

## ▼ ENGINEERING

Door manufacturers must consider many specifications in their production. Design concept is equally adhered to as construction variations...page 2



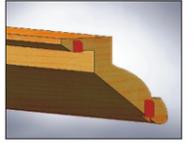
## ▼ Colleague

Today we present our Colleague Karlheinz Speilmann. He was one of the founding team members from the very beginning...page 3



## ▼ TIPS & TRICKS

Working with the Hoffmann Key is straightforward, uncomplicated and therefore simple. Perfect joints can be made with relative ease...page 4



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## Editorial

# Thank you for the positive feed-back

Dear Friends, Partners and Customers.

In November last year we presented you with the first edition of our Hoffmann journal "Fascination". We were of course interested in your reaction and asked for your replies, thoughts and comments. Your feed-back was excellent and the reaction, consistently positive. We had always hoped for this, your extremely good personal reviews had however, surprised us and at the same time made us very proud. The comments ranged from "good business dialogue with customers" - "Valuable newsletter" - "No mail-shot with amazing claims or statements" to "finally an informative company newsletter!" Thank you most sincerely for your comments, we accept them as challenging stimulation.

We look forward to further communication with each other, and wait in anticipation for your response to the latest edition of Fascination.



Thomas Hoffmann    Martin Hoffmann  
Managing directors of Hoffmann GmbH Maschinenbau

## Title story

# Rita, Wilma, Katrina, Andrew, Igor

Behind these names there is a common theme: as hurricanes, they have been the cause of much horror, damage and devastation.

In August 2005 Katrina, for example, caused the highest material damage and with a wind speed of 180mph claimed the lives of over a thousand. Wilma was the most violent hurricane ever recorded in the Atlantic with a wind speed of 175mph and wind squalls of 205mph. Wilma was a hurricane in the highest category 5.

Hurricanes are known to develop anywhere in the world. They bring with them evermore danger and mayhem. Buildings are destroyed, and due to the high wind speeds, even small objects can become deadly.



The fixed glazed "Hoffmann Window" was hit with a 2.5m long roofing lath, which was fired from a high pressure air cannon.

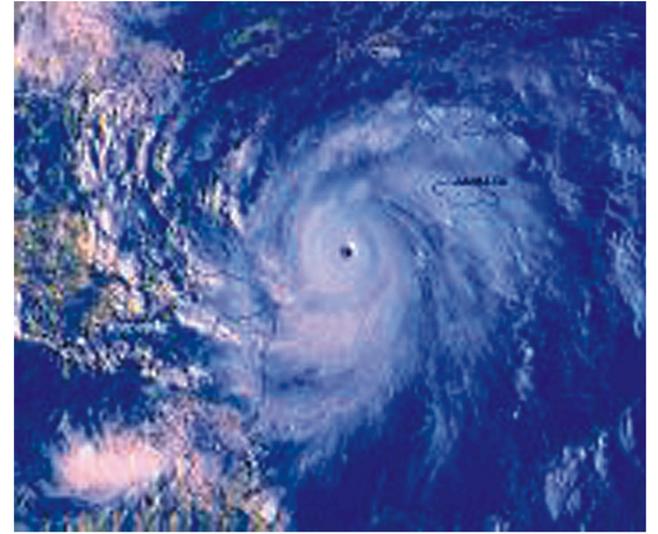
It becomes dangerous for everyone. The deluge from extreme rainfall, and the flooding which it produces knows no boundaries, and razes everything in its path.

To help contain this annual recurring danger, the public authorities in the USA, at the storm threatened coastal areas, for example the area of Dade County in Florida, have issued effective new regulations. In relation to the construction methods of buildings, particularly for windows and doors, very stringent regulations have been issued. To qualify for "suitability for service", a series of tests must be successfully

completed, known as the "Hurricane test"



Despite an impact velocity of around 38 mph neither the foil in the laminated glass was pierced nor the corner joints damaged.



The Hoffmann Window successfully completed the "Hurricane test" in April 2008. Thereby the currently highest test specifications for window manufacture were achieved. These are noticeably higher than the current European regulations. This clearly demonstrates the over-emphasis of the technical details and therefore the stability of the Hoffmann Wood-Alu system. The test procedure required, amongst other things, that the fixed glazed "Hoffmann Window" was struck with a 2.5m long heavy roofing lath, which was fired from a high pressure air cannon. Despite an impact velocity of around 38 mph neither the foil in the laminated glass was pierced nor the corner joints damaged. Immediately following this impact there were more procedures of several thousand cycles of pressure and suction and continuous water tightness tests.

Continues on page 2.

## Impulse

# Good Ideas always succeed

How much longer will the financial crisis continue and how strong must the German economy stand firm.

In this scenario, talk of decline or total acceptance of the situation would be fatal. Moaning doesn't help and anxiety for the future is a bad guide. Besides: Following years of, in part, powerful growth in turn-over, the real position is much better than the mood. The plus and minus of world wide export is not decided right here. Joiners, window manufacturers and internal specialist joiners are all reporting a relatively good order book. A healthy helping of composure is appropriate as you know from previous experiences. It is well known that in every crisis, lies an



# BM

Manfred Maier, Editor in Chief  
BM Specialist Magazine for  
internal joinery, building,  
furniture and building  
components.

opportunity. Following the burst of the economic bubble there is now the opportunity to return to "real values". A completely legitimate hope.

The Building and Furniture sector can profit from this. That's something the German furniture industry, whose governing body VDM sees a good reason for the industry to escape unscathed. It's always the case that when people feel increasingly threatened they go to their own homes and in these four walls, most importantly, they feel safe and secure, commented Dirk-Uwe Klass, Chief Executive of the organisation on the occasion of the Furniture exhibition in Köln. Collectively the building industry may not benefit in the long run, from the allround

stimulation of private and public building investments. Time is short: public contracting authorities must proceed with unbureaucratic speed, to develop the measures into the quickest possible effects.

Irrespective of the view that the German building and furniture industry should not be the greatest losers in this crisis: Unknown times are always a motive for putting conventional concepts and techniques to the test, and going off the beaten track.

That applies to products, assembly, construction and marketing methods in equal measures. That means, this does not only apply to reducing raw material costs, but specifically to securing a future stable position on all corporate levels.

This is most certainly not straightforward. It may, in the long term have been worthwhile. Then we will have learned from the experience. Good ideas always succeed.

Customer - SAS

## Mitred Corners with Quality Characteristics

SAS, Senior Architectural Systems, is one of the earliest Window and Facade System suppliers in Great Britain. The Hoffmann dovetail key has provided a key function for them. This premium product of the company, is manufactured by their fabricators under the trade name of "The Hybrid System" It consists of compound Wood-Alu windows, sliding and folding doors.

The corners all have a secret quality characteristic: The mitred corners in the frame and sash are jointed with Hoffmann Keys. The Hoffmann jointing system was the preferred choice of SAS who saw it as the best way to increase durability and dimensional stability of the corner joints. They also appreciated its relative simplicity as a method of assembly.

To further stabilise the frame and sash, screws are fitted across the mitred corners. The Hoffmann key, specifically provides an increased strength property to the corner joint, by pressure and tensile stress. At the same time, due to this tensile stress, the Hoffmann Key gives a permanent tightness to the joint. Irrespective of the profile

geometry of the wood section, the prevention of moisture permeation is sustained. In view of the prevailing weather conditions of storm and rain in Great Britain, this is a ideal sales point for SAS for their building components.

SAS required the most efficient and economical method of manufacture for their fabricators of the Hybrid system. They called upon Hoffmann Maschinenbau, who specifically developed the "PP-2-6-SA" with six routing spindles for this purpose. This machine option will process a complete corner joint in each machine cycle.

[www.senioraluminium.co.uk](http://www.senioraluminium.co.uk)



SAS Chairman Lennart Jonsson

In the dovetail jointing system from Hoffmann we have found a technically formidable system for our window corner joints.



The Wood / Alu material combination of the HYBRID system fulfills all the architectural specification and adds to them an extraordinary lasting value with minimal care and maintenance.

Mitred corner on window sash



Mitred corner on window frame



Marketing

## Have success & broadcast it

For many years the firm Hoffmann Maschinenbau has enjoyed mutually good relations with the media in industry both at home and abroad.

They can regularly count on press conferences, held at the firm's headquarters in Bruchsal, to promote all the recent interesting news and developments around the Hoffmann Key.



Those taking part in the 2008 conference met again in the new demonstration hall on 21st November 2008. This was a meeting, in Hoffmann's new business premises, of all the prominent editorial journalists from the German specialist magazines, Following a guided tour of the recent factory and office extensions, including the demonstration hall, the managing directors, Mr Martin Hoffmann and Mr Thomas Hoffmann, made a presentation to the journalists of recent achievements by the company.

- > The Hoffmann Key as a mitred corner joint in window construction.
- > The Hoffmann Keys as a worldwide success story.
- > The new openings variation of the Hoffmann Window.
- > The Hoffmann window achieves the "Hurricane test" in USA
- > The new machining centre for Door-set manufacture "ZBZ 5" Saw and routing automat. "Ratio 50GL for processing glazing bars.
- > In the area of jointing technology. Hoffmann Key W-3 17.5 Hoffmann Key W-4 accuracy Hoffmann Key Shoe "FoX2 the flooring key for terraces and decking.
- > The new Hoffmann journal "Fascination"

Meanwhile, almost all the editorial journalists, in most of their publications, have kept the readers of their magazines regularly informed of Hoffmann's activities. May I offer my sincere thanks to the media for the positive resonance generated by their journalistic coverage. -rb-

Engineering

## High End Work-station for Door-sets

Door manufacturers must allow for many kinds of door design in their production. Design concepts should pay attention to equally to the wide variety of alternative types of door-sets. On the other hand the door production must be optimised in a way to raise quality and maintain the market price of the wide variety of door-set choice.

Hoffmann have succeeded in this field with the recent development of the "ZBZ 5" The Door-set Machining Centre. The capacity of this machine is not restricted by casement

size or architrave width of the most popular door-set sizes.

It is irrelevant whether a standard door frame with architraves or an inbuilt lining with a border is required. Equally the types of material play no roll. Processing in solid wood, veneered chip-board, and MDF are all possible as is also WPC (wood plastic composites).

The machine operating cycle, simultaneously processes two door-set parts in parallel. The

programme is selected, either door-casing or architrave sets whichever one is to be processed. The operator then simply selects either for right or left-hand hinge positions. He then presses the actuating buttons to start the machine cycle.

- > 90°-Saw cut (length dimension)
- > 45°-Saw cut (Mitre corner joint)
- > Hinge positions drilled (multi positioned)
- > face plate position routed
- > Routing the frame corner joints - either with a dovetail slot for Hoffmann Keys, or alternatively for concealed fixture drilling.

The simultaneous machining of both parts - left and right sides- ensures success. That means all the machining processes are carried out on door-casings, frames and architraves.

Finished door-sets, with a variety of sizes and cross-section are machined in the most efficient way possible. When required, the door-set machining centre can be extended to accommodate other individual, specification criteria. -rb-

The Door-set machining centre "ZBZ 5" processes, in five machining sequences, everything necessary for each door-set. The parts are simultaneously machined in pairs.



Title story

The Hoffmann Window successfully completed the "Hurricane test" in April 2008. Thereby the currently highest test specifications for window manufacture were achieved, noticeably higher than the European regulations. This clearly demonstrates the over-emphasis of the technical details and therefore the stability of the Hoffmann Wood-Alu system.

The test procedure required amongst other things that the fixed glazed "Hoffmann Window" was struck with a 2.5m long heavy roofing lath, which was fired from a high

pressure air cannon. Despite an impact velocity of around 38 mph neither the foil in the laminated glass was pierced nor the corner joints damaged. Immediately following this impact there were more procedures of several thousand cycles of pressure and suction and continuous water tightness tests. Further tests of mechanical durability, on the hardware, were successfully performed, 2,500 cycles of tilting and opening the window, along with vertical loading on the open window. There then followed a severe burglar-resistance test.

This involved a fierce attempted break-in with tools on the closed window, without success. With these successful conclusions, "The Hurricane Test" rating was awarded to the Hoffmann Window. When fitted with the appropriate glass, this window is approved and may be fitted into houses and multi-story buildings in the areas threatened by Hurricanes or in the proximity of water. Similarly this applies to the Tilt and Turn Doors as well as the



Sliding and Portal Doors (B = 4M x H = 2.4M) certified and tested. In our opinion, an impressive result. -rb-

Colleague

# A man for all seasons

Today we present our Colleague Karlheinz Speilmann. He was one of the founding team members from the very beginning and Hoffmann keys have become an intergrated part of his life. Even now, after almost twenty years they cannot be separated from each other.

In winter 1990, the year that Hoffmann GmbH was established, Karlheinz came to Bruchsal. He brought with him many varied skills which at the very start of its existance were at the invaluable to the firm. His countless talents were most useful to us all - Then and even now.

As the first and only employee, at that time, Karlheinz had lots to do. He was a "Man Friday / gofer" setting up the workshop and machine assembly, making machines presentable, as well as demonstrating when potential customers came to visit.

For the first exhibition - he had everything to prepare, everything which was necessary, then drive to the exhibition centre, there to build the show stand, attend to visitors, selling and taking orders. Following the exhibition, dismantle the stand and pack it away, then drive back to the workshop. Between times, when any technical services arose, "Kalli", as he is known to everyone, would also take care of them.

There are not many distribution partners who do not know and appreciate Kalli. He is always a cooperative employee and has helped form the image of the firm in every direction.



Kalli is the man for difficult challenges - when there are customers with tricky questions, he always has an answer for the best dovetail-key-joint. He can also offer solutions when others have already quit.

His feild of responsibility now covers, assembly of the dovetail routers, making samples, consulting with customers and enquiries, both in house and on site. And of course, attending exhibition and shows both at home and aboard. He also does so many other things to do with the Hoffmann Key.

The entire "international Hoffmann Key community" appreciate his individual, freindly, and obliging method of working. Including all the "Hoffmen" ...and ladies too. -th-

The automated saw and routing unit "Ratio 50 GL" processes all types of glazing bars.

- rightangled, rectangular, Profiled  
- with dimensions  
min/max. 430/3.000mm long  
x 38mm high  
x min/ max 10/30mm wide.

If shorter pieces are required to be processed, there is a "short piece device" for processing down to 250mm

Product

# Two in tandem

This applies to Glazing bars. This manufacture and processing is often anything but straight forward, especially when Glazing beads for frames are required for high quality wood or wood/alu windows. In most situations the beading must be calculated in pairs and must and fit together exactly. This means that when cutting to length, first you must think in terms of mirror images, then piece by piece, process each end.

Hoffmann now offer the recently developed Saw and routing automat "Ratio 50 GL" for the uncomplicated manufacture of glazing beads. Simply- "press the button" and in double sequence:

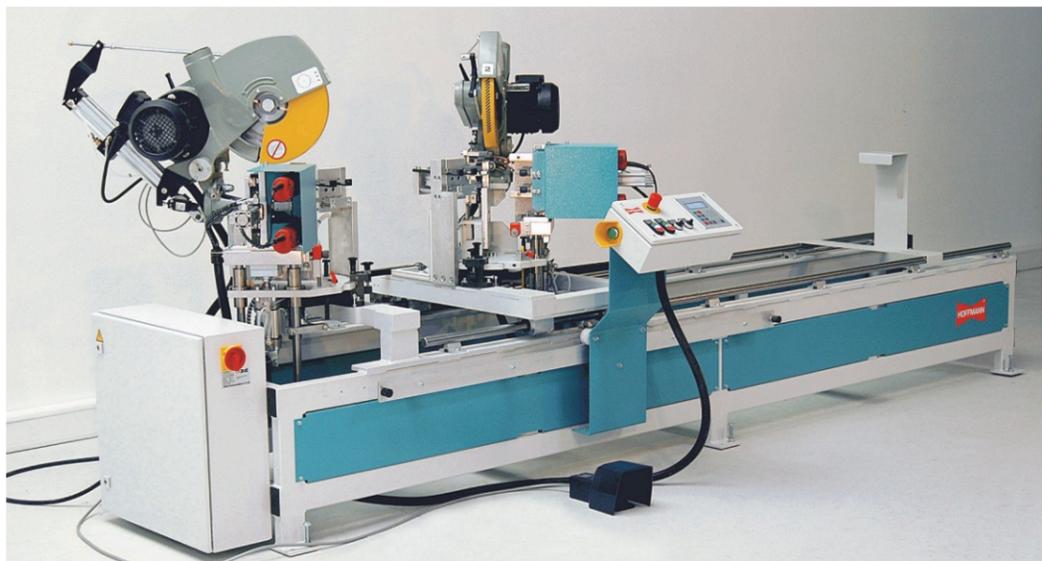
> The two sections, which are positioned one above the another, will always be processed together in pairs. That means the double mitres are processed simultaneously to an exact dimation. The top and bottom beads together in one machine cycle. This is followed by the right and left beads. Following the mitre cut, the dovetail keyways are routed for the frame-corner jointing, again in tandem and at each end. The respective measurement is entered into



the machine only once. The saws and router units set themselves up automatically and are actuated by the selection switch.

> The processed parts are now removed from the machine and laid together to form the frame. The corners with the precise mitre cuts are tightly drawn together by inserting the Hoffmann keys to form a perfect and secure joint.

The machine control panel governs all the working sequences, first the movement of the saw / routers units to control the dimensional length of the work-pieces, followed by the sawing and routing sequences. The machine is programmed to store the measurements so that they can be called up later for further use. There are other firms with specific working processes or with special requirements to consider - for the most part there is no problem. -rb-



Company

# Export Market Poland

Over many years we have enjoyed a long standing business relationship with our associate partner OPPOLD POLSKA Sp.zo.o. indeed an equally freindly as well as sucessful relationship. Demonstrating this mutually based bond, we received a letter a few days ago, from which we now quote: Since 2001 the entire range of products from



Hoffmann Maschinenbau GmbH have been promoted and sold with great sucess! Our trustworthy distribution and service partner is the firm OPPOLD POLSKA Sp. z.o.o. based in Opole. The firm was founded in 1999 as a distributor and supplier of woodworking machinery. Managing director from the very start is Mrs. Malgorzata Piechota. The rapid ascent of the sales of Hoffmann Keys was due to her development of the market with customers manufacturing furniture, windows and doors. Frequently she engages new clients based on recommendations from her, initially sceptical, but now totally satisfied customers.

Mrs Piechota and her colleague Malgozata Sopa, as highly qualified specialists, have applied the use of the Hoffmann keys with practical intuition and flair. Between them they have extensive technical knowledge and much Know-how and advise customers and enquirers extensively and competently.

Practical in every situation, either in the office or directly with customers. They always know the right application of the Hoffmann Key and in the correct machine A valuable basis for our successful partnership and also for the many satisfied Polish customers, is the huge support from Hoffmann Maschinenbau GmbH This applies not only in the everyday cooperation and teamwork, but especially



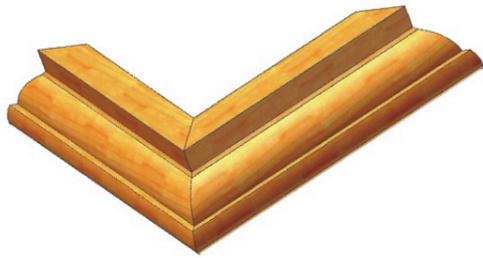
during the most important Polish, dedicated woodworking machinery exhibition, The DREMA in Poznan.

Sincerely Malgorzata Piechota

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Tel. 077-4570101, Fax 077-4514230  
www.oppold.pl  
-th-

Tips + Tricks

# Nothing is impossible



## Cornices made with Hoffmann Keys.

The manufacture of framing is always a sensitive issue. Whether it is crown mouldings for furniture, frames for infilling or even picture frames - the demands for quality on the operator and machine are high.

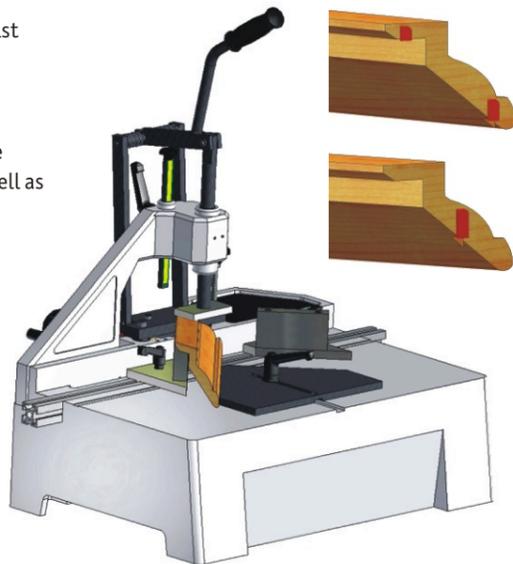
The geometry of the work-piece creates the difficulty in making the joint. The saw cut of the joint surface is tilted and raked. This means the joint has a compound angle as a basis. Therefore it is not always straightforward to clamp each piece whilst processing, in order to guarantee the finished assembly to be as simple and accurate as possible.

To create joints in the cornices using the Hoffmann dovetail routing machine as well as the Hoffmann Key, is child's play. This is based on a brilliantly simple operating principle.

Almost all of our dovetail routing machines are suitable for routing these compound angles - not just crown mouldings. The under side of the cornice moulding is braced with a work-piece support (picture 1)

This work-piece support can be made by yourselves-or can be supplied by Hoffmann to your own design. To make manufacture easier, in series production, these work-piece supports can be attached to internal fences (accessories)

Only when it comes to the assembly of the cornice, can the full advantage of the Hoffmann Key be seen. The two pieces are laid together, then depending on the size of profile and the mitre, one or two Hoffmann Keys can be inserted. See pictures 2,3,4. -th-



Dovetail Keys

# Hoffmann Dovetail Key W4

For post and beam construction Hoffmann offer a wide choice of designs as well as a range of assembly methods. The basis is as always a "safety test" or "suitability for service" assessment of the construction joint (intersection) by the manufacturer. The cross-sections of these commercial profiles would be in the region of 50mm width and between 50 and 250mm depth. These would be consistent with the three-layer laminated profiles which are offered in the Hoffmann Wood/alu window system. The post and beam profiles are offered in profile sizes between 80mm. to 240mm in depth. The finished veneer is secured with PUR and is protected with a weather and damp proof barrier.

The German Institute for Building Technology in Berlin, who implement the "general Building Regulations Approval" tested profile widths from 50mm in the construction of intersection joints in post and beam construction (curtain wall). The

use of the Hoffmann Key in this application, far exceeded the load-bearing requirements for wooden construction and buildings. There is a choice of assembly methods when creating this intersection joint. The combination of the Hoffmann W-4 key with either a screw or dowels is the option. This is dependant on the speed of assembly and durability requirement of the joint.

The general area of application is for all building constructions assembled from wooden parts. This includes and is not restricted to columns, main supports, adjacent beams and joists, trusses from stirling board or solid wood, double and tripple girders. As well as buidling parts from micro laminates, veneered wood or whatever the standard requires.

**Material and technology from the one source**  
The advantages of the Hoffmann Key, with its efficient assembly method of jointing, are

News

# International representation

Communication with the industrial sector, as dialogue with end users, direct contact with our customers is one of the most important elements of our company philosophy. This means we attend and support all the relevant international trade fairs, along with our local representatives.

In 2009 Hoffmann Maschinenbau will be exhibiting at the following trade shows:



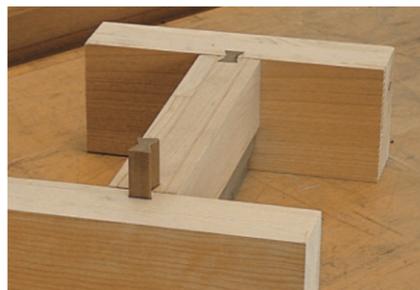
- Germany**  
18.05 - 22.05. "LIGNA 2009" Hannover, H 11 Stand B 47
- Italy**  
04.02 - 07.02. "MADEXPO" Mailand  
11.03 - 14.03. "Technodomus" Rimini  
25.09 - 27.09. "Teknologno" Lanciano
- Belgium**  
13.02 - 15.02. "Tools & Tools" Brüssel
- France**  
25.02 - 28.02. "Eurobois 2009" Lyon  
02.11 - 07.11. "Batimat 2009" Paris
- England**  
26.03 - 28.03. "Woodworking Scotland" Edinburgh

- Poland**  
31.03 - 03.04. "DREMA" Poznań
- Greece**  
02.04 - 05.04. "Woodworking Machines" Thessaloniki
- UAE**  
21.04 - 23.04. "Woodshow" Dubai
- Austria**  
22.04 - 25.04. "BWS" Salzburg
- Czech Republic**  
20.10 - 23.10. "Wood Tec BRNO" Brunn
- Spain**  
03.11 - 06.11. "FIMMA 2009" Valencia

We sincerely invite you! And look forward to your visit.

## Imprint

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



the numerous, remarkably innovative, and efficient working techniques. These integrated system solutions are made available for the manufacture of Post and beam construction (Curtain Wall).

**The following is a typical example**

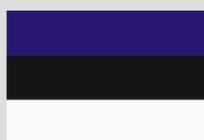
- > The standard machine for the processing of individual items or samples.
- > A free-standing machine for the processing of the vertical and horizontal dovetail router slots for Hoffmann Key Joints.
- > CNC controlled Dovetail routing machine centre, to process the vertical and horizontal router slots in series production. -rb-



Ticker Tape

**Two new distribution partner**

> The expansion of our business associates continues to grow. From the start of 2009. We have appointed the firm Friedrich Nieman OÜ in EE-71017 as our distribution partner in Estonia. (E-Mail: ylariso@uninet.ee / Mr.Ülar Mändmets)  
> We also welcome our new distribution partner in Argentina. The firm LINKE maderas in AR1657 Villa Loma Hermosa - San Martin. They represent us with immediate effect and offer an excellent opportunity for our products in this market. (www.linke.com.ar / Mr. Carlos D. Peral) -th-



**Social Commitment**

> Hoffmann Maschinenbau supports the initiative, Campaign for Child Protection e.V. who organise the prevention work to protect children from sexual abuse. This organisation has given itself the task, that every child from four years old receives a basic appropriate education.

To assist finance, this campaign of childrens books a financial contribution was made  
www.aktionkinderschutz.de

