



Photos: Striebig

*/Master joiner Jens Richter is convinced by the 4D. It gives him an integrated solution, from the optimisation of the cut to the finished workpiece. This is partly thanks to the integrated panel optimisation programme.*

*Striebig installs 4D vertical panel saw at cabinet makers' in Ludwigsfelde*

# A Vertical Solution

*At the cabinet makers in Ludwigsfelde, it was time for a new direction. The broad palette of products, including windows, was reduced exclusively to furniture and kitchens for upmarket interiors. A 4D panel saw from Striebig AG of Lucerne ensures a high degree of flexibility.*

At Ludwigsfelder Möbel-Tischlerei (LMT), a family business with many years of experience, a reorientation resulted in substantial investments being made in machinery. Master joiner Jens Richter's philosophy is very clear: "How can we do it in such a way that our customers benefit? How can we offer them even higher quality, but gain more flexibility for ourselves at the same time? For us, these are the criteria for every investment we make". Another point of focus when investing in machinery is comfort

and ergonomic use. Thus, the latest addition to their workshop, situated at the gateway to Berlin, is a 4D panel saw from Striebig AG of Lucerne.

## Two generations under one roof

Richter has been a master joiner for over 20 years. Four years ago he handed the business over to his son, Martin, who looks after sales and the commercial side of things. Since then, they have added a kitchen studio with a showroom to their workshop.

"As joiners and kitchen-builders, we combine two areas which complement each other very well. We custom-fit kitchens for our customers, build our own furniture to complement a bought kitchen, or fit entire living areas and office spaces out with custom-built furniture", says Martin, describing the portfolio of services offered by the company. With LMT, customers have the planning, the construction, and the installation of furniture all in one place. The target group is first and foremost private customers.



*/ At LMT, space restrictions mean that the only practical solution is a vertical one.*



*/ Place the panel on the panel saw, choose the programme using the touchscreen and start. Done.*



*/ Automatic horizontal workpiece transport by means of the clamps on the programmable panel feeder.*



*/ The clamping fixtures on the PAV panel lowering device ensure a secure grip and vertical transport.*

They do not advertise. Their customers discover the workshop through recommendations and through their informative homepage. These two sources provide them with a lively showroom and sustained customer relationships.

### **Individual selection of sawing technology**

At the beginning of the year, the expansion of the company meant that they had obtained another workshop for panel cutting. Panel cutting is of fundamental importance for their new direction and they saw a real need to act – moving away from subcontractors and from doing the cuts themselves with a circular saw.

LMT works with chipboard, blockboard, veneer core plywood and, when necessary, with composite board materials too. They have increasingly been making use of panels with very delicate matt surfaces. In such cases, scratches cannot be allowed to happen, and cuts must be done with 0.1 mm accuracy. In

the interests of the customer, the process usually needs to be rapid and straightforward. Having their own system for cutting panels was therefore essential. The Richters considered a horizontal panel saw. Due to the restricted amount of space in the new workshop - "it was only 60 m<sup>2</sup>, you can't get anything bigger around here," explains Richter – they quickly realised that a horizontal set-up was not an option. For years Richter has put his trust in the expertise and excellent service of his preferred machine dealer, the Berlin branch of Kuper. During a consultation session, they showed him possibilities for the optimal use of the space available for the purposes of panel cutting. When it came to the handling of the panels, Richter had another important requirement of any vertical solution. Large panels should ideally be automatically held and guided during cutting.



/ Panel cutting with the 4D is programmed and then carried out automatically. The workpiece just has to be manually picked up and labelled.



/ Carpentry and kitchen-building skills complement each other very well. Skilled craftsmanship and personal consultation are top priority.



/ Martin (l.) und Jens Richter, owner and founder of the family-run cabinet-making business. Their joint philosophy: "At the end of the day, we love what we do with all our hearts."

Stretching and straining in order to do the upper trimming cut or bending down to trim the lower edge were out of the question.

#### A multiple-use investment

Richter senior and junior took a look at the vertical saws in Kuper's showroom, and then at Striebig's stand at the trade fair in Nuremberg. When it came to the 4D, they found everything that they had been looking for – or nearly everything, at least, "Well, the price was certainly quite different to that of horizontal saws intended for the same purpose", says Jens Richter, laughing. He goes on, emphasising that "its features and uses make up for the extra cost. And they fulfil the LMT criteria for a good investment."

In the saw's intuitive operator guidance system (HMI, Human Machine Interface), he sees the right solution to his need for ease of operation. And the panel optimisation programme (POP) is precisely what he had been hoping to find.

Richter prepares the plans for the new machine in his office. During this phase, Striebig's software ensures a high level of efficiency in use of materials and looks after the automated cutting sequence – saving materials and time.

"Thanks to the individual configuration of the 4D, working with the saw is just really fun, and that motivates potential employees to apply for a position at LMT", Richter explains. For the two men who run LMT, this is an important criterion for attracting qualified employees during times of skills shortages.

#### The Striebig 4D workflow

The whole workflow when using the 4D is easy, logical and is set up very ergonomically. The panel is placed on the saw frame, the operator starts the saw, and the clamps of the panel lowering device (PAV) grip the panel, holding it securely by its upper edge.

The surface of the panel remains undamaged thanks to the coating on the PAV clamps. The upper and lower trimming cuts of the secured panel take place automatically. The panel is moved over the saw vertically by the fully automatic panel feeder PPS. This is how the program automatically processes the cutting plan. "You put the panel on and pick up the finished workpieces. No laborious to and fro, no twisting and turning. Everything runs automatically", says Jens Richter. Only two manual tasks remain for the operator: picking up the workpieces and labelling them.

(l/p/source:Striebig) |

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