

Nesting plus a whole lot more.

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## QVS invests for growth.

Perth based QVS shop fitters set its sights on the 'big end of town' with its investment in Nest based manufacture from Weeke, the CNC specialist of the German Homag Group.

Purchase of the Weeke was fundamental to QVS's aim to double its turnover and increase corporate work to more than 35% of its business. This corporate work was aimed to be addition to its traditional base in Pharmacies, Newsagent and other Retail fit-outs and achieved without additional staff.



**QVS Directors:**  
**Mark Henderson and Paul Berry.**

Success followed quickly with QVS winning Perth's biggest fit-out contract this year, the \$6million Royal Perth Hospital job, involving more than \$1.6million of fit-out work. On top of this recent contracts for the St.George Bank, the Fisheries research centre and apartments in Kalgoorlie testify to QVS's new capabilities.

C.E.O. John Nicol points out that the Weeke has revolutionized the way QVS competes for business in the corporate sector. "This investment has proved highly productive and allows us to go from concept to design to finished work at a rapid pace, producing higher quality work with significant cost savings" A combination of AutoCAD and Weeke's nesting software virtually eliminates the 'grunt' work allowing staff to concentrate on finishing, customizing and assembly. "Some labor intensive tasks that were taking us 3 hours can now be completed in 21 seconds and with a better result!"

While progress since the Weeke's installation has been rapid the decision on the best machine took three years as Marketing Manager Peter Nicol explains. "We really did our homework but in the end the decision was easy enough. Some of the machines we looked at were toys and that ruled them out but what really appealed about Weeke was their versatility. Most machines could simply 'nest' sheets but with the Weeke we got a complete flat panel processing system. Their 'Otrix' table is unique and allows us really easily to raise components above table height on cups. These cups can be added or rearranged in seconds to suit complex component shapes and that's a big plus for us" This versatility is vital for QVS's shop fitting work but also means laminated bench tops are a 'cinch' too.

"We used to buy in Slat wall, but now we supply others with this product which we also make on the Weeke. All in all we needed a machine that was built really solidly with the machining head supported on both sides as opposed to the traditional 'cantilever' approach others are using. In the end we knew we needed a Router with drilling capability not something that's more a drilling machine with Routing added"

Weeke's unique fully variable drilling speed with all spindles reinforced for large diameter bits added further to the machines versatility." We like Weeke's guaranteed drilling depth, which none of the others had and we also added the air cushion table which is a big help loading large sheets"

John sums up "The corporate environment is categorized by custom design and high quality finishes, coupled to strict deadlines. We now have the best technology in-house to ensure QVS can meet these requirements with ease and very cost effectively"