

## **We've moved to the next level, in a big way!**

APR Detailed Joinery Pty Limited. Condell Park, NSW

Since 1987 APR have steadily built a name for themselves in high end office fitout. Supplying Board tables, Reception desks, Furnishings, Credenzas, Detailed Joinery and much more, directly to their own loyal customer base. They now estimate around 30% of their work is



supplying components such as veneer laying and polishing as well as finished work for other companies and the general public.

“We’ve built a real reputation for our Veneer work as we do all our own veneer pressing, stitching, inlaying and all of the designs possible in matching. Designs can be customised with our CNC machine and finished by our own very talented and experienced polishers who can stain as well as apply a wide range of finishes” explains Director, Robert Breda.

With their own CAD facilities APR can offer a complete design, build and install service if required and Robert like this as quality control is ‘in house’ every step of the way. “We’re very focussed on quality because we rely on our reputation for repeat business and the word of mouth recommendations that generate our new business.”

This focus on quality and the desire to increase both their current versatility and growth potential was behind APR’s decision to upgrade their Beamsaw and Edgebander with new equipment from the German Homag Group.

“I had a thorough look at my options and talked to a lot of existing owners of other brands of equipment and few were happy with the machines post purchase. Everyone I talked to about Homag recommended it very highly. I was convinced these machines were built to a very high standard and would maintain their tolerances over time.”

So decision made and the new ‘HPP250’ Beamsaw from Holzma and Brandt ‘Profiline’ Edgebander were installed.

“The installation crew were fantastic and overall we’ve been very happy with the training and service from Homag. They have helped us understand how to get the very best out of these machines. I couldn’t fault them.”

The Holzma Beamsaw has bought a big boost in productivity.

“What was taking us 30 minutes to cut on our old Panel saw we now cut in 5 minutes. We also save a lot of time Homag’s ‘Cut Rite’ optimization package, and download the cutting patterns directly to the saw from CAD in the office. We’re now ready to cut in around 25% of the time and have reduced our waste by 30 to 40%”.

APR like the clear graphic visualization of the cutting patterns “It’s a massive improvement and fool proof. Everyone found it simple to learn, for example the Apprentice was using it competently within 2 hours”

The Brandt Edgebander particularly appealed because of it’s automated resetting and versatility “Because all our jobs are different we do heaps of short runs. This Monday for example we’ve run solid timber, veneers and melamine, laminate & PVC and the automatic changeovers through the PC are very quick, precise and simple.”

The Brandt ‘Quickmelt’ glue system also appealed “From cold we’re underway in 7 minutes and use it as a jobbing machine throughout the day. The glue is always fresh, there’s no mess and because the glue lines are virtually invisible we don’t ever have to change colours. The onboard corner rounder halve edging time on doors and the addition of glue scrapper units after the edge scrapers deliver perfect results straight from the machine.”

Robert sees the biggest benefits in the ‘big picture’. “We’re doing what we were doing much more efficiently, getting better results and we can offer a wider range of edge finishes.

However, I see the big advantage in that we can accept bigger jobs and still guarantee on time delivery. We can still do it all ourselves in house and guarantee quality whilst at the same time offering the client a product that is unique to their specifications. We can offer our customers greater choice and at a very competitive price because we’ve taken a big step forward in productivity. Without compromising the ‘tailor made’ impeccable service and quality we are renowned for, we’ve moved to the next level, in a big way.”