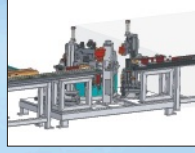


▼ **ENGINEERING**

Sawing, routing, drilling and chamfering are time-consuming processes. Whilst the time factor is important, the finished quality of the product is paramount...page 2



▼ **COLLEAGUE**

Today we present to you, our team partner of many years, John Galvin...page 3



▼ **TIPPS & TRICKS**

Working with the Hoffmann Key is straight forward, uncomplicated and therefore simple. Perfect joints are made with ease and precision...page 4



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Page 3 Colleagues, Products, Businesses

Page 4 News, Tips and tricks, Hoffmann-Keys, Impressum

Editorial

Good prospects (an eye on the future)

Dear Friends, partners and customers.

"Friends, Romans, Countrymen, lend me your ears" Caesar once said. Talking together, whether this is in professional life or socially with one another - communication is as essential as breathing itself. This is the purpose of presenting the first edition of our new in-house news letter.

We really need to keep in touch. Each and every one of you from the international Hoffmann-Organization has something to say about the Hoffmann-Key. These should be informative things based on experiences as well amusing and interesting events.

By commenting on and exchanging real-life experiences from across the world of wood-working, we can share valuable expertise and look beyond our own limited horizons.

It would be immensely valuable to all to keep in touch with our Hoffmann World Network and we look forward to your letters, ideas and comments. Naturally your helpful suggestions and proposals, as well your criticisms, would be most welcome.

Let's keep in touch!



Yours
Thomas Hoffmann Martin Hoffmann
Managing directors of Hoffmann GmbH Maschinenbau

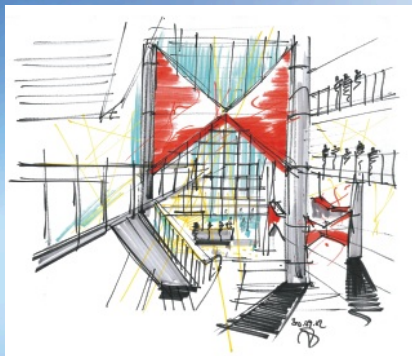
Headline story

Further Horizons (beyond the Blue)

Hoffmann Keys are already well established as synonymous for practical jointing.

They are recognized, as a quality symbol, across the entire woodworking industry, whenever two parts need to be permanently drawn together. The field of application is almost unlimited, from fine delicate picture framing to bespoke furniture and fitted joinery work, doors, and coverings to complete window construction, post and beam construction and facades.

Most major firms in the woodworking industry are already using the Hoffmann System and know the advantages and quality, gained from the Hoffmann Key Joint. To effectively extend our range of application we have collected together here, some applications from our customer lists:



Interior fitting

- > Wall and ceiling cladding
- > Cornice and skirting boards
- > Architraves on doors and windows
- > Cover beading, slips
- > Work tops
- > Corner seating
- > Door framing (mitre or butt)
- > Handrailing and balconies
- > Stairs

Built in furniture

- > Off set rails
- > Panel door insert frames
- > Cornices
- > Frame and carcass construction
- > Drawers
- > Cabinet face frame construction
- > Mullions and mullion frames
- > Tables and work surfaces

House building and the building envelope

- > Post and beam construction
- > Glass facades
- > Conservatories
- > Heavy frame construction
- > Doors, sliding and folding portal frames
- > Windows, tapered and round windows
- > Wood/Alu post and beam construction*)
- > Wood/Alu windows*)

*) When you are working in this particular area of window manufacture, and have any enquiries, please request a quotation from Hoffmann, for Wood/Alu jointing system for windows and facades. Quote: "Hoffmann Window", or "Windows as found in post and beam construction from bar length profiles".

With a straight forward application, as well as an obvious time saver, you have the



absolute security of the dovetail joint as a distinct advantage. In particular, no clamping or alignment is required, the jointed parts can be immediately worked on further. This applies to surface, corner, or frame joints.

In certain applications, if a joint requires no particular engineering strength or is not under load or pressure, it can be made without glue being applied. This will not affect the strength of the joint. This is particularly appropriate with solid wood and MDF. There is no longer any need to clean the joint of any excess glue, which would have been squeezed out of the joint.

In total when using the Hoffmann Double Dovetail jointing system, a saving of up to 70% of processing and assembly time can be achieved when compared to other jointing methods. -rb-

Impulse

German manufacturers leading the world market



At present, the position of the world market sales for woodworking machinery is due to the cooling off of the economies. It is especially

difficult for European manufacturers due to the euro/dollar exchange rate. It is good news that the German manufacturers leading position in the world market has increased in proportion to 29% (last year 27%). Although some branches of the economy were reduced, the export remained very good. From January

to May the amount of woodworking machinery exported was in the value of around 950 million euro. 12.2% more than in the same period last year. Admittedly with irregular tendencies in individual markets.

Russia was for the first time the most important export destination for German woodwork machinery. Between January and May machines with a value of around 126 million euro were delivered. That is more than double than in the same period last year. This increase weighed against a USA loss of 40% around 56 million euro and reduced USA to second place. In third place with 54 million euro was France with an increase of 32%. Also with increases were Turkey, Italy, Poland,

United Kingdom, Austria, in sequence of commerce to ten consumers. Most importantly outside the European single market and next to USA is the Peoples Republic of China in seventh place. (45 million euro and minus 3%). Due to an OSB plant and multiple saw mills, Venezuela held eighth place (34 million euro).

German manufacturers of woodworking machinery are renowned and respected worldwide for their high quality products and excellent service. Around 40% of all machines go to prime industries (manufacturers of raw materials e.g. wood material, saw industry). 60% go into to second level of industry (manufacturers of finished products, component parts and the furniture industry). -Bette/VDMA-

Customer - Duco Doors

Doors open for good business

We would like to introduce you to some of our customers who work with our Hoffmann products.



Today it is the firm Duco Doors GmbH from D-76698 Ubstdt-Weiher. The firm Duco Doors specialises in high quality interior joinery. A bespoke saw- drilling automated unit has been in service here for a number of years. It is a machine which trims the door casing to length and positions the holes for assembly. Its capacity is for casings from 100mm to 450mm in depth and from 1500mm to 2500 in height.

Duco produces interior doors, not as exhibition show pieces, but as unique, individual hand-made products. These doors contribute to the ambience of the living room space.

Duco doors are distinctive in their many individual visible features and noticeably for their love and attention to fine detail. As for example precious inlays of contrasting wood. Classic wood/ glass doors or for those who wish inset strips.

Here are some quality characteristics:

- > The door blank consists of a middle section made from hollow tubular chipboard with different tube dimensions for increased stability – the wood frame which is made of native species (no tropical woods) is re-enforced with a solid wood edge veneer on three sides. This makes the door sturdy, at the points where most stress occurs.
- > The outer layers comprise of four millimeter thick HDF which are finished with selected veneers. The construction and manufacture of doors, frames and casings from blanks ensures a perfect match of veneers on all parts. The outer edges are all finished with solid wood.
- > In addition to present models and diverse configurations, and in conjunction with every possible bespoke size, every

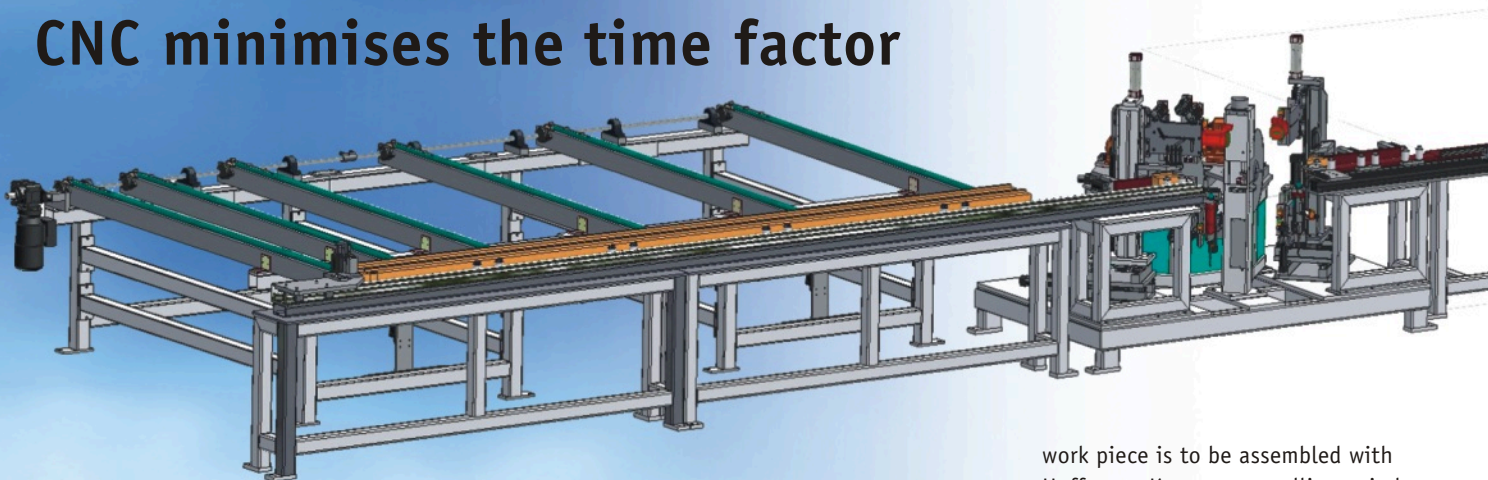
individual design wish can be fulfilled. Similarly, circular, arched, and sliding doors, entrance doors, porches and vestibules.

If you would like to become a Duco distributor, then contact this ambitious door manufacturer to establish a working relationship.
(www.duco-tueren.de / Doris Steinel) -rb-



Engineering

CNC minimises the time factor



When the machining processes of sawing, routing and chamfering are required, the ideal solution is to process these in one machine cycle. Whilst the time factor is important, the finished quality of the product is paramount. With these objectives in mind, Hoffmann Maschinenbau has recently developed a CNC controlled, multi-axis machining centre SO 7. 198. Its main application is for machining component parts from bar-length-profiles, for the manufacture of windows, doors, and furniture.

The machine cycle comprises of: a PC controlled automated saw to determine the length of the work piece, the router to produce the jointing-system-slot (eg. Hoffmann Key or other system) the drills for

the dowel positions and the chamfering to create a shadow groove or design feature across the joint surface.

The leading piece is positioned on the infeed table, sequenced and following separation is secured. The servo controlled axis moves the router unit to its pre-programmed working position. The gripper holds the work piece and moves it to the saw for cutting. The machine tables open and the relevant tooling moves to the workstation and to the work piece surface to begin the process. The pre-programmed work cycle automatically begins its sequence. Drilling the dowel positions with the multi spindle head (Fitted with one to five drills) as well as the routers to make the routed positions with up to three router units work in sequence. If the

work piece is to be assembled with Hoffmann-Keys – e.g. mullion, window elements, internal/ entrance / french door, furniture doors etc. then it will be processed with dovetail routed slots.

Subsequently the gripper automatically transports the work piece to the exact position to be cut to length. Following this the end of the work piece is then chamfered if required. The finished work piece is then automatically transported to an outfeed table and can be removed. Afterwards the remaining bar length profile is again brought by the work piece gripper to the processing position, and the machine cycle starts again.

The particular application of this efficient CNC multi-axis machining centre is the cost optimizing, labour-costs saving and waste reduction. -rb-

Marketing

Knowledge is strength

To be better informed - that must be our motto. This is why we produce informative material such as catalogues and brochures for our customers. Those who know more, are more competent with demonstrations and can more easily convince the specialists.



Homepage

Our web site www.hoffmann-schwalbe.de already contains an abundance of information around the Hoffmann-Key, its application and processing technique. Use this educational and helpful information media.



DVD

The complete machine program is visually presented on this attractively arranged information media. (at the moment available in English)

Catalogues and Brochures

The main catalogue, with 64 pages, presents the company and its complete machine portfolio. Here you will find everything you want to know about the Hoffmann product range.



At the moment, this catalogue is available in German, English, French, Italian, Spanish and Portuguese.

There are other catalogue versions available in Russian, Japanese, Danish and Swedish. Likewise for special machines and customer-specific-solution machines, we have these too in German, English, French and Spanish.

The brochure, Attraction of the Hoffmann Window, introduces the extraordinary window and façade-architecture made from wood / aluminium. At the moment it is available in German, English and Spanish. -rb-



Ticker-tape

New Colleague

> Mrs. Magdalena Heller has worked in our company offices since 01.07.2008. She is responsible for the customer support, sales and distribution etc. for the markets in Eastern Europe and Russia.



> Also since 01.07.2008 Mr Keven Fremgen has worked in the production department. He is responsible for the assembly of the machines in the larger range.



New Distribution Partner

> We have formed a partnership with the firm PE Yushchysyn in Lviv to serve our customers in the Ukraine and develop that market further.



More Hoffmann Key sizes

> We have extended the middle range of the Hoffmann Key size W-3 with the addition a 17.5mm Key.





Work colleague

Earl of Bentham

Today we introduce our long serving colleague John Galvin, for whom The Hoffmann-Key in one way or another has become his purpose in life.

John Galvin also known as The Earl of Bentham began his success story in 1994. "He started work in the Bruchsal main workshop as a machine fitter, assembling machines and very quickly headed for greater things. He progressed to more complex machines and qualified with technical understanding for further responsibilities.

In 1996 he started from scratch and founded Hoffmann UK. This responsibility became a family concern and a personal challenge for him, motivated by his enthusiasm for anything to do with Hoffmann-Keys. He acted as salesman, demonstrator and serviceman. His wife Margaret took over the office work and telephone enquiries as well as running the home.

From then on the life of the Galvins was ruled by the Hoffmann-Key. John's mission was to introduce this unique jointing system to the UK market. It turned out to be a huge business success and still is today. His



success is due to Johns' unshakeable belief in the „Key“ and his appreciation of the successful cooperation with all the Hoffmann Team. Hoffmann UK expanded quite rapidly, a main office with warehouse and demonstration area had to be acquired. Further members of staff were required to support the team. Today the branch is a firmly established base of the Hoffmann organization.

Due to „homesickness,“ John and his wife Margaret returned to Germany in 2007 and are now living near Bruchsal in their chosen homeland.

John now has the responsibility of further developing the international markets in Northern Europe. He is proud to be working again with his colleagues and friends, especially as he recently celebrated his 60th birthday with them. -th-

Organisation

The Organisation Worldwide

Hoffmann Maschinenbau GmbH was founded in 1989 with the highest possible standards and goals. Customer satisfaction and a local presence in all the world markets.

The everyday business transactions, of the international network, operate on this basic principle. From the headquarters in Bruchsal Germany more branches were established throughout Europe and overseas.

In addition, in the important economies, we have subsidiary branches, partnerships and main dealers who service and satisfy the customers requirements.

Today we introduce our subsidiaries:

Australia
Hoffmann Machine Company PTY LTD.
Melbourne, Victoria 3931
Phone: +61-(0)3-9775-4904
E-Mail: hoffmann1@bigpond.com

England
Hoffmann Machine Company Ltd.
Whitegate,
Morecambe-Lancaster LA3 3BS
Phone: +44-(0)1524-841500
E-Mail: info@hoffmann-uk.com

Product

Wood jointer FoX for joiners and carpenters

An interesting and lucrative business potential for many joiners and carpenters are wooden terraces. This market grows continuously, because „Outdoor Living „has become a way of life for more and more people. Taking your business in the direction of terraces, balconies and gardens could be very profitable.

This is how your quotation could look.

1. Quotation for „Wood terrace“

Offer the Wood Terrace as a product which demonstrates the quality and aesthetics of natural wood. The necessary machinery to process and manufacture is already in your work shop. In every case offer only exclusive tropical woods to prove its value, also thermo-wood and other composites such as WPC.

The technique used in wood terraces is very clever and a particular highlight. It is the way in which the boards are joined together. By using FoX, the new jointer made of natural rubber, it is quick and easy.

FoX maintains the wooden parts firmly together, but at the same time allows it to be flexible and variable. FoX is durable and can be used a second or third time. For example if the customer would like to dismantle and rebuild. (this can be done by the customer himself if he wants to) No tools are required to do this job, as FoX can be easily pushed into the pre-routed slot – or alternatively also withdrawn. FoX is weather resistant and not affected by the outside temperature.

The distance between each wooden part – and therefore the width of the gaps – is determined by the depth setting of the router cutter. At the same time the flooring ground clearance is maintained, whilst any unevenness is automatically leveled out.

This is how beautiful natural wood flooring for terraces, balconies, conservatories, sun porches and decking by the pool are made.



Just the same applies to paths in the garden or from the house to the garage. It doesn't matter which shape, form or use, all variations are possible: Ships decking, mosiak-blocks etc.

The only required machinery for this application, is the router cutter to make the slot for the FoX. It is fitted into the standard Hoffmann machinery which process joints for the Hoffmann Key.

2. Quotation for „Garden furniture“

When you want to, you can make your quotation for „outdoor living“ more attractive and compliment it with Garden Furniture. Needless to say don't buy just any furniture and certainly not plastic as found in stores or DIY centres. Go to a completely different level and offer premium outdoor furniture made from the best wood and with top quality. Therefore beautifully finished furniture as the customer expects from the professional joiner or carpenter.

Such garden furniture can be self assembled or sold by specialist suppliers. -rb-



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Hoffmann Machine Company, Inc.
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c/o Roy Williams Woodfinish Management
1449 Alberton North
Phone: +27-(0)11-907-3982
E-Mail: rwwm@global.co.za

For further information regarding our partners in various countries please contact us in our main office in Bruchsal.

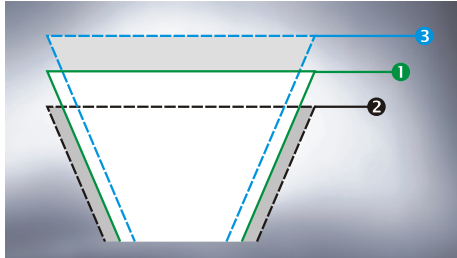
Hoffmann Maschinenbau GmbH
Fone: +49-(0)7251-95440
Internet: www.hoffmann-schwalbe.de
E-Mail: info@hoffmann-schwalbe.de -th-

Tips and tricks

Simply brilliant - brilliantly simple

Working with the Hoffmann Key is absolutely straightforward, in fact it's simple. With just a little expertise you have the perfect joint. Here are a few written and pictorial tips and tricks.

Setting the Key tension strength



(1) Ideal router setting

When your machine is delivered, the router is set (factory setting) in a position which offers an optimum tension to suit various wood species and profiles. This setting can be individually altered.

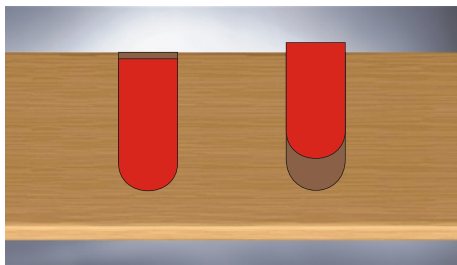
(2) To lower the tension strength

The factory setting minus 0.2mm reduces the tightness of the joint.

(3) To increase the tension strength

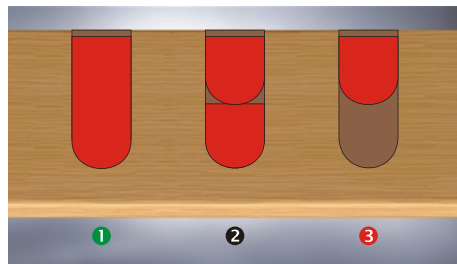
The factory setting plus 0.2mm increases the tightness of the joint.

Setting the routed depth



Always insert the Hoffmann-Key fully into the routed slot. By inserting the Key to its full depth, the serrations on the sides of the Key are able to grip along the whole surface length. This way you achieve the best possible tightness of the joint. Whenever possible the slot should be routed to within 3mm of the finished surface.

Choosing the correct Hoffmann-Key length



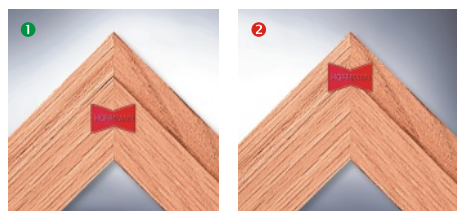
(1) Ideal Hoffmann Key length

(2) Option with several Hoffmann Keys

(3) Incorrect Key length = insufficient tightness

From the wide spectrum of Hoffmann-Key sizes you can select from four different cross-sectional sizes with a variety of lengths. You can therefore attain the best possible tightness of the joint. Please note the technical specifications in the Hoffmann Key Selection. When deep slots are routed, instead of a single Key, several short Keys can be inserted one behind the other.

Corner distance



To prevent cracking or bursting at the corner, the position of the Key in the work piece must be carefully determined, in relation to the outside corner.

(1) Ideal Hoffmann Key position

(2) Incorrect

-rb-

Hoffmann-Keys

The idea of the Hoffmann-Key

The history of the firm, which was founded as "Hoffmann GmbH" in Bruchsal in 1990, began with an idea which was born in the USA, the land of endless opportunities. The inspiration came from the desire to create a jointing material which pulls two parts together with the highest precision, sureness and durability.

In addition it should be simple, uncomplicated, without complexity and be made in the shortest possible time. Possibly with numerous applications, in fine picture framing also in furniture assembly and also for construction joints in building elements.

The idea has now become reality and is recognized worldwide as a quality concept: The Hoffmann-Key!

The principle function is based in both machine building as well as in the woodwork industry. It is known as a quality characteristic, the trapezium shaped dovetail.

It is the tapered wedge-shaped slot with the three surfaces, which guides and holds simultaneously, meaning that it is the best

base for an exact and secure joint – as is with the Hoffmann Key. With the shape of a Double Dovetail Key, two parts will be inevitably pulled together to create a strong and positive locking, secure joint.

The particular characteristic of the dovetail joint, is due to the four dimensional, diametrically opposed, sloping serrated sides of the Hoffmann Key which when inserted, accurately lock the joint secure. At the same time slipping is prevented, due to the substantial pressure created by a precise joint, e.g. on the mitred corner of a profiled frame.

This simple mechanical operation is a marked time saver and is therefore a further advantage of the Hoffmann Jointing System, additionally no clamps are required.

Because of the variety and numerous application possibilities, there is always an optimum size to suit the respective field of application. There are four cross-sectional sizes and within these sizes there are many different lengths.

Update

We are expanding

Hoffmann was founded as a machine building company making special machinery for the woodworking industry and other special areas. With the invention and introduction of the Hoffmann Dovetail Key the company profile changed.

Today a comprehensive range of choice of keys, a further range of products and new



machinery is produced, and is available for both the tradesman and industrial use.

This development and expansion is reflected in the recent extension of the offices and factory.

To keep up with the technical and production demands, our many international company activities and expanding product portfolio, we have extended our building complex once again to a further 1200m² for production and storage space. We now have over 3000m² available. This space is already allocated even though the building is not quite



complete. At the same time, the offices and factory were reorganized and made more attractive not only for the staff but also for our visitors. -rb-

Imprint

Publisher	Hoffmann GmbH Maschinenbau
Responsible for the content	Thomas Hoffmann
Editorial office	Rudolf Bartl
Layout	Michael Mantwill
Frequency	3 Issues/year



As well as our standard range of brown coloured Keys made from quality polymer, we also offer special colours in a variety of lengths and shapes.

Here is a summary of the presently available variations, which we have added to our standard design range of manufacture:

- > Hoffmann-Keys with different caps.
- > Hoffmann-Keys in special colours.
- > Corner Keys for horizontal application.
- > Hoffmann-Keys for special flooring.
- > Hoffmann-Keys for wood decking (FoX jointer).
- > Hoffmann-Keys for Conservatories.
- > Hoffmann-Keys for Conservatories (designed for 45°).
- > Hoffmann-Keyway Guide W-4.
- > Hoffmann-wooden-Keys from metre length.
- > Hoffmann-Keys from plastic in metre length.

Additionally, Hoffmann-Keys can be manufactured from other materials such as polyethylene, ABS, Polyamid, wood,

aluminium, compound material WPC or special heat-resistant material. So for every application, the appropriate Key compared with the correct static strength with the expected tension or load bearing requirement at the joint position can be allowed for.

For the processing of the Hoffmann joints there is a huge range of machines available. These range from hand-held and bench-top machines, to combination sawing / routing / drilling machines and on to CNC controlled machining centres. Whatever the customers specification, a solution is possible. -rb-

