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Safety is an important issue at Hoffmann. See "EG-Type test certificates" and more ...Page 2



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Our "Girl Friday" Kath as manager of Hoffmann UK has everything under control. Her unique pronunciation is fascinating ...Page 3



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Editorial

Potential Energy



Dear business partners and customers,

Water wheels have a musical as well as pragmatic aura. Poets and philosophers such as Joseph von Eichendorff and Wilhelm Busch wrote of feelings of pleasure and pain around the movement of the water wheel. On many other occasions, the rotating water wheel is utilized to convert the kinetic energy of water in power.

Dependable, stable, reliable and consistent - these are virtues that combined in the water wheel. Just like our "dovetail key"

The family Gunst from Weidelshof in Hessen recognized the potential use of the Hoffmann-Key for the construction of a mill water wheel. The blades and paddles of the wheel are securely held together, through all winds and weather, tirelessly day by day and helps to improve the work of the people on the farm. The Hoffmann Key holds the joints fixed and firm.

Let us know how we can improve your production and lighten your work load. Because that's the pragmatic task of "our" Dovetail Key: creating joints tirelessly to transform this into potential energy - just as in the Waterwheel.



Ihr
Thomas Hoffmann Martin Hoffmann
Geschäftsführer der Hoffmann GmbH
Maschinenbau

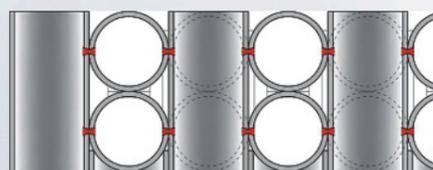
Title story

No kidding ...Cardboard

Hoffmann-Keys surprise the experts again and again with their multifunctional properties, now even in multicultural aspects. Specifically: Hoffmann-Keys take on a "supporting responsibility" in a house made of cardboard tubes.

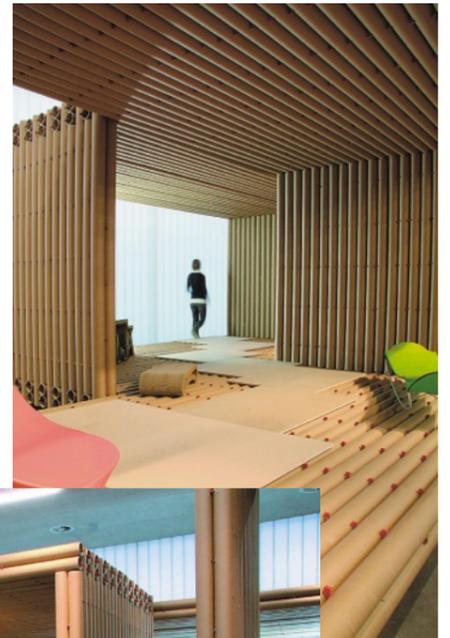
Yes, you read that correctly. The new building construction system of the Stuttgart architect Werner Grosse consists entirely of laminated paper cores and key joints. The idea: With the sustainable core-system from recycled paper, natural fibers and solid wooden Hoffmann-Keys, houses can be built inexpensively and still of high value. These environmentally-friendly buildings are made with extremely low energy consumption with high stability.

This construction system is ideal for prefabricated houses, additions and extensions for private residential and



commercial buildings as well as for public buildings such as play schools and residential homes.

The Hoffmann-Key is used as a stable joint of paper cores for floors, walls and ceilings. A special key has been developed to meet the specifications: Laminated oak keys, 250 mm long, 12 mm by 24 mm in cross-section. The front and longitudinal side keyways are processed with a custom made type of routing machines made by Hoffmann.



Congratulations Mr. Grosse, a great idea - and perfectly realized with Hoffmann-Keys.

(www.grossearchitektur.de)

Impulse

Passionate about Perfection

The MAFELL company is fully committed not only to the quality value "Made in Germany" but also their village Oberndorf am Neckar, their company base. Our customers benefit enormously from this combination. With these principles, we are able to produce high quality products for the advantage of our customers. Despite steadily growing sales in international markets, Germany remains our most important single market. Anyone who is successful here will almost certainly succeed abroad.

What probably distinguishes us from other power tool manufacturers, is our belief in and respect for our production work-force and the network of our machine distributors. We not only value these partnerships with passion and professionalism, moreover, we live it. This applies as much to a development engineer as it does to the colleague in the machining department and assembly line.

Everything must be perfect every time. The fact that MAFELL has never been a mass manufacturer at the lower end of the price-market and does not intend to be, makes it necessary to constantly develop new solutions and innovations. Over many decades of extensive development they have created manufacturing competences, sometimes with production depths of up to 85 percent for certain products. This is just another piece of the puzzle, ultimately resulting in total quality and added value for MAFELL.



Matthias Krauss,
Managing director of MAFELL AG and President of EPTA (European Organization of the power tool manufacturers)

significantly reduces the power loss and therefore the performance potential is increased. The aim, however, is not the maximum power, but the optimum ratio of performance to the weight of the machine. Since the 1960's we've specifically used a magnesium die-casting which has reduced the weight of the tooling by at least 30 % and thus to improve the handling. Moreover, all machines are tested for a 20-minute running-on function test prior to delivery. Only then does the machine leave Oberndorf.

We are proud to share this common passion for perfection with the directors of Hoffmann GmbH Maschinenbau. Customer satisfaction is our valued goal and is always kept in mind.

One example is the new generation of "Cuprex" motors. These motors have higher torque and therefore offer more power, despite a more compact design. The reason: A larger diameter armature provides more torque, while thicker copper wire in the windings



Products

Time to chill

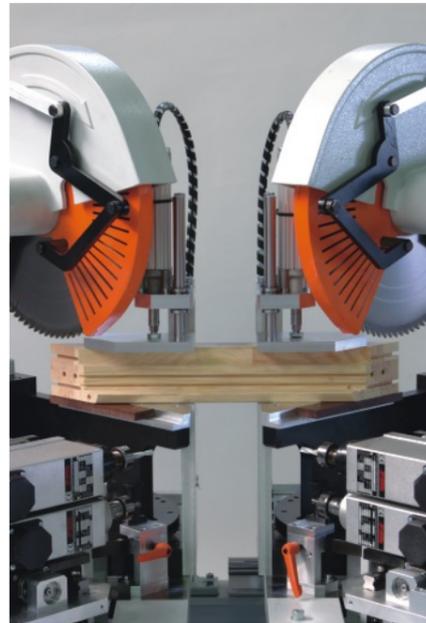
The new NC-controlled processing machine MX-5-NC by Hoffmann for corner joints in the window, door, frame and furniture production appears with additional mechanical efficiency:

Job done perfectly and time saved for other enjoyable things in life = such as chilling!

The combined, NC-controlled double miter saw with routing and drilling units "MX-5-NC" is a perfect all-rounder when it comes to mitered corners. The application area is extensive and ranges from the window, door, frame and furniture parts production to node connections with post / beam constructions and glass facade elements.

The entire processing is freely programmable. With the 10.4" touch panel incorporated in the operating panel the operator enters the length to be cut or retrieves the dimension from the memory. A cutting list can be created in the office, which is read via the USB interface into the machine. The groove and drilling positions - for example, Hoffmann-Keys and dowels - can be variably determined. That means, horizontal, vertical or combined. In addition, a free positioning of the entire cross-section of a work piece is possible. So for example, 2 x drill dowel holes, 3 x keyways. The processing capacity regarding the workpiece cross-sections is 210 mm in x-direction and 140 mm in z-direction.

For even more comfort, the machine can be equipped with several options like radio controlled measuring stick, short-cut device, work-piece back-tracking table, bar code



reader or automatic angle adjustment. Then the work is made even faster ... and then of course, chilling is announced.

Marketing

New Main Catalogue

– for better information

For over five years "in service", it has now been necessary to replace the current version of our main catalogue. Several new products and developments have been added and new key-types introduced.

We tried hard to present the entire range of machines and accessories as clearly and attractive as possible. With 48 pages of content, the new General Catalogue 2011 becomes a valuable source of information to learn all about Hoffmann products.



The new catalogue will be available at the international LIGNA exhibition in German, English, French, Italian and Spanish.

If you request a version in your language, please do not hesitate to contact us any time.



Engineering

Machine safety at Hoffmann's

Development, design and the production of machines and plants are attached to a multiplicity of technical, economic and ecological requirements.

Safety-relevant aspects, released by the legislator for the operation of machines and plants, are equally important. These regulations must be considered by the manufacturer both with the design and the construction of the machines.

Hoffmann is very mindful on the fact that all products – the Hoffmann-Dovetail-Key as well as machines and plants - corresponds to the different European guidelines and national laws. Visible indication for this: The well-known CE-label as guarantee for the customer.

The safety-relevant evaluation and the equipment of the machine or plant requires a lot of practical experience, knowledge of the valid standards and the intensive consultation with all at the development, production and assembly involved personnel.

In order to guarantee the required safety standards, we submit all relevant machines to a EG design examination. With the issued certificate of EG-type-tests, independent, accredited testing institutes confirm the accordance with the current safety regulations and laws.

Besides the customer's satisfaction in particular the machine safety is an important issue for Hoffmann.



Colleague

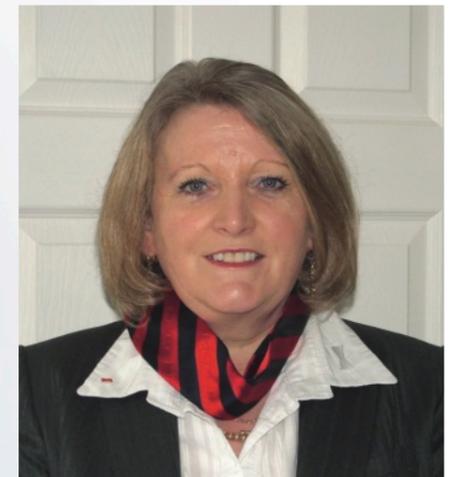
Kath in the footsteps of William 1

William the Conqueror would certainly have been proud to have had such a co-worker as our Managing director of Hoffmann Machine Company Ltd., Kathleen Cornthwaite, among his followers.

We too are also proud to have such a dedicated lady in our team. Kath is affectionately known by her colleagues in Germany, as "Our Girl Friday". She lives with her husband David in the beautiful Lune Valley...a country girl at heart. Her unique accent which is frequently commented on by our customers, is a lovely mix of Lancashire, Yorkshire and Cumbria accents.

Kath started with Hoffmann UK shortly after the company was founded in 1998 as an accountant and immediately applied her dedication and expertise. Over the years, she has extended her knowledge of Hoffmann machines and products, following visits to Germany for training, with enthusiasm, efficiency and patience.

We were therefore confident, when in



January 2009, we were able to transfer to her, the overall responsibility for our British company. Her love of German machinery also extends to her choice of car (she drives a BMW). In this role, she is a competent team leader for employees, accounts and sales, consulting, purchasing and office management.

Thus in recent years, our client base has been developed and extended very positively. We all appreciate the professional work from Kath and her commitment to the Hoffmann Group - in the same, when the sun goes down, Kath enjoys nothing more than relaxing and socializing with her friends and family.

Kath the Conqueror!

Customer

Freelancer

Hoffmann Keys have multifunctional properties - and now they have found a new application in the British company "All Joinery manufactured", the garden furniture manufactures.

The furniture –seats, benches and tables- specifically for out-door use, are manufactured from 100% recycled plastics. They have a modern and attractive design and are very successfully marketed under the brand name "recycledplasticseating "

Before manufacturing could begin, there was a major problem to solve. An important part of the manufacture was that the components in the furniture, had to have mitred corners on the tables, as well as the table columns



and seat frames. The problem arose as there's no glue or adhesive available, which can stick this recycled material together.

The solution was: to draw the parts together firmly and securely using Hoffmann Keys sizes W-3 & W-4 in various lengths.

Production manager A. Makinson was delighted to have discovered the Hoffmann Key at a trade show. This offered him not only easy installation, a strong and perfect



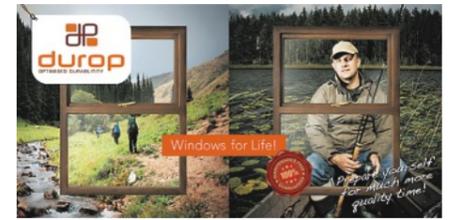
fit and, above all, a permanent joint, whatever the weather conditions: but most importantly cost effective production.

Take a look at "recycledplasticseatings" on their website under www.recycledplasticseating.co.uk.

You will see many things - but no Dovetail Keys, namely garden furniture seating. Strong, safe and durable held together.

Current affairs

Windows for Life



The company Duro (PTY) Ltd. in Cape Town (South Africa) surprises the professional world with an innovative novelty: A window system, which is maintenance-free to 100%! A window with the haptics of classical wood, produced in combination of improved spruce with the "Duro polymere®" plastic.

It is a sturdy material, UV- resistant, strong and stable and it totally withstands weathering influences. Furthermore, it comes with a quality certificate and a 15-year guarantee.



Duro's managing director Carsten Hoppe: „Because of the Duro polymere® the weather does not have any influence to the windows. This material is not porous and prevents the penetration of water and micro organisms. As a result, our windows offer 100% stability, no deformation, no swelling or contraction, a large advantage in wet weather - sun, cold weather, heat, seawater and rain do not have a chance“.

Duro windows were developed during a period of ten years and then submitted to extreme load tests for more than 7500 hours.

Carsten Hoppe is also proud on the small environmental impact with the production of his windows: Optimized and recyclable materials - „Made in South Africa“.

We at Hoffmann are also proud on the fact, that Duro windows are manufactured with Hoffmann-Key technology. For more information: www.duro.com

Company

Our Partner in China

There are many parallels between the two peoples of China and Germany. Or more specifically between ourselves and our Chinese business partner the firm „Tianjin Laminuo Woodworking Machinery Co Ltd.“ The properties which our two managing directors particularly share are, ingenuity, innovation, economic strength, and be export-oriented. All these properties are part of the fabric of both establishments.

The firm „Tianjin Laminuo Woodworking Machinery Co Ltd.“ was founded in 1998. Its main business purpose is focused on the import, distribution and after-sales service of woodworking machines from Europe. These are sold directly to customers and through network partners across Greater China.



Our exclusive partner in the People's Republic of China, based for many years in Tianjin, is Mr. Xuanling-Zhu, founder, managing director and our personal friend. He has always had a soft spot for German technology, and knows that Chinese customers do have a preference for German machines and products. Mr Xuanling-Zhu established offices in Beijing and Shanghai, to supply products and services to the customers locally. In addition, his network of dealers and agents in major supplying regions and provinces are able to offer our products reliably and with competence.

The increasing numbers of of Chinese customers, their appreciation of the Hoffmann machines and the promotion of the Hoffmann products is a direct result of the hard work from Mr Xuanling-Zhu and his team. Most customers are manufacturers of doors, windows and furniture production. Due to the professional approach of our business partners, Hoffmann products are happily accepted by new customers - and this is an increasing tendency.



Our long established business partner Mr Xuanling-Zhu



This hotel has recently had its entire facade installed – manufactured of course with mitred corners and jointed with the Hoffmann Dovetail System.

Tips + Tricks

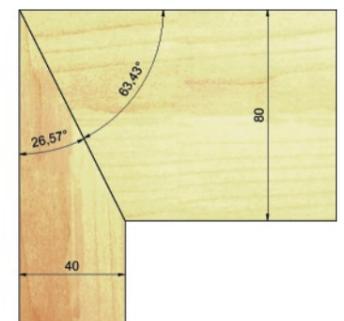
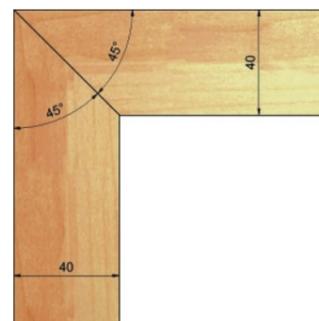
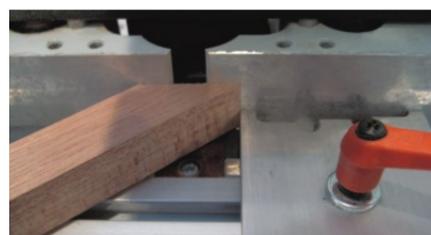
False Miters – fast and easy

Clever solution to an age-old task - The connection of a false miter

What is a false miter? - from the encyclopedia:

A miter joint (mitre in British English), sometimes shortened to miter, is a joint made by bevelling each of two parts to be joined, usually at a 45° angle, to form a corner, usually a 90° angle. If both angles are 45° we speak of a true miter, all other cases including different widths of material are referred to a false miter.

False or real - the joints with the Hoffmann-Key is the easiest thing in the world. Since the reference edge is the outer corner of each of the work-pieces, they are simply laid into the "nest" between butt stop and rear edge. Once



left, once right. The distance between corner and the groove is the same for right and left hand side which results into a perfect joint.

But of course a dovetail routing machine from Hoffmann is needed – and then everything comes true!

Exhibitions

Exhibitions - national and international

17.01 - 22.01.2011	BAU 2011 München Halle B5;Stand 122	Deutschland	
15.02 - 18.02.2011	"Eurobois Lyon"	Frankreich	
24.02 - 26.02.2011	"Ligna Bohemia" Lysá nad Lebem	Tschechische Republik	
09.03 - 12.03.2011	"KIEV EXPO FURNITURE 2011"	Ukraine	
15.03 - 17.03.2011	Hout & Kunststof Vakbeurs – Hardenberg "	Niederlande	
21.03 - 25.03.2011	"FIMMA 2011" Bento Goncalves	Brasilien	
23.03 - 26.03.2011	"BWS Salzburg"	Österreich	
29.03 - 01.04.2011	"DREMA" Poznan	Polen	
17.05 - 20.05.2011	"WOODPROCESSING - 2011" Lviv	Ukraine	
30.05 - 03.06.2011	"LIGNA 2011" Hannover; Halle 14 ; Stand G12	Deutschland	
05.07 - 09.07.2011	"Fitecma " Buenos Aires ; Stand D34	Argentinien	
20.07 - 23.07.2011	"AWFS Fair" Las Vegas	USA	
20.09 - 23.09.2011	"LISDEREVMASH" Kiev	Ukraine	
05.10.-08.10.2011	"Made Expo" Mailand	Italien	
07.10. - 09.10.2011	Hausmesse "KAMMEYER" Garbsen		
18.10 - 21.10.2011	"Woodtec " Brünn		Tschechische Republik
25.10 - 28.10.2011	"FIMMA" Valencia		Spanien
27.10 - 29.10.2011	"WMS" Toronto		Canada
07.11 - 12.11.2011	"Batimat " Paris		Frankreich
10.11.-13.11.2011	Hausmesse "KAUL" Düsseldorf		
14.11 - 20.11.2011	"Belgrade Furniture Fair"		Serbien
24.11 - 26.11.2011	"Woodworking Machinery Technology Tools 2011, Riga" Lettland		



Dovetail Keys

Cosmopolitan Swiss

The door manufacturer Brunegg, defines its quality products as " Door Systems - as individual and unique as Switzerland itself". At the same time it is the corporate philosophy of the company as a traditional "door-maker" which began in 1954 with a success story as a mechanical manufacturing company.

The wide product range - the range goes from blanks to custom door panels and elements - is the basis for the success, especially including varied highlights found in the exclusive product range "combi module". That is a door-set system comprising of a wood frame system that comes as a complete kit and made available in all sizes of single and double door models, custom made, and delivered for universal use.

It is the most practical solution for the final installation of the assembly door-sets "practically within ten minutes" based in principle on the smart feature detail, "the jointing up". For this purpose, Hoffmann-Keys are used, the double wedge shape, in the two frame components to be jointed is bound to be precise. It firmly draws together most accurately and concise in a secure and durable joint. Another advantage is the time-saved not waiting for glue to dry when the door-set is assembled on site. This is only made possible by the use of the Hoffmann Key.

Another useful effect of this compound technology of Hoffmann-Keys, is that

specific requirements for this purpose with the "Brunex" brand label will be processed during manufacturing of the door-set frame parts in the factory. Hoffmann developed and supplied Brunegg with a bespoke machine centre, to their own specifications, along with "process technology" for processing the components with Hoffmann Keys. The routing and drilling machine centre SO 7178 processes the frame components ready for assembly, which reduces the unit cost tremendously.

- The processing range includes
- > 3 multispindle drill heads for hinge drilling
 - > 1 striker plate routing station
 - > 1 pocket routing unit for door mechanisms.
 - > 1 lock plate drilling station
 - > 2 routing stations to process the dovetail slots in the architrave profiles .

Also in the production of glass beads from oak wood, Sipo and other wood species Brunex` technicians count on both - the as well as the double sided routing and



established "Hoffmann Key" joining method drilling machine center SO 7.223 for a special parallel-production of the parts. Square or rectangular glass bead frames are cut to miter and then joined from their rear side with the Hoffmann Key to reinforce the corner.

The third area of application for the "key-technology" is the assembly of the door panels in exterior doors. Several wooden parts are held firmly together by the key in order to secure a high stability for the entire door panel.

The two "creators" at Brunex, managing director Martin Eisele and Martin Schmid see in doors not only a means to an end. Rather, this is equivalent to an ideology for high values that connect them with the ideological position of "Swiss quality".

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