

## "We buy the best machine for the job"

### DOVETAILS

Nigel Clark of Perth Commercial Interiors manufacturer 'Dovetails' happily admits he's not a 'brand' buyer. "I don't care what badge a machine wears we simply look closely at what's on the market and buy the best machine for the job"



In Dovetails case 'the job' is mid range and above Commercial Interiors for retail and corporate clients.

Dovetails can point to clients like Bovis Lend Lease and Hassel Architects and high end corporate fit outs for Telstra Australia Post and SONY Corporation as clear evidence of its capabilities and credentials.

With 15 staff and 8 successful years under their belt Dovetails can look back with real satisfaction on what they have achieved.

"We absolutely pride ourselves on both our Service and on our Dependability

Offering a full project Management operation means we have to work across the full range of materials demanded by our Architect clients and in the case of our Edges that means we need to be able to apply difficult edges like High gloss white and '3D' finishes without marking. We also do lots of edge material changes in an average day and as you can imagine our clients set very demanding standards for finish and adhesion."

Dovetails started the business with a second-hand Brandt for the German Homag Group. As the volumes increase they moved up to a bigger Brandt but again second-hand before their recent move to a new and 'fully automated changeover' Brandt KDN530C.

"We had a great run out of the first two Brandts so I was always going to look closely at them when it came time to 'go new' but in the end it the Brandt sold me on what it could do for our business."

Nigel was determined to eliminate manual changeovers so the new Brandt is fully automated including the tape in feed. "That gives us perfect tape alignment and positioning and it's then the same right through the machine."

Overall Nigel estimates the auto changeover systems save Dovetails 5 to 6 hours per week." It has easily justified the extra cost. just in that but when you add the corner rounding time savings, the 'fished, straight off the machine savings... well its really substantial."

Everything is driven from Brandt's new 'large screen' PC20 controller." I really liked the Computer graphics and software as it's all very simple, clear and intuitive and there's a whole bunch of handy production info and service monitoring too." Software is something Nigel can speak to with some authority too as the local agent for Microvellums Design Software!

The ability to handle sensitive edges, absolute edge finish quality and a host of small features like the automated chain feed lubrication we're all pluses for Dovetails and add up to another satisfied Brandt customer." The install was good and we've been happy with the backup from Homag too."

"Like everyone else the quality of our edges is a big factor in how our clients judge the final quality of our work. It's right there in front of them, really the most visible element, so it has to be perfect. And that's why we choose the Brandt, because it's definitely the right machine for the job."