

▼ **ENGINEERING**

The new generation of machines based on NC machining technology is our "Super Nova" ...Seite 2



▼ **Colleague**

The title "The Specialist" is not only applied to the action film but also to an employee here at Hoffmann ...Seite 3



▼ **TIPS & TRICKS**

The Butt-Stop fence is a perfect all-rounder, when it comes to creating various joints...Seite 3



Contents

- Page 1** Editorial, Title story, Impulse
- Page 2** Customer, Marketing, Engineering
- Page 3** Colleague, Current affairs, Tips + Tricks, Company
- Page 4** Dovetail Keys, Ticker, Current affairs

Editorial

Super Nova

Dear business partners and customers,

Yes you have read the title correctly. We have indeed a new "Super Nova".

The new NC routing and dowel-drilling machine "PP-2-NC" is a genuine all rounder, ideal for processing building components, windows, doors and even furniture components. The initial machine concept began in December 2009. It was motivated by an enquiry from a customer for a machine which could simultaneously process two faces of a joint with three dovetail slots (for Hoffmann Keys) and three dowel holes in the one machine cycle. The operator should have the choice to position the dovetail slots either horizontally (from left or right) or vertically (from the top or bottom), anywhere within the profile joint, as with the positions of the dowel holes.

In March 2010 the first prototype was completed and was inspected by a French customer with a very critical eye. "Très Bien" was his excited assessment...and we had our first confirmed order for a PP-2-NC on the books. He would have preferred to take the machine with him following his visit. It was a "fast-lane development" for a real "Super Nova". The success of which, all the Hoffmann production team are extremely proud – to design from scratch, develop and test a machine which fits perfectly into our machine series, and to receive such a positive response from our customers is quite an achievement.

Meanwhile, the PP-2-NC machines are not only in service in France but in other countries worldwide. On page 2 you can find more details of our PP-2-NC machine. For those who would like details and full specification please request a specific product brochure using the keyword „Super Nova“



Thomas Hoffmann Martin Hoffmann
Managing directors of Hoffmann GmbH Maschinenbau

Title story

Mini for Max

The St. David's shopping mall in Cardiff is a real "Eye Catcher". Featuring a retail space of 155,000 m² spread over two floors and over 160 retail businesses, it is a jewel in the crown of the modernized city centre. The curved glass of the roof construction gives the visitors the sense of walking through an atrium. This bold and conspicuous structure is impressive. The frame work is a highly stable metal construction which is partially concealed with fire-resistant acoustic panels. The aesthetics of these acoustic panels are enhanced with a surface of Sand Maple veneer, a frame of solid birch and sprayed with UV resistant lacquer. A special requirement for the construction of the panel framework was its precision. If the framework was not accurately assembled then the panel would not have a flat surface. Our customer, Bespoke Acoustic Interiors (BAI) based in Thaxted Essex, saw this difficulty as a challenge for the company, which could easily be solved with the use of the Hoffmann Key. The Hoffmann Jointing system was designed for such an application as in the cruciform joints of the sub-frame construction. The finished surfaces of the assembled parts would inevitably be flush and level – a design function of the Hoffmann Key. At the same time the length and cross joints would be



securely drawn together due to the dovetail shape of the Key. Another advantage was that the ceiling panels could be mounted in a very short time following the construction of the frames. Some frame parts were prepared in the workshop whilst many were prepared on site prior to erection using the standard Hoffmann MU-2 machine.

The two part roof with a surface of 22.000 m² was built in a classic, curved, wood construction style. Each main frame of the sub-structure was divided into four sections each measuring 7503 x 7126mm, which dwarf the Hoffmann keys, approximately 40,000, that are responsible for upholding this impressive roof construction.



Impulse

The Largest Wood / Aluminium Window in the World

The first year students from the "Technical college for Glass, Window, and Façade construction" accepted a major challenge for a world record on 19-06-2010. They undertook to build a Wood / Aluminium window to be entered into the "Guinness Book of Records" The previous record stood at 80 sq m and has been exceeded by 12 sq m. This record has now been well and truly broken. The new "World Record Window" stands at 46m long, 2m high, weighs 3,427kg and is totally functional. This enormous window embraces much of the latest technological innovations for windows: Glued in glass units, integrated photo-electric cells, vacuum glass units, and a 6m wide, electrically operated, roller blind. It was built in the factory of an industrial manufacturing company. The project took exactly 8 hours and 21 minutes



to complete and included the machining of more than 130m of laminated Scots Pine window sash profiles. These were planed, grooved, crimped cut and drilled in the machine shop whilst the assembly team constructed the 78mm thick frame / post / beam elements and fixed glazed panels. 20 partners from trade and industry were involved in this extraordinary project to construct this 92sq m window.

The Hoffmann Keys played a significant role in the project. The joints in the larger frame elements were firmly secured using size W-4 Hoffmann Keys, which enabled the safe transportation of the enormous, completed construction. In the installed window the Hoffmann Key played a critical part as a structural function. The size of the largest, fixed glazed element measured 5915mmx

1824mm. It is important that such a large surface must withstand the increased wind pressure and for the Hoffmann Key that is no problem. The entry into the "GUINNESS WORLD RECORDS" will have a wide reaching advertising impact for wood / aluminium windows. It will demonstrate the high quality and technical standards of the wood and wood / aluminium design and especially the ecological and energy aspects, which may in the future be our only alternative.

The Hoffmann Jointing System for corner and frame jointing plays a significant role in this application.



Customer - Woodex

„FoX” has a new product line

Aesthetic, practical, eco-friendly, flexible, brilliant – these are some of the principle comments for a new product line from one of our French customers Woodex sarl from Strassburg. When the company brought this new product onto the market in summer 2010 they wittingly called it “Woodflex”. This balcony flooring increased their product range and was aimed at a new customer group. “FoX” by Hoffmann, the multifunctional jointer for wood decking, played a major role in the launch of this new product line. Its functional characteristics and properties make it ideal in this application, and for the firm Woodex and its terrace flooring system, a unique product. Woodex is a well known manufacturer and supplier of a range of wood products, such as wood dowels and round components to the furniture industry, cabinetmakers and joiners. Further products such as laying kits for laminate flooring are supplied to DIY supermarket chains. “Woodflex” is available in the classic garden wood of Larch, Oak, Robinia and Douglas Fir. Tropical woods are



not offered on principle. All reasoning and arguments for the new Terrace system are based solely on the jointer “FoX” by Hoffmann.

Below are some extracts from their attractive product brochure:

- > The wood elements are joined together by an elastic, non-biodegradable, natural rubber jointer.
- > This innovative assembly system requires no screws, no glue and no specialist skills.
- > the solid wood flooring is simple and quick to assemble. It can also be lifted and assembled at another site, or relayed in another preferred pattern.
- > Join all the solid wood elements together by inserting the “FoX” keys into the pre-routed slots. The result is: even spacing between all the pieces and even spacing below. Equal spacing between all routed slots – therefore all sizes of pieces fit together in various pattern combinations.
- > new design dimension enriches the floor of the terrace.



> Ideal for the design of the immediate area round the swimming pool, whirlpool or hot-tub and other wet areas. A real living atmosphere in the conservatory.

Simple renovation of the balcony flooring. Attractive balcony design in new-build. **The success is already determined!**



(Kontakt: Woodex sarl Günter Schmid. D-75365 Calw, Mail: info@schmid-gu.de)

Marketing

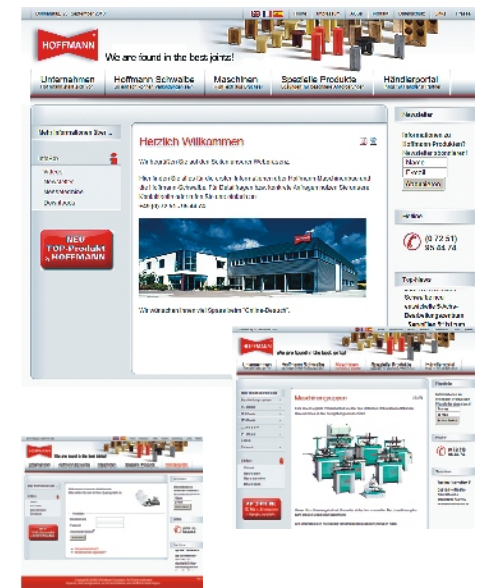
New Homepage

Informative and attractive

In today's business world, not to have a virtual platform on the World Wide Web, is not an option. As a business web site is a critical part of every company, over the last year Hoffmann have updated their own web site.

Its new navigation system is designed to be simple and quick, to guide the user to his required information.

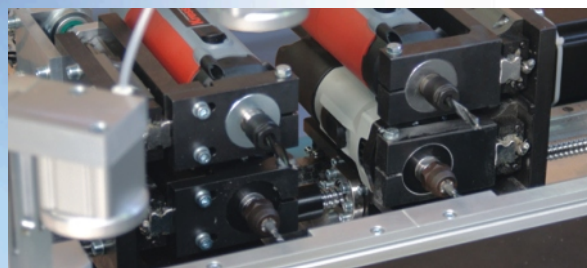
We eagerly await your feedback. Visit us under www.hoffmann-schwalbe.de.



Engineering

Our Speciality – Wood Jointing Techniques.

The Hoffmann Key has been recognized throughout the woodworking industry as a multi-functional and versatile jointing system. For over two decades, The Hoffmann Key has been used whenever two parts need joining together in a secure and long lasting bond. As a comprehensive system developer of wood jointing, Hoffmann offer manufacturers a huge spectrum of machine technology for creating accurate joints. This spectrum ranges from simple bench-top machinery to router the dovetail slots for the Hoffmann Key, through to Mitre saws and routers combined, or router / drilling combination machines with CNC control of the machining sequences. Additionally we have developed machining solutions specific to the operators requirements. These are not necessarily based on jointing with the Hoffmann Key, but focused on combined sequences and cycles of sawing, routing and dowel drilling, including the work-piece handling. The engineering department of Hoffmann is increasingly occupied with commissions for solutions for jointing of numerous different components. It deals with not only corner joints in windows, doors



and frames but also cross joints in post and beam construction, as found in glass façade elements. When researching for a special solution for an automated routing and drilling machine, the new PP-2-NC was developed. This new generation of machines is based on NC control for its processing technology. The dovetail slots and or the drill positions are variable, in two planes, horizontal or vertical or a combination of both. That means positioning these holes or slots can be selected to suit the cut of any work-piece profile shape. For example: 2 x dowel holes and 3 x dovetail slots. The working capacity is for a cut surface up to a maximum in X direction of 210mm and in the Y-direction 140mm. All work-piece data and processing parameters can be in-put via a touch-screen colour monitor. It is also possible to load the information via USB stick. Up to 100 drilling and dovetailing positions can be stored under alpha numerical identification of the profiles. They can easily be called up when required. A multi lingual menu guide makes the in-put of new data easy and at the same time, reduces operator made errors. The

corner joints can be made with a selection between 0°- 67° or Butt joints at 90°. When processing cross joint, as found in curtain walling, they are offered into the machine as butt joints. Each machine cycle processes two parts of the joint simultaneously. This makes for a huge time saving as the parts are only handled and clamped once.



Colleague

The Specialist

As opposed to the actors in the action film of the same name, our work colleague Karl-Heinz Fremgen is a real expert when it comes to Hoffmann "Special Machines". When joining the firm, in 1990, two years after its founding, he brought with him specialist competence, experience, perseverance and confidence all in the one role especially in the field of "Special machines and CNC controlled multi axis work-stations". His first major project was the construction and installation of a semi-automated, machine which combined drilling and sawing



processes to manufacture wooden component parts for rubber stamps. The challenge was compounded with a customer focused on the highest quality and the use of hard American oak. Both were overcome with flying colours. The machine handled the hard oak as expected and the customer was extremely satisfied with the result. This success was

typical and the basis of the positive development of our "Customer services engineering department". He established himself in the design and development work, specific to special machine configurations. As work shop foreman, "The Specialist" Karlheinz Fremgen is in charge of the machine construction and along with production manager, Ralf Armbrust, together are responsible for the smooth running of production. Customer contracts vary from as far away as Azerbaijan to the far west of USA. Flexibility and team spirit are quintessential of his character. In today's business world such characteristics are indispensable. His repertoire ranges from manually operated MU-2 machines through to six axis CNC controlled work-stations. The range of applications is equally wide and

impressive – windows and facades, furniture, cabinet making, internal fitting and also unusual such as coffin manufacture. As with many employees, other skills and abilities often come as a bonus to Hoffmann. In Karl-Heinz case he should never be underestimated as an excellent cook. We know for sure that the next time his specialty of "Pfalzer Saumagen" is served at the dinner table everyone will be there with enthusiasm and expectation. If our previous chancellor Mr Helmut Kohl (who's favorite dish was Saumagen) had know of our secret, he would have been a regular guest to our lunch table here in Bruchsal. Karl-Heinz Fremgen has been our "Specialist" for the last 20 years here at the Hoffmann headquarters
...and we are proud of him!

Current affairs

IWF Atlanta was calling

The North American exhibition IWF in Atlanta has always been one of the most important shows for the woodworking industry worldwide. Reason enough you might say for Hoffmann GmbH and its US division Hoffmann Machine Company Inc from Valdese NC – together with many European manufacturers – to present themselves and their product ranges again this year to the American market.

"Any absence from such a prestigious exhibition would be seen as an affront by our American customers, who regard this show as an important source of current information" so states our USA division general manager Mr Markus Hueber. In such a difficult market as North America, he wants to send out a very positive message that in spite of the recent financial crisis, the economy is showing signs of improvement. The positive feed-back and in view of the economic turbulence, satisfactory results confirmed the appreciation of Hoffmann's presence at IWF and endorsed a cross section of the numerous applications of the Hoffmann Keys.

The standard machines were presented as well as the double mite saw MS35 and the

recently developed automatic routing and dowel drilling machine PP-2-NC. This offers a complete system solution for the window and curtain wall industry. Additionally presented was the Hoffmann window system (Schwalbenfenster) which recently passed the stringent new regulations for Dude county in Florida, the US American "Hurricane Test". The standards for this test are some of the highest in the window industry and are determined by the extreme climate in the hurricane swept coastal areas of the east cost of America. Recent developments in the work stations and the wooden profiles for Wood / Aluminium windows for Curtain walling were also successfully presented at IWF.

Another exhibit, which has proved successful over several years, was the purpose designed machinery for manufacturing "Beaded Face Frames". The simple attachments to our standard machinery, has given the American cabinet makers an easy solution to quickly create a previously difficult joint.



Company

Hoffmann Italia

Not only in the "F 1" - Formula Uno – has Ferrari a first class reputation, but also in the Italian woodworking industry. This name radiates an excellent image, namely in connection with Hoffmann Italia, the company's representative in the "Repubblica Italiana."

More specifically, it is Luigi Ferrari who has built the company's reputation throughout the entire country, from Südtirol to Sicily. Founded by his father Giovanni Ferrari in 1958, the company initially sold woodworking machinery and tools to cabinet makers and interior joiners. Luigi took over in 1986 and brought the business to the international stage. He installed a showroom with 1200 square meters and took over the distribution, in Italy, of products from several European manufacturers. Today, the all-rounder describes the year 1994 as a "historic moment" when his company became the exclusive representative for Hoffmann. Over the years he developed an intensive and successful business relationship with Hoffmann, based on a cooperative and friendly trust.

Luigi Ferrari is the energetic driving force of this important business. His successes benefit both partners: for Ferrari, Hoffmann-products are strongly represented in the



Italian woodworking scene and enjoy an excellent reputation for quality and performance: for the trading company Hoffmann, it has become an important source of income.

Managing director Luigi Ferrari travels around the country always equipped with Hoffmann-Keys and products. He visits existing and potential customers and presents the company at all major trade shows. He has exhibited twice already this year - at the new trade fair in Rimini TECHNODOMUS and at the XYLEXPO in Milan. Meanwhile his staff Marinella, Marco and Carlo, operate the business in their headquarters in Milan and handle all transactions in his absence. With a keen sense of reality, Luigi has contributed many technical suggestions which have led to practical modifications and improvements of our products. The logical conclusion has been that more and more technically complex machines are being sold in Italy. Recently, two numerically controlled routing and boring machines – model PP-2-NC with touch screen – were sold by Luigi to the Italian market. Grazie Luigi!

Tips + Tricks

Butt-Stop

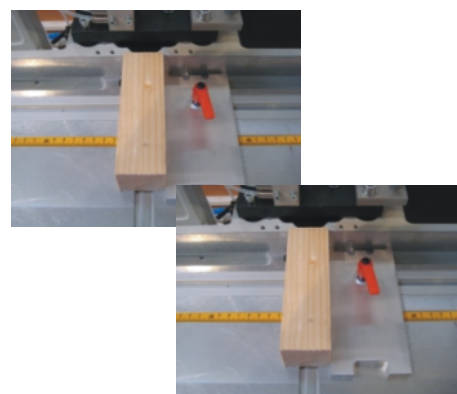
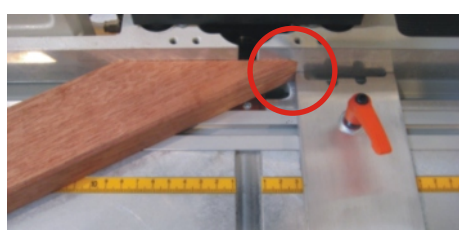
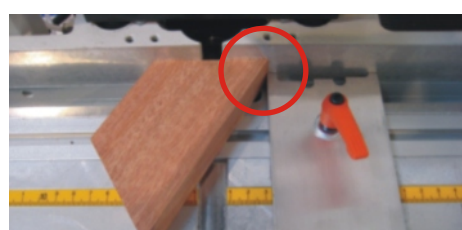
The perfect allrounder

They operate routinely in the working life of many joiners and cabinet makers, offering good service, saving time and therefore saving money. But sometimes things can be even more simple. The "Butt-Stop" is often forgotten or

sometimes even lost. The butt-stop has numerous uses and is an absolute all rounder- here as an angle- butt or pointed joint. Sometimes an angle can hardly be measured. If the mitre is cut using a template or pencil mark, the problem that follows is selecting a suitable fence plate to offer the work-piece to the machine. Certainly not the butt-stop you might think. The alu-guide track is set precisely in the machine table and is always the same distance from the rear fence of the machine. The butt-stop riding in the alu-guide track

can be set in position (eg right)with the aid of the yellow scale tape and the point of the mitre placed against this stop. The same position can then be selected on the other side (eg left) of the table. Each time the butt-stop is positioned, the work-piece is laid to it and routed.....finished. Curved sections, segmented parts, and radiused

work-pieces....without end. To achieve a perfectly aligned outer edge, each segment is placed on the machine table with this edge against the stop. This way the precise distance is maintained from the outside edge to the centre of the keyway slot, both left and right, no matter what the width or thickness and even radius of the work-piece.



Current affairs

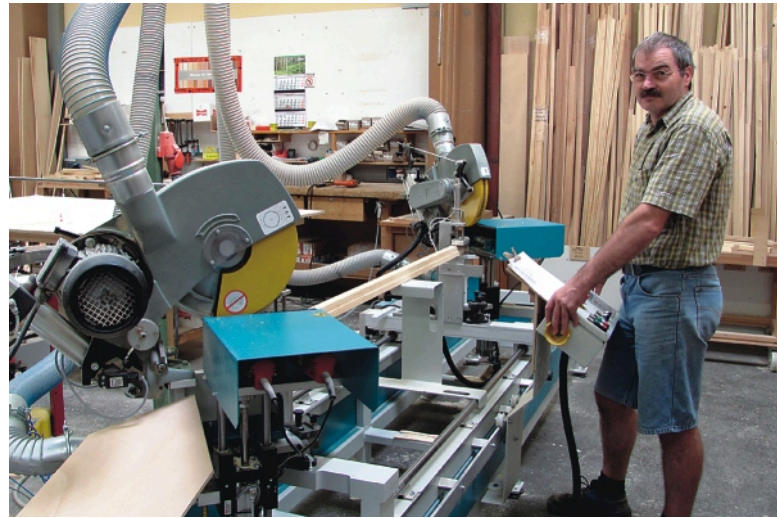
Windows and doors

For several generations the southern German company Kneer-Südfenster has produced annually more than 300,000 windows and more than 3,600 doors in aluminum-wood, wood, plastic, aluminum with 560 employees. Characteristic features are their distinctive design as well as a strong link between nature, technology and a refined living environment.

Their unique features include, for example, completely concealed fittings, narrow widths for a delicate appearance, on windows and doors with fixed glazing. A new technology without visible screw heads on the glass beads.

The implementation of intricate designs require in production a high degree of automation combined with flexibility – in every detail. A crucial contribution to this, is the newly commissioned combined sawing and routing machine "X_line 50" in the production of molded glazing cassettes for fixed glazing in windows and doors in the aluminum / wood department. Processing glazing bead profiles with different cross-sections in the wood species of spruce, pine, larch, meranti, oak, mahogany and maple, walnut, alder, cherry and teak.

The foreman responsible in this manufacturing department particularly likes the simple and efficient operating process of



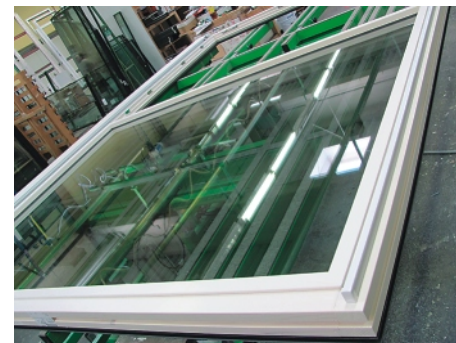
the "X_line 50" machine. Enter the required length, clamp the profiles with the foot pedal, and start the mitring process. After cutting the profiles the machine automatically starts the routing units for machining the dovetail slots for the Hoffmann Keys -complete! Release the clamps, remove the processed part and lay it on the trolley. When all the required parts are processed the corners of the glazing cassettes are assembled with glue and Hoffmann Keys.

After a short drying period, the cassettes are cleaned and prepared for spraying. Previously the glazing beads were cut on a conventional miter saw and then underpinned at the corners. Now production has exactly doubled due to the double mitre heads of the machine and the high accuracy of fit of the corner joints with Hoffmann Keys. In addition, with this corner jointing system the production process of glazing cassettes

only requires one employee.

The simultaneous benefits of the "X_line 50" are: higher productivity and more accurate production of cassettes, as well as improving the working environment. Given the significant increases in the requirement for windows and doors with fixed glazing in energy-optimized buildings, a basic precondition for all equipment should be always able to deliver such benefits.

(www.kneer.de)



Ticker

Traditional Factory visit

For the Technical College named after the legendary architect Balthasar Neumann the annual visit to the Hoffmann factory has become an end of term tradition. In July this year, we were visited by another 20 students in carpentry class on their last day of school. The exams were over, all the stress of the academic year was behind them and all they wanted was a taste of something before the end of school.



They were given some insights into the design and assembly of our machines as well as practical demonstrations and individual exercises in the demonstration room. There was also information on Hoffmann's corporate philosophy as well as the worldwide sales organization. Because all this was so informal, when Coke and pretzels were offered as refreshment during a break in proceedings, the accompanying teacher announced his intention to book a visit for 2011.

The Balthasar-Neumann-school is an educational institution, a Technical College, offering two-year vocational courses for various disciplines. Students of average maturity, have the opportunity of day release vocational courses within the dual training system. Among other things, the technical qualifications in industrial fields can be obtained.

Dovetail Keys

Dazzling solution

The entry-level brand "pino-kitchens" in ALNO Concern are profiled in the lower price range with a compact, modern range of kitchens with very good quality. Pino-kitchen buyers are often young people who want to combine modernity and flexibility with a strong price consciousness.

They have a very good price / performance ratio yet have the qualities of the built-in kitchens which are high, both in terms of design and on the equipment's fitness for purpose.

The price advantage has to be generated predominantly in production. Often it is the details that play a role, for example the panel production base of the fronts and cabinets.



Specifically, the moldings of the plinth for Vario cabinets and end shelving must be provided with variable miter corners, so they can be assembled during installation and added more easily to each kitchen area. This was the basic reason why the Hoffmann jointing system was chosen and preferred as opposed to other systems. Primarily, because the individual parts can be joined together positively without glue and be immediately fitted without delaying the installation of the kitchen. On the other hand, the processing of the dovetail slot in the MDF profile is simple and productive. Moreover, no other devices during the joining process are needed.

This process technology reduces production costs for several reasons:

- > Low tolerances in the assembly of the fittings are created by the accuracy of the settings of the MU-2 routing machine. Production defects are largely eliminated.
- > The factory pre-processed plinth connections can be easily transported to the customer without risk that they break apart.

- > During the kitchen installation, the fitter can simple and easy assemble all the required parts with other parts of the plinth.
- > for assembly of the plinth no special (and expensive) connection profiles are required, as opposed to an otherwise complex assembly. This does not apply to the Vario cupboards and end shelf, all possible quality problems are thus excluded.

In fact, the "Good Value" kitchen solution is in the truest sense of the word.

(www.pino-kuechen.de)



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