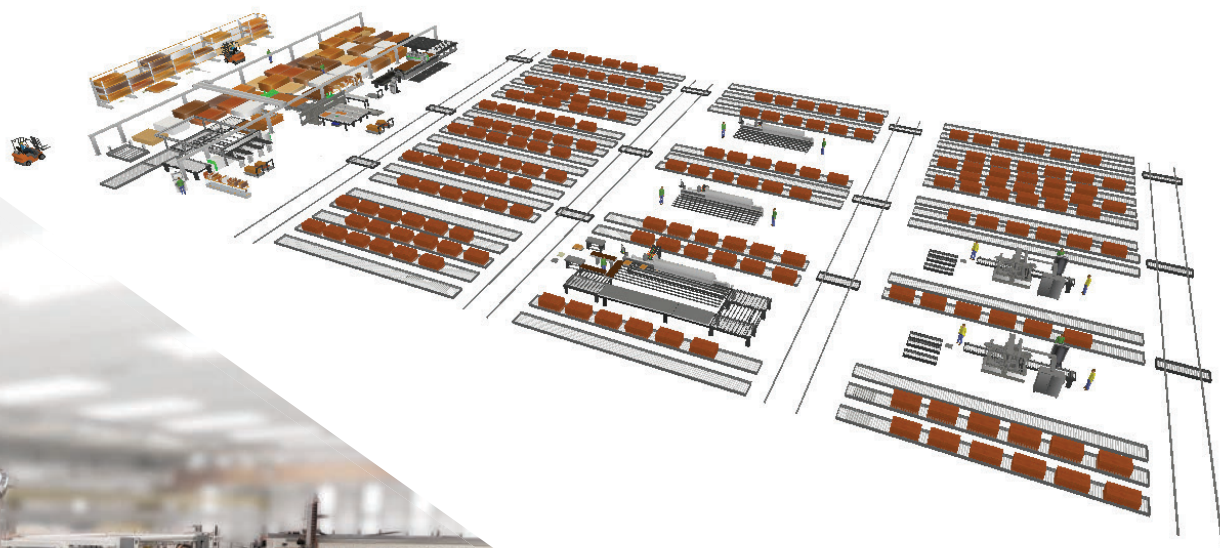
High levels of flexibility

Total integration

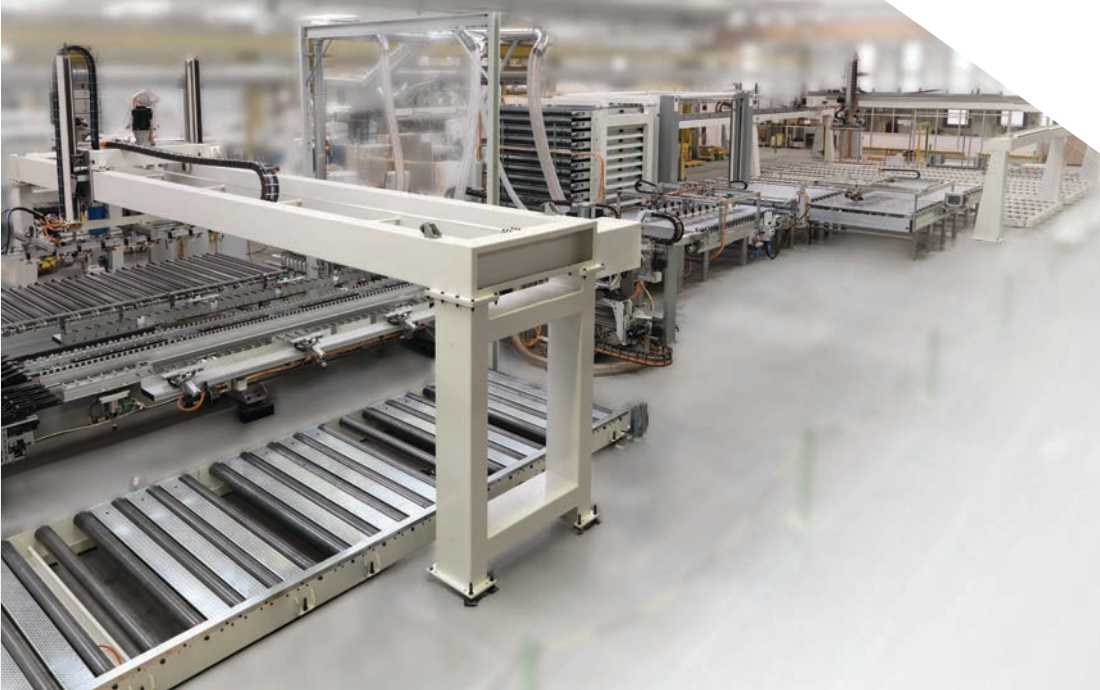
Total flexibility for small batches

The Batch-One process allows the user to process different panels in sequence according to the specific production requirements, with zero set-up time and maximum production optimization.

The three new Batch-One process developments include the Stream B MDS unilateral squaring and edge-banding machine, which is ideal for small batches thanks to its exceptional flexibility, the new NextStep flexible beam saw with double router, which guarantees the perfect squaring of the component, and the Insider M flexible boring machine, which is capable of simultaneously processing all the faces of the panel in a single passage.



Fully-integrated factory for flexible and Batch-One machining operations



Who

Federico Broccoli

*Subsidiaries Division Director
& President/CEO America - Canada*

Federico, tell us about Biesse America...

«Biesse America was established 26 years ago in conjunction with Biesse Canada as an initiative of Mr. Roberto Selci to bring Biesse closer to our North American Customers. Before that time, starting in the mid 1970s, Biesse products were imported using different organizations. In 1989 we decided it was the right move to incorporate our investment in Charlotte».

Why Charlotte?

«A choice with the Customer in mind! In the late 1980s, early 1990s, NC was the center of the American Furniture industry. With a great vision, understanding that our American business would grow more globally than regionally, we purchased the first acres of land for our "Campus" only 3 miles away from the Charlotte airport. In those days Charlotte was a small 300,000 person city and the airport was a small one. Today the city has grown 4 times that and so has the airport! The choice was right. Our business growth was exponential and to be so close to, what today has become an important airport, made the Biesse America technology-center very reachable for our Customers. Furthermore this choice greatly increased our same day parts shipment since the major logistic company picks up parts at 06.30 PM EST allowing our Customers to practically send an order as late as 05.30 PM and have it shipped the same day».

Tell us about your investments and expansions in North America...

«Our first property was built a couple of years after the incorporation of Biesse America. In 1999 an addition was necessary. As we speak, Biesse is expanding again for the 3rd time in Charlotte. This expansion is an important one. In August 2014, together with Mr. Giancarlo Selci, our founder, and Mr. Stefano Porcellini, our Executive Biesse Group General Manager, more in the USA. In September 2015 a 30,000 sqft Technology Center will be finished. A state of the art, free standing, high ceiling and very bright building will be completed. We are planning our Grand Opening for November 2015. This will be a unique opportunity for our Customers. Both Biesse and Intermac will permanently show their technologies in what is probably the largest Technology Center in North America. Our commitment is to have, 12 months out of the year, the largest number of machines under power in the same location, ready for demonstrations on demand, making a trip to NC well worth it for our Customers. Five years ago we completed our building in Quebec and two years ago we inaugurated the Toronto Technology Center. April 2015 was Los Angeles, California. Next, in 2015, will be Austin, Texas... This is a secret, do not tell anyone yet!».

Wow, Biesse is on the move!

«We are not done yet! We have renewed our alliance with BCIT (British Columbia Institute of Technology). We are also opening other showrooms with our major North American distributors: Titan Machinery in British Columbia, Normand Machinery in Quebec, Vision Machinery in Sacramento, CA, Machine Solutions LLC, Indianapolis, IN and coming soon Advantage Machinery, Minneapolis, MN with more in the works!».

What's next?

"Next is obviously the Grand Opening and you can't imagine how much work there is behind the scenes for a project like this. Our Vice President Niki Kampiziones and our Marketing Manager Gerri Yarbrough and the Global Biesse Group Marketing Director Raphaël Prati are really helping me keep the dates for this "12 months from decision to execution" project of which all the Biesse North America employees can be proud».

Give us some numbers please...

«This is an investment of a little over \$3M, totally financed internally. It will take 9 months to build the new expansion and it will house over 40 machines for demonstration, 6 eight person business suites, 1 twenty-four person board room, 3 Customer training rooms that accommodate 20 in each and can be converted to a larger training center that will fit 60 people when necessary».

Parts and Service?

«We are starting the most important logistic project in our history in North America. As we speak, we are designing the new Parts Logistics area on the Biesse Campus. 4 state of the art, vertical, fully automated storage systems will be purchased and installed in September 2015 in order to, with Kaizen methodology, reduce the "from order to pick up time" 70%, streamlining all internal processes, thanks to the addition of Oracle, an extremely powerful ERP system. Furthermore, we are preparing Biesse America and Canada to ship parts during nights and weekends. Biesse is a true 24/7 company that is improving our service even more. The 24/7/365 will be in place in December

2015. We are committed to an over 90% same day shipment. This will be our second "24/7," as phone support has already been taking care of calls around the clock for over 10 years, at no cost to Customers».

How many employees today in North America?

«Today in North America we are 140 employees and very soon, in order to cope with our growth, we will reach 150. Over 90 are in our Parts and Service Teams».

How many Customers does Biesse have in North America?

«Over 4000, with a loyalty level above 90%».

AWFS is at the door...

«Yes and we are ready. We're introducing some interesting new and totally innovative technology that I prefer to disclose at the show!».

We heard about Plastic: give us some information, please.

«Plastic, or better yet Advanced Material, is the new and serious commitment of Biesse. A very important project started with designing a new CNC and Panel Saw 3 years ago. We will present, in our separate Advanced Material booth #10251, our new Rover line. At Biesse, we have all the technologies of a company that is "setting the New Standards" in this field. During AWFS we will officially present the Advanced Material Division to our North American Distributors and Media. For Advanced Material we are ready with advanced solutions!».

Your distributors...

«Our Dealers are the best in the Industry, committed to their Customers, factory trained, with local technicians, and some of them now with Biesse Technologies in their showroom. Without them, Biesse would be a different company. I have no words to thank them for the outstanding job done, really».

Tell us something about the Employees of Biesse America and Canada.

«A company is made of people. Only people can make a difference. At Biesse we care about our employees want them all to feel like a large part of the 3000 employee world wide Biesse Team. We do our best to motivate them and provide them with all the tools needed to succeed and serve our Customers in a professional way. In North America, Biesse has a Team committed to Customer satisfaction. Nobody checks his or her watch when a Customer is in need of assistance. We are proud of what we do and of the product that we sell. In my 16 years in America, I could write a book on Biesse America and Canada employees' commitment to Customer satisfaction. Words can't describe my respect and gratitude for what they do daily for our Customers in North America. A unique solid Team with professional leaders with visions, and all of whom are loyal and committed. Something we can all be really proud of».

Federico Broccoli

President and CEO of Biesse America since 1999 and Biesse Canada since 2006, was nominated as Biesse Group Subsidiaries Directors 2 years ago. A 27 year career in this Industry with the last 21 in the Biesse Subsidiaries of France, USA and Canada.



Ligna 2015



Think4ward has been the Biesse's motto for this show. It has actually been the spirit which animated the entire team since the very beginning of the project. It has been a great challenge for our company. We almost doubled the space compared to the previous edition, we decided to show the latest technologies both for big industrial plants like the Batch-One integrated line, as well as a comprehensive range of software and solutions for smaller companies. It has actually been one of the most important marketing investment since many years. And it proved to be really successful.

As stated by our General Manager Stefano Porcellini, at Ligna 2015 we have experienced a double digit growth in terms of results and the biggest order intake ever. Also smaller customers are definitely orienting their choices on integrated solutions, like saw centers with automated magazines and NC Nesting cells. Ligna was also the occasion to unveil the latest technological innovations, like for example the new Viet Opera R, a complete new concept in the sanding solutions employing a robotic arm to obtain perfect finishing on complex panels.

We proved that with our software and automation we are really supporting our customers' competitiveness for the era of the 4th Industrial Revolution.

Viet Focus on Opera R

The new **Opera R** is only one of the Viet innovative automated sanding machine on show at Ligna. Discover more watching the video from Biesse's booth at Ligna!



Watch the video

Hall 25 and more...

Biesse Tecnosystem

It is the fruit of the union and synergy between big names in the global industrial industry: Biesse and Tecno Logica, specialising in special and custom-built plants.

Batch-one Focus on NextStep

Latest frontier in flexible cutting on display at Ligna 2015. Watch the video to discover how the new flexible beam saw with double router guarantees the perfect squaring of the component.



Watch the video

Selco range Focus on X-Feeder

See how X-Feeder automatic loading and labeling system has renewed with automation single cutting lines machines.



Watch the video

More than wood

Products manufactured by Biesse machines for advanced materials, with the new Plast range.

Robotation Academy

A space focusing on automation technology, like an electrosaw by the Mecathronic division of Biesse Group. This is one of our solutions for the industry 4.0.

Think4ward



Watch the video
of Ligna event

bLab featuring
Wood-Skin

Advanced materials

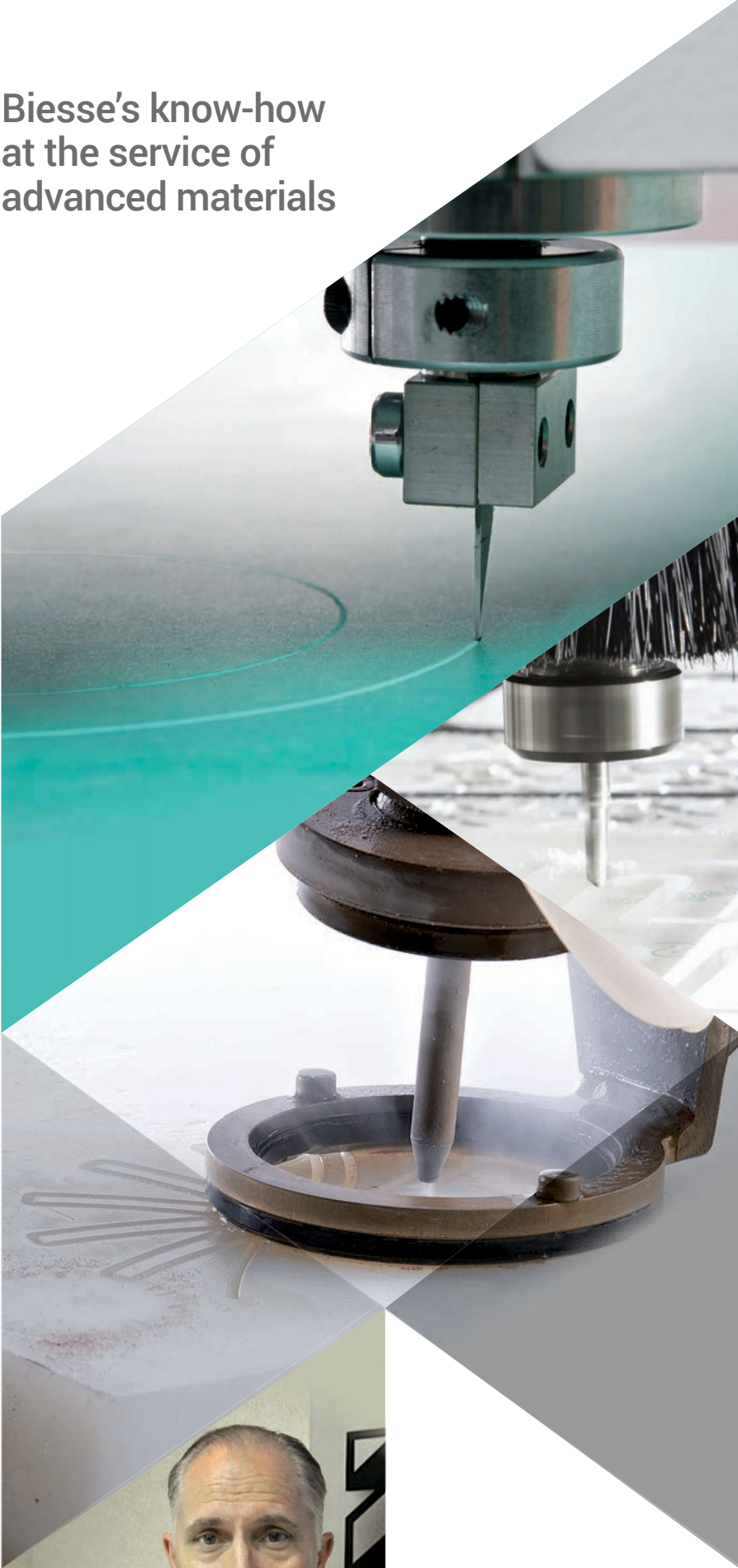
Biesse Group, a worldwide leader in manufacturing machinery for the wood, glass, stone and metal processing industries, is expanding our presence in the advanced materials arena by introducing a full range of machine solutions and a dedicated division specifically committed to the advanced materials market.

The focus of this division will be to provide solutions for a variety of finished products and subassemblies utilized in industries such as aerospace, packaging, retail store displays, signage, automotive/RV/ATV components, consumer electronics, medical and scientific equipment plus much more. Concentrating on innovative advancements to help improve quality and productivity, Biesse will deliver performance without limits. We will deliver machinery solutions designed specifically for the advanced materials customer with cutting-edge technology and exceptional after sales support Biesse is known for worldwide.

«Biesse is a name that has been well known in the woodworking industry for years, but this same technology has also been quietly establishing itself as a major player in non-wood materials such as plastics, composites, and non-ferrous metals» said Federico Broccoli, President and CEO of Biesse America and Biesse Canada. «Expanding our product line and having a dedicated team focused on the production of advanced materials, displays Biesse Group's continued commitment to provide the best machinery solutions available to our customers. We are proud to provide Biesse technology to an even broader range of customers that expect the most out of their production».

«I am excited to join the Biesse Team» said **Lance George**, Biesse's new Sales Manager for the North America Plastic Division. «Tremendous advancements have been made over the past few years in the development of plastics and composite materials. This is truly an exciting time for Biesse to be addressing these markets and challenging applications with solid reliable solutions».

Biesse's know-how
at the service of
advanced materials



Lance George
Plastic Division Sales Manager

 biesse.com/advancedmaterials

Double digit growth for Biesse Group

«We are happy to report an extremely positive first quarter, both in terms of growth and profitability» stated Stefano Porcellini, Group General Manager, following the Board Meeting. «The order intake in these first few months of the year support estimates of a very positive 2015, in line with or more probably greater than the challenging targets set in the three year plan. All of the Company's Divisions are showing double digit growth with a particularly significant performance by the Glass/Stone Division which is showing growth of +35% compared to the same quarter of 2014. All markets are seeing increasing demand, including Italy, the only exceptions being Brazil and Russia, which are still suffering».

«On the financial front - Porcellini continued - Net Debt has fallen to Euro 12.7 million compared to Euro 33.1 million at the same point in the previous period of 2014, which is a comforting indication of a further dramatic improvement expected for the full year to end- 2015, despite a doubling in the dividend distributed, which goes ex-dividend on 18 May (0.36 Euro cents per share)».

Values in Euro million	31.3.15	31.3.14
Consolidated revenues	112,8	91,6
Gross Operating Profit (EBITDA)	11,6	7,4
Operating Profit (EBIT)	7,6	3,9
Net Profit	3,9	1,6
Net Debt	12,7	33,1

Compared to the same period of 2014:

- ✓ Strong Increase in Group consolidated revenues (+23.1%) and machines Order Inflow (+25.7%)
- ✓ Net profit more than doubled (+142.9%)
- ✓ Net debt of Euro 12.7 million (-61.6%)

Automatic diagonal cut on laminated glass

Solution that change the way to make a diagonal cut: there is no need to mark the starting and ending point on glass and then to position it by hand over the laser reference.

Zero human error on measuring, tracing and position.

Now the diagonal cut are managed as a simple straight cuts. This solution brings considerable advantages to the customer that result in higher quality and time saving:

- ✓ Possibility to produce immediately, inside and in the same sequence given from the optimizer, the finished volumes and to avoid extra handling at the end of the cutting cycle to make the diagonal cuts.
- ✓ No limitations of shapes and sizes.
- ✓ Accuracy comparable to straight cuts.

intermac.com

 **INTERMAC**



In

Opera R
First in robotic sanding

Finally, the solution you've been waiting for!

For almost 25 years our industry has searched for an automated solution for the removal of cross grain scratching. Until now, this search has been one of frustration, disappointment and excessive costs.

The NEW "Patented" Opera R provided what we have all been looking for; to achieve the sanding results obtained from manual hand sanding in an automated way, while addressing the difficulties of:

- ✓ Inconsistent removal of cross grain scratch
- ✓ Finish quality with no "swirl" or "check" marks
- ✓ Proper sanding pressure to insure no over polishing or dips
- ✓ Low maintenance cost
- ✓ Consistent finish quality from the first door to the last.

Opera R Solution

- ✓ 100% removal of all cross grain scratch
- ✓ Superior finish quality to that achieved from hand sanding
- ✓ Patented solution to maintain proper sanding pressure for a variety of applications
- ✓ Available configurations to match targeted production levels
- ✓ Reliable engineering/design to insure low maintenance costs for the long term.

Applications

- ✓ Cross Grain Scratching of Cabinet Doors / Face Frames / Passage Doors
- ✓ Sealer sanding of recessed paneled doors with internal square corners
- ✓ Available to custom configure to meet a large number of alternative applications
- ✓ Solid Surface / Aluminum / Composites / Contoured parts...

Example of production rates

- ✓ Cabinet doors / removal of cross grain scratch - up to 2000 per 8 hr shift
- ✓ Cabinet doors / sealer sanding of recessed panels with square corners - up to 1000 per shift

Visit us at AWFS in booth #8200 & #8211 for a demonstration on this exciting new technology!



Biesse Group @ Milan Design Week

Design and technology in the era of digital production

Design & Digital Manufacturing

Location: Gothic Cloister at the church of San Maurizio al Monastero Maggiore.

In Milan on Friday 17 April, the "Design & Digital Manufacturing" fringe event took place, attracting the attention of a varied international audience, and gaining interest from small and large companies, architects and designers, students, journalists and passers-by. The evening was a showcase of the many facets of creativity - the ability to produce without being constrained by limits thanks to technological innovations, to create new design objects, driven by the desire to play and experiment with new concepts, and to seek out new training partnerships, with a view to fostering the talent of tomorrow.

Against the backdrop of Milan Design Week, Biesse Group, FIAM Italia and Enaip organised a round table to examine excellent examples of creativity, technology, craftsmanship and training. Raphaël Prati (Marketing and Communications Director for Biesse Group) introduced Daniel Libeskind, an architect of international acclaim, who stressed the beneficial role of technology in creativity, hailing it as an essential element in creating without limits and manufacturing any object dreamt up by a designer's fertile mind, on a large scale.

Digital Lithic Design & Energy For Creativity

Location: Università degli studi di Milano

It's a collection of marble works made with machinery of the latest generation. Its creator, in collaboration with Marmomacc, is the designer **Raffaello Galio**, maker of Bicefalo, produced with Intermac CNC Master 850 and with Diamut tools. A demonstration of how technology, oriented by creativity and applied to marble, generates unusual expressive and constructive possibilities.

Self-Assembly Furniture

Location: Ventura Lambrate

Through a collaboration between MIT's Self-Assembly Lab and Wood-Skin S.r.l, the **Programmable Table** brings into the game an entirely new category of furniture that actively transforms itself, from shipping to full-functionality. This prototype, unveiled at the 2015 Fuori Salone in Milan in collaboration with Biesse, demonstrates the first highly-active and reconfigurable furniture that mediates between various conditions: shipping, storage and a variety of uses.



biessegroup.com/designweek



"Bicefalo"
Raffaello Galio

Programmable Table
Woodskin

Daniel Libeskind

An international figure in architecture and urban design, the architect Daniel Libeskind is renowned for his ability to evoke cultural memory in buildings of equilibrium-defying contemporaneity. Informed by a deep commitment to music, philosophy, and literature, Mr. Libeskind aims to create architecture that is resonant, original, and sustainable.



With

Contemporary Cabinets improves production volume flows

A new method of panel management and a specialized waste recovery system have helped to re-create the workflow for **Contemporary Cabinets Inc.**: «Before we adopted the new system, we didn't have a good method for managing the flows» commented **Don Wiggins**, Contemporary Cabinets plant manager. «When we purchased a new machine, we would position it wherever there was space, without considering the workflow and consequently, where the machine would be best placed for maximum efficiency. As a result, the pieces moved through the factory without any logical sense.

With Biesse, we designed a system to create the current flow management via the implementation of new equipment, and now everything works in a U formation, following the most efficient route through the factory». The panels begin their journey by being loaded via a **Winstore**, and are then passed on to a **Selco WNT610**, a **1537 NBC Skill** machining centre and an **Akron 855** edgebanding machine.

Every single element of the cabinet travels through the production line, and is subject to all of the machining processes, edgebanding, dowelling and insertion of hardware, before eventually being loaded onto the pre-assembly carriages. The cabinets then are assembled and placed on conveyor belts to be completed. The backs are secured in position to keep them square until the bonding process is complete, while a belt transports the drawers and doors. Finally, the cabinet is packed and loaded on a truck.

The company employs 100 people across 5 plants of over 9000 m2 in Edmond, Oklahoma. There is a department dedicated to the recovery of machining waste and to the panel management process.

«We mainly produce cabinets for commercial projects» Wiggins continues. «We have a factory for customized products such as reception desks, conference tables and more complex pieces which cannot be introduced into the produc-

tion flow of the main plant. Most of our customers are furniture stores, schools, dentists and doctors surgeries, churches and small residences. Recent projects have been completed for large hospitals, jewelers, gyms, for an oil company, and many other retail stores».

The Winstore system is composed of an overhead travelling crane system that stores information on the characteristics and the positions of each panel inside it. It can hold up to 2,000 sheets of material.

«We position stacks of panels in the external warehouse and inform the control system of what type of material it is and how many sheets there are in total. Winstore then loads them and places them in its warehouse. If there is a new material with characteristics that are not already stored in the memory, the weight of the sheet is recorded. The panels are loaded via suction cups that create a vacuum. Before we implemented this system, the machine remained stationary for 20-30 minutes while waiting for the necessary material for machining to be loaded. Now, however, almost all the material is stored in Winstore and there are no waiting times. Also, due to the fact that it is an overhead travelling crane, stacks of material can be stored nearby, so using large lifting carriages between the stacks of material is no longer necessary.

Winstore also keeps track of the material in stock and how many sheets are used by the beam saw and the NC machining centre. We started using Winstore in March 2013 and since then, our entire production flow has been redirected to work around this system. Both the Selco beam saw and the Skill machining centre are also incorporated into Winstore working area, and as such, both can also be rear-loaded directly from the latter. The mere fact that we now have a significant production flow has greatly helped us. We have enhanced the drilling and inserting machine with a numerical control machining centre and this has given us excellent results».

Customer
Contemporary Cabinets

City
Edmond

Country
Oklahoma, USA

Website
www.con-cab.com

Machinery used
Winstore
Selco WNT610
Skill 1537 NBC
Akron 855



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Don Wiggins
plant manager

Excerpt from an article
by Karl D. Forth
for FDM Cabinets

We

#WeAreBiesse

Biesse Group Canada was the FIRST subsidiary to be opened by Biesse Group world wide! Starting nearly 30 years ago with only a few employees in a modest building in Quebec, it has since grown to be the dominant player in the wood, glass and stone industries.

Today, Biesse Group Canada employs over 30 people dedicated to the sales and service of Biesse and Intermac machines. A lot of our success is directly related to the efforts of our most tenured employees.

Diane Thibodeau, Gabriel Aldulea, Ehab Sawires, Joe Pelligra, Andrew Moens, Zolton Horvath, Gianvita Bonaduce and **Denis Rogers** have been with Biesse Group close to 20 years or longer. This employee loyalty, along with investment in human resources, have kept the continuity our customers have demanded. Biesse Group Canada has weathered many economic storms during these years only to become stronger in the eyes of our customers.

We embark on our most aggressive expansion plan ever as direct sales and service staff are being added to our special team. In addition, we have recently implemented an extended warranty program successfully employed by Biesse UK. **4Y Total Care** is a market leading initiative that has already been well received and purchased by the Canadian customers. The future looks strong for this dynamic and unique team.

Matt Fleming
Vice President
of Sales Biesse Canada



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