



HITS 2025

A YEAR OF SUCCESS STORIES



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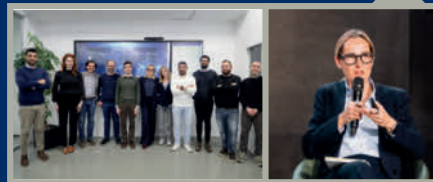
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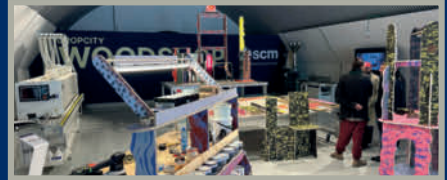
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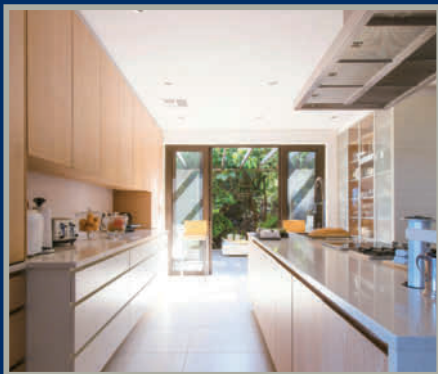
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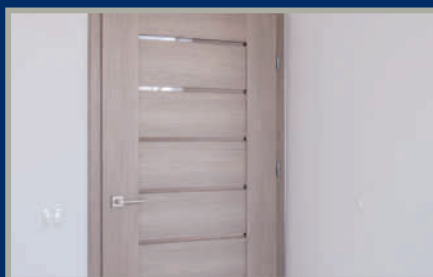
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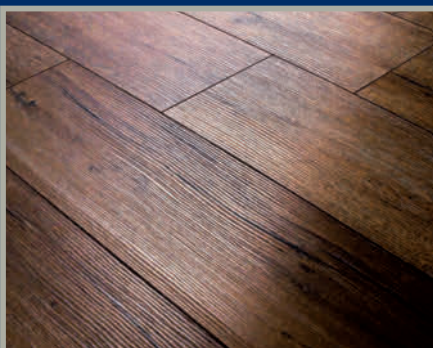
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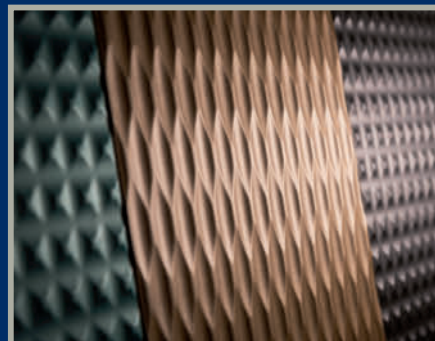
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Editorial | by Gian Luca Fariselli, Scm Group Communications Director

At our customers' side in all new woodworking challenges

In an increasingly connected and competitive world that is pushing companies in the woodworking industry to make radical changes in their organisational and production processes, SCM continues to set itself new goals to accompany and assist its customers.

This is especially true in the difficult period the sector is currently facing due to the widely recognised uncertainties of the international macroeconomic context. All this means that, today, for companies to compete successfully, they increasingly need to rely on **more efficient technologies, maximise performance** and stand out in the market with **superior quality products**.

The stories of the companies featured in this new issue of **HITS**, the SCM magazine now in its seventh year of publication, demonstrates this clearly. From the furniture industry to doors and windows, and from timber construction to the nautical sector, the experiences and achievements of our customers confirm that, regardless of the sector, having a business partner who is by their side at every step in their production and business activities can make an all-important difference.



Digital transformation and new AI-related challenges are presenting us with increasingly complex scenarios. Companies have to adopt integrated solutions, and advanced software and digital services to convert their factories into **smart ecosystems** where data, automation and real-time analyses work together to drive efficiency and innovation. To offer our customers these products and services, SCM continues to invest on this front, as we describe in our new HITS section: Digital Success Stories.

It is this innovative combination of technological solutions and services that SCM has based its **“customer-centric” vision** on. A vision that is also the focus of our new communication campaign for Ligna 2025: an ecosystem of software, high value-added skills and proactive, machine-learning algorithm-based assistance systems to achieve peak performance. **Constantly connected solutions and services** - as the campaign says - to maximise machine efficiency, improve product quality and reduce operating costs.

The many faces and stories you will discover in these pages are testimonies of courage and entrepreneurship. They are a source of great pride for the SCM team that has helped these companies to evolve, as well as a valuable stimulus that drives us to keep renewing our range and focus on customers' real needs.

Made in SCM innovation continues. Together with our customers.

Happy reading.

Gian Luca Fariselli,
Scm Group Communications Director

Solutions and Services, always connected for you



Interview | Pietro Gheller, SCM Wood Division Director



SCM: a strategic business partner for every stage in the production process

Pietro Gheller, the SCM Wood Division Director, illustrates our new challenges and strategies. It is an innovative vision that goes beyond the machine to combine the cutting-edge technologies that have always been the group's strength, with the services and skills that are increasingly the strategic leverage woodworking companies need.

We are constantly at the customer's side, ready to turn every challenge into an opportunity for growth. SCM has a clear strategy for 2025 and beyond: to continue investing in research and development while focusing increasingly on customised services and specialised consulting. The goal? To accompany woodworking companies throughout their business operations.

A vision that goes beyond the machine. How and why? **Pietro Gheller**, the Scm Group Wood Division Director, is here to tell us.

"Over these many decades of operating alongside the woodworking industry, SCM has demonstrated its ability to supply the international market with the widest range of technologies for this sector," Gheller explains. "For over 70 years, in fact, SCM has been developing state-of-the-art solutions and complete processes that help customers meet every production requirement in every sphere of application: from the furniture industry to doors and windows, and timber construction to carpentry.

Today, however, our vision goes further. Today our position is that of a strategic business partner for the market. Our innovations, as demonstrated at the latest edition of Ligna 2025, demonstrate SCM's ability to develop a **long-term, ongoing, shared relationship** with the customer that meets their needs not only throughout the life cycle of the machine, but for the entire duration of their business.

This is enabled, not only by technology, which remains at the heart of our group's expertise, but by guaranteeing **an ecosystem of integrated solutions** that combine next-generation technologies, digital innovation, specialised consulting and customised services.

This is how we aim to help companies in this sector reach increasingly ambitious goals."

How will this vision be achieved in practice?

"Firstly, through the development of technological innovations designed to ensure a level of precision, efficiency and sustainability that meets current automation and flexibility requirements and satisfies the needs of different industrial enterprises: from small companies to large international groups. This is the first, indispensable condition for guaranteeing our customers an added value partnership.

Equally decisive is the offer of state-of-the-art services, which in the case of SCM is achieved with **a new, proactive approach**. What we call 'servitization' not only means selling high-level services, but guaranteeing a model of after-sales excellence, of **'service excellence'**, which is what increasingly makes the difference. This also prompts us to rethink products with an even longer-term logic to continue offering our customers added value."

Our innovations demonstrate SCM's ability to develop a long-term, ongoing, shared relationship with the customer

and to meets their needs not only throughout the life cycle of a machine, but for the entire duration of their business.



Interview | Pietro Gheller, SCM Wood Division Director**The Digital Control Room we opened in 2023 is part of this approach. What are the benefits of that for customers?**

"Thanks to this new service, enabled by our IoT system, we can manage data and information in real time. This opens a continuous smart information channel with our customers, wherever they are. It is a service that allows us to constantly monitor the performance of connected SCM machines around the world. This ensures proactive assistance by offering and obtaining information that will also help drive a different design process. It is the focus of an entirely new strategy in line with the way markets and this industry are developing."

You are describing a world that is significantly different to the one we know. Will it be available to everyone?

"Yes, absolutely. Inevitably, from some perspectives, the gap between the needs of large groups and small and medium-sized craft companies will widen, but that does not mean we have to choose sides. SCM's history shows that **we can build relationships with anyone** by providing the right product, thanks to our highly diversified portfolio of solutions. We are honoured and duty-bound to think of all customers in this sector, and the Digital Control Room helps here too, as it allows us to structure and offer a service range model that can and must be calibrated to the needs of everyone through packages tailored to the specific requirements of each individual company."

To return to SCM's latest technological innovations, which application areas are we focussing on most?

"In 2024 we presented new solutions for various stages in production. For nesting, we launched the new **'morbideilli x50'** and **'morbideilli x100'** CNC machining centres that further enhance a range already widely applauded by the market and firmly in line with the needs of 'batch size 1' production.

Another major focus is edgebanding. This features our new **'stefani m'** - a solution specifically developed to meet the needs of a market that is increasingly shifting towards flexible production.

Another area SCM is continuing to invest in is timber construction. On this front, we are continuing to enhance and expand our range of **'oikos'** CNC machining centres and **'dmc'** sanding solutions for machining CLT panels. At the same, we have further expanded our production site in Tuscany to a total of 10,000 square metres. This expansion aims to increase our production capacity and optimise our internal logistics to make us even more competitive.

Our innovations are continuing in 2025 too, with our new **'topset xxi'** spindle moulder and the **'celaschi xl'**, our new double squaring and profiling machine."

We are living at a time that is certainly not the most encouraging or promising due to the complexities of the current macroeconomic and international geopolitical context. What is the spirit SCM is looking to the near future with?

"It's true, the current period is certainly not rosy, but we must put it in perspective. The pandemic years were exceptional from every point of view. But now we have returned to normal, as expected.

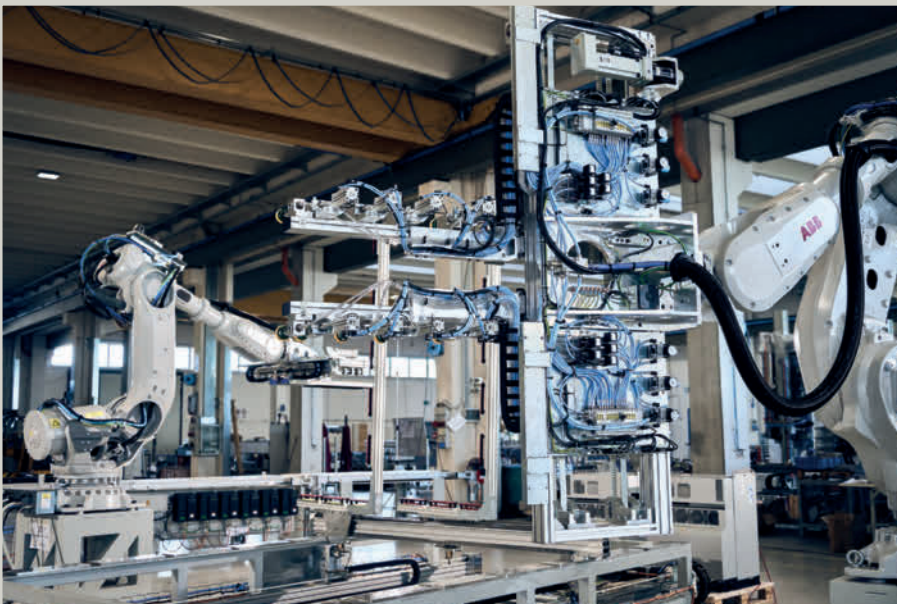
As far as SCM is concerned, our goal is to continue gaining market share. Developing complete processes and engineering projects for the industry plays a decisive role in this. As does our partnership with **Tecno Logica**, a Veneto-based company that Scm Group took over in June 2024. Tecno Logica manufactures fully integrated, industrial, high mix and productivity automation solutions and robotics, that are the 'premium class' of woodworking. This acquisition allows us to further enhance the Group's product and service range by setting a new benchmark in industrial production."

**SCM offers
an ecosystem
of integrated solutions**

*that combine next-generation
technologies,
digital innovation,
specialised consulting
and customised services.*



**Thanks to our new
Control Room
service,
enabled by our
IoT system,
we can manage
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This opens
a continuous smart
information channel
with our customers,
wherever they are.**



“

Our goal is to continue gaining market share. Developing engineering projects for the industry also plays a decisive role in this.

As does our partnership with Tecno Logica, a company specialised in integrated, industrial, high mix and productivity automation solutions and robotics.

”

SCM news



Two views of the “Timber Construction Days” open house held at the SCM premises in Tuscany.

Innovations and successes



Scm Group is once again one of the Italian companies with the highest number of patents

In 2024, Scm Group was again named one of the **Italian companies with the highest number of patent applications**. The Epo Patent Index compiled by the European Patent Office and published by Corriere.it, places the Rimini-based Group amongst Italy's top 15 companies.

This news is further confirmation of the Group's constant commitment to a level of product and service innovation that offers customers increasingly advanced solutions in terms of efficiency, processing quality and sustainability, in sectors that are highly competitive and constantly evolving. Technological innovation, automation, digital transformation and sustainability are at the heart of this continuous Research & Development journey.

“Timber Construction Days”: top experts in the wood construction supply chain come together at the SCM premises in Sinalunga

Located in the heart of Italy, Tuscany has always offered the world

refined technology. SCM has a highly specialised industrial base, here, that develops and constructs advanced solutions for machining structural beams, CLT wall and floor elements, prefabricated walls, roofs and insulating panels.

From March 13 to 15, SCM presented its latest innovations at its **“Timber Construction Days”** open house, held in its base at Sinalunga (near Siena, Italy). The event brought together over three hundred visitors from different countries, including leading supply chain companies, technological partners and specialised experts who noted sector updates, trends and cutting-edge topics, including the digitalisation of mass timber.

One of the innovations presented by SCM that aroused particular interest was the new **oikos xs 650** CNC machining centre. This latest addition to the oikos range, retains all its benefits, but improves performance, offering greater productivity and flexibility for machining beams with a cross-section of up to 650x310 mm. The event also shone a light on SCM's **Maestro lab beam&wall** software dedicated to all “area” and “oikos” CNC machining centres developed on the new “Maestro lab” CAD/CAM. An innovation that boosts both machine



Some moments from our presentation in Rimini of the new “morbideilli x” CNC machining centre range for nesting.



performance and operator experience. Great interest was also shown in our data-enabled digital services, especially the new version of the **Maestro connect** IoT platform, an application for monitoring the performance and productivity of connected machines.

Huge success for SCM's furniture manufacture innovations

Exclusive new developments for **nesting** and many other furniture-making innovations attracted numerous key players from Italy and abroad to the SCM Technology Center in Rimini. On September 13 and 14 2024, we unveiled the new **morbideilli x50** and **x100** CNC machining centres. These are our latest additions to the **morbideilli x** range that has already been chosen by market-leading customers worldwide. **Production efficiency, user-friendliness** and **safety** are the priorities these solutions are based on, in line with the benefits of the entire SCM nesting range. These innovations were loudly applauded by both the customers, who visited, and many other companies in the woodworking sector, who are currently facing an increasingly demanding market and a severe shortage of skilled labour. The two new

machining centres in the X range are specifically designed to attract new generations of woodworking operators thanks to efficient, safe and easy-to-use software and mechanical technologies. The event was also an opportunity to discover the latest additions to the “**accord 500/600**” range dedicated to furniture manufacture. Patented SCM systems that revolutionise bar machining centres, longer and more efficient work tables for horizontal machining and new tool storage systems, were just some of the innovations in the spotlight.

SCM's “blade off” safety system shortlisted for the Compasso d'Oro 2026 Award

“Blade off”, the innovative safety system for circular saws conceived and developed by SCM has been included in the ADI Design Index 2024 product shortlist compiled by ADI - the Industrial Design Association. This prestigious recognition is the first crucial step in the product's Compasso d'Oro 2026 journey. It is an important award for both the world's leading Group in secondary woodworking technologies and for Design Group Italia, who worked together with SCM on the design.

SCM news



In the group photo, from left to right: Matteo Smorgon from Design Group Italia; Stefano Casadei, SCM product manager, Edgardo Angelini and Martin Franzen, from t di product design, Design Group Italia.



Davide De Sossi, the Scm Group CFO, collects the Best Managed Companies Award.



The selection that includes over 200 products chosen from more than a thousand applications, was the focus of the **“ADI Design Index 2024”** exhibition held from October 30 onwards at the ADI Design Museum in Milan. This panoramic, first-hand snapshot of the evolution of contemporary design, featured various sectors of Italian-made products

Being included in this shortlist, which means it can also compete for the Compasso d’Oro 2026 Award is a remarkable first achievement for “blade off”, the jewel in the crown of SCM’s carpentry machine range.

Innovative edgebanding solutions at the “Flexible Edgebanding for Doors” event in Thiene

From December 6 to 7, in Thiene, SCM hosted the **“Flexible Edgebanding for Doors”** event. An exciting opportunity for both custo-

mers and industry professionals to discover our latest advances in the manufacturing sector. The event showcased SCM’s innovative door edgebanding solutions that are specifically designed to meet continuously evolving market needs and consolidate the company’s position as an industry leader.

This year, the main focus was **flexible edgebanding for doors**, a crucial element for improving production speed and variability. The advanced solutions presented are a significant step forward that enable manufacturers to achieve greater process efficiency and adaptability. By offering state-of-the-art automated systems, SCM has taken an important step forward in eliminating machine downtime and production interruptions, and guaranteeing manufacturers a smoother and more continuous workflow.



The SCM team at the Thiene event and a demo of our new flexible edgebanding solutions for doors.

Best Managed Companies: Scm Group wins for the fourth time

For the fourth year running, Scm Group has won the **Best Managed Companies Award**. This prestigious prize rewards entrepreneurial Italian-Made excellence and is promoted by Deloitte Private, with the participation of ALTIS - the Graduate School of Sustainable Management at the **Università Cattolica del Sacro Cuore**, ELITE-Gruppo Euronext and Piccola Industria di Confindustria.

In this seventh edition, 67 Italian companies received awards according to their performance in terms of: "Strategy", "Skills and Innovation", "Commitment and Corporate Culture", "Governance and Performance Measurement", "Corporate Social Responsibility", "Internationalisation and Supply Chain".

Davide De Sossi, CFO and **Gian Luca Fariselli**, Communications Director attended the award presentation ceremony on behalf of Scm Group on October 9 at Palazzo Mezzanotte, the headquarters of the Italian Stock Exchange ELITE-Gruppo Euronext.

This award is a further source of pride for the Group which, as the organisers emphasised in a reference to the winning companies, has demonstrated its ability to successfully tackle a complex international scenario thanks to a carefully structured and long-term growth path.

Interview | Alessandra Benedetti, Head of Digital Transformation and Business Remodeling at Scm Group

Beyond machines: how AI is rewriting the future of the manufacturing industry

Alessandra Benedetti, Scm Group Digital Transformation and Business Remodeling Director, analyzes the key opportunities presented by the evolution of digital technologies and the Group's new priorities in its internal processes and customer relationship enhancement.



Today, artificial intelligence is at the heart of every industrial policy. So, how do you handle such a pervasive issue in a structured production context like the Scm Group?

For **Alessandra Benedetti**, Head of Digital Transformation and Business Remodeling at the Group, AI represents “a major breakpoint. It is a unique technology. AI can redefine not only processes but also the rationale for value creation. In this sense, we are not merely discussing a technical development, but also a cultural and strategic transformation.”

In the Scm Group, what levers is this transformation based on?

“Our change trajectory is progressing along two distinct lines. The first line focuses on **enhancing customer relationships**. Today, providing a top-notch product is no longer sufficient; **it must be paired with advanced services that add value beyond the machine to the customer's value chain**. The second line involves adopting digital technologies across all our internal processes to enable and accelerate change.”

How would you describe the complex process of introducing AI?

“Introducing AI involves addressing at least four distinct levels of transformation:

- 1. Individual** – A change in mindset is necessary. From an outside-in perspective, we must unleash the entrepreneurial potential of everyone involved in the company's ecosystem, both internal and external.
- 2. Team** – We need to build agile, cross-functional teams that can make quick decisions and self-manage in uncertain contexts.
- 3. Cultural and organizational** – We must facilitate collaboration among different organizational units, even if they function in diverse ways. This involves, on the one hand, traditional and more hierarchical units, and on the other, dynamic units focused on exploration. Utilizing AI for routine tasks frees up operational space, enabling us to support traditional organizational units in adopting more dynamic and exploratory approaches. In other words, by harnessing the technological advantages of AI, companies like SCM can grow by becoming ‘smaller’ in the sense of becoming more agile and innovative. The common bond is trust, and the interaction model must be based on the concept of a work agreement.
- 4. External context** – We are living in a period of profound global reconfiguration. We also need to view AI in the context of geopolitical, economic, and social dynamics that are imposing new responsibilities on organisational leaders.

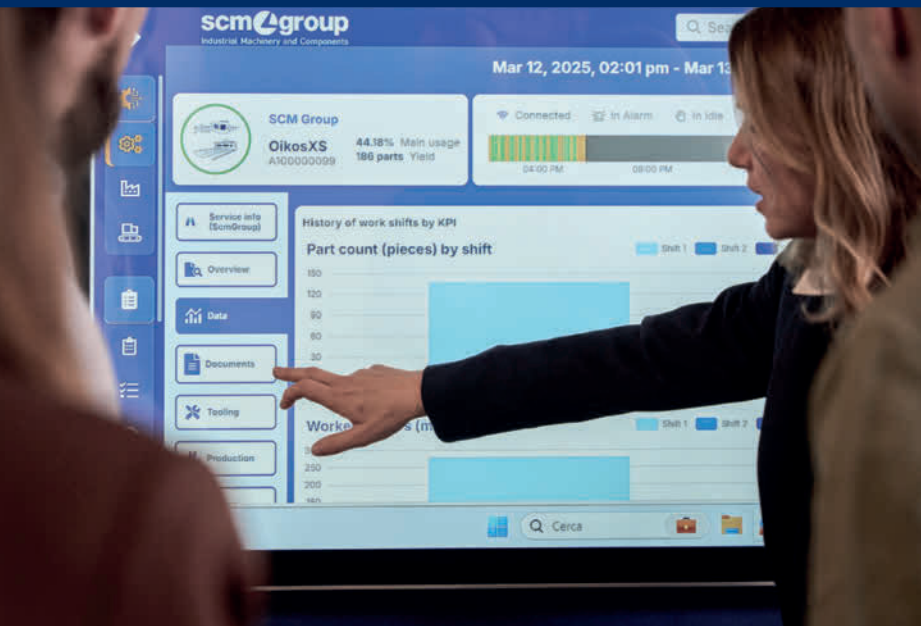


Alessandra Benedetti during her presentation for "Mind Machines" (March 2025).

Photo credit: Luigi De Palma for OGR Torino.

On the left page, Benedetti with members of her team in Scm Group's Digital Control Room.

Interview | Alessandra Benedetti, Head of Digital Transformation and Business Remodeling at SCM Group



You have referred to this transformation as a task of “continuous weaving”. What do you mean by that?

“What I mean is that adopting AI is not merely a technological issue. It is a process that necessitates building new connections between data, people, organizational structures, and strategic vision. The Gartner Report indicates that most GenAI projects are abandoned after a successful proof of concept (POC), and often the issue is not the technology itself, but rather the absence of an environment that allows it to scale effectively.”

So, what is the right starting point?

It's always about the customer. Every AI initiative must originate from a case study that demonstrates clear use cases with well-defined economic objectives.”

On a technical level, data management seems to be a critical factor.

“It is. AI is fundamentally a data problem. Data serves as the starting point and the key differentiator. However, in our organizations, data management often becomes fragmented, schematic, and transactional, failing to be user-centric. **A paradigm shift is essential. Data should be treated as a strategic production resource that is centrally controlled yet made accessible in a distributed manner.**”

What are your thoughts on skills and people?

We must move beyond a vision focused exclusively on efficiency and control. The Future of Jobs Report, as presented by the World Economic Forum, highlights skills such as analytical thinking, creativity, resilience, leadership multiplier, and the ability to listen and ask the right questions. It is time to build new leadership models that are more inclusive and enhance widespread potential.”

How does the role of partnerships change in this context?

“Companies can no longer operate as closed systems. Sharing data with other players in the customer's factory - such as suppliers - enables the creation of integrated solutions by establishing a unique information flow. You can then apply domain-specific expertise to this flow to navigate the complexity of the physical world. However, this requires the ability to govern ecosystems, where a delicate balance exists between collaboration for value creation and competition for value appropriation.”

“Today, supplying a top-notch product isn't no longer enough.

It needs to be accompanied by advanced services, that bring value beyond the machine to the customer's value chain.”





In brief, can we still discuss industrial competitiveness without mentioning AI?

"Today, I don't think so. Technology forces us to open up and rethink ourselves. We can't face these challenges on our own. Only by working together, both within and outside the company, can we generate solid, sustainable, and inclusive economic growth. Digital transformation and Artificial Intelligence, in particular, present us with a strategic choice. It is not a question of adopting new tools, but instead

of re-evaluating our assumptions about industrial competitiveness. For manufacturing companies, today is a time for action. We don't need to be perfect, but we do need to start with clarity, vision, and the capacity to orchestrate increasingly interdependent ecosystems.

We can't just wait for the future. We need to build it. Together.

Scm Group wins the SMAU Innovation award

Scm Group has won the **2024 Smau Innovation Award** for its **"Solutions Library"** project.

Digital transformation and open innovation, the key themes at the SMAU event held in Milan on October 29 and 30, 2024, underpin this new service developed by SCM Group. The service features a **library of technical solutions** for employees and customers that utilizes Artificial Intelligence to process the company's technical know-how, classify it dynamically, and make it available to those who need it in a timely and relevant manner.

The project, part of the group's digital transformation program, **aims to process and enhance the knowledge** gained from over 70 years of experience in the machining technology industry for wood and other materials.

The award was accepted on behalf of the group by **Alessandra Benedetti, Digital Transformation Business & Remodeling Director**, who illustrated the aims and benefits of this new, award-winning project during the Live Show entitled, 'Innovative tools supporting and enhancing the work of employees. "Solutions Library is part of a broader strategic plan," commented Benedetti, "that involves offering customers not just a product, but also valuable software services to build an ongoing, shared relationship."

This exemplifies innovation that demonstrates how digital technologies can transform business models while also creating value in terms of sustainability.

Smau also provided an opportunity for networking with stakeholders and leading figures in the Made-in-Italy innovation ecosystem. Our group, which included **Sara Iaconianni**, Scouting&Idea Generation Manager, and **Lorenzo Monti**, Digital Projects Manager, participated in the Startup Safari to explore ideas and potential open innovation opportunities.



Interview | Gabriele Patti, SCM Commercial Director



SCM's market investments: from Italy to the rest of the world

New branches and renovated Technology Centers to welcome customers on a journey of discovery into our cutting-edge machinery and upcoming key projects in 2025 and beyond. SCM continues to invest in the most strategic markets, as Gabriele Patti, the SCM Group Wood Division Commercial Director, explains.

An exceptional technology exhibition centre that brings together innovation, solutions and processes in a floorspace of over two thousand square metres. This is our new **SCM 'Superfici' Technology Center** in Brianza. Unveiled in May 2024, it is just one of numerous investments that SCM has made in the past year. Beyond Italy, the Group has also opened a new branch in Slovenia and continues to invest in its directly operated sales offices in other markets too. This is shown by the Group's next project: the new SCM France branch, in Lyon. An investment that confirms the success SCM is currently enjoying in France.

Gabriele Patti, the SCM Commercial Director, illustrates the Group's current and future strategies, starting from Brianza, in Italy.

"Our new Technology Center in Villasanta is a vital hub for SCM in a key area for Italian woodworking, furniture production and more. Our previous showroom focused on the world of surfaces and finishes, but today, we offer a wider and more diversified selection of our technologies and processes. This hub, in fact, exhibits a portfolio of over thirty solutions that make it the most complete and advanced SCM Technology Center outside the one at our Rimini Headquarters."



Interview | Gabriele Patti, SCM Commercial Director

This investment also reflects SCM's vision for the future and its increasing focus on digitalization. Is that true?

"Absolutely! The SCM - Superfici Technology Center is a strategic asset, where in addition to classic technologies, we also exhibit the latest software developments and digital services we offer customers with machines connected to our IoT platform. This includes our Digital Control Room, a model that we are replicating in a more general way, at our Technology Centres in other markets too."

Talking about investments, the Group has also invested in centers in Germany, Spain and Australia... Is there a common rationale behind these actions?

"Our strategy is to offer customers a place where they can enjoy a direct experience with our technology and service solutions, and look at entire processes as well as individual machines. Our aim is not just to provide technologies and services, but to present customers with a new way of reviewing and optimising their workflows, starting from their own specific production and business needs."

How important is it to have directly operated branches in different markets?

"It is essential, as they are just as decisive at an international level as our partnership with our dealer network, we will continue to strengthen that too. In recent years, we have made investments in specific geographical areas such as **India, Turkey, Vietnam** and - more recently - in **Slovenia**. On one hand, we have consolidated our position in certain markets, while on the other, we have opened new sales offices in markets with high potential. These investments have also allowed us to drive servitization and a new approach that goes beyond the supply of machinery and systems."

SCM has recently opened its first branch in the Balkans. What is our vision there?

"The branch opened in Ljubljana, in September 2024, was set up to guarantee customers in Slovenia, and more generally in the Balkans, direct, capillary and highly specialised sales and service support. Our aim is to strengthen SCM's presence in the area and to foster even greater synergy with our network of partner distributors. The numbers recorded by SCM in recent years indicate a scenario with a clear growth trend and companies that are more and more technologically advanced."

We wanted to offer these companies a next generation branch with a Technology Center covering an area of over 1600 square metres."

Let's talk about the DACH area. What is SCM's strategy there, given that the wood industry has not exactly enjoyed a positive trend in the past year?

"Despite the general decline recorded in the sector, it is essential to continue to maintain a medium to long-term perspective and strengthen the team at both a sales and service level. Today, we are investing in gaining market share at the top end of the industry through two main drivers. The first is technological innovation, which includes the development of automation systems and plants that meet industry demands; and the second is a specific Key

Account Management project focused on hiring dedicated human resources with extensive sector experience. It is another challenge that we have taken up, together with the entire DACH region team, with determination and optimism."

Remaining in Europe, France is a market where SCM is currently enjoying great success. What actions have influenced this positive trend?

"Laurent Mazies, who has over forty years' experience in this industry, took over as head of our French branch in April 2024. Under his management, the branch has continued on its path of solid growth with a plan for further strategic reinforcement, focused particularly on the teams in charge of sales consulting and technical assistance. Before the end of 2025, we will be opening a new branch office in Lyon, four times as large as the current one, and including a top-level Technology Center."

In terms of exports, the United States and the whole of North America remain SCM's main market. What's new on this front?

"To support our North American customer base, SCM has an extensive network of distributors as well as branch offices in Georgia, California, Mississauga (Toronto), Port Coquitlam (Vancouver) and Jalisco. We also have a Superfici Center in North Carolina. To grow our business further, the company recently appointed Matt Fleming as Managing Director for Canada and we have hired additional sales staff for the Canadian regions of Quebec and the West Coast."

In North America, we are confident that the investments the Group is making in digitalization, servitization and automation, in response to the shortage of skilled labour, will enable us to gain market share."

From Brianza to the rest of the world, SCM looks to the future with confidence and always at our customers' side.





Some images from the open house events held at SCM facilities in Australia (left), Spain, and Germany (bottom).

Below, a moment from the latest edition of Woodtech in Istanbul, and on the left page, from Xylexpo 2024 in Milan.



MARKET news

At our sites or trade shows, we are always close to our customers!

New branch opened in Slovenia

Great turnout at the opening of SCM's new branch in Ljubljana. The official ribbon-cutting ceremony took place last September with important institutional figures in attendance, including the Italian ambassador to Slovenia, **Giuseppe Cavagna** (in the picture with **Lorenzo Trolese**, Regional manager of SCM), the head of ITA - the Italian Trade Agency, Giacomo Ricciotti, and the Mayor of Trzin, Peter Ložar. Hundreds of visitors attended the event, including companies, professionals and stakeholders from Slovenia, Serbia and the entire Balkan region as well as other neighbouring European countries. The number of guests shows clearly how strategically positioned this location is. The Grand Opening was preceded by two days of professional woodworking/furniture-making



training. This is part of SCM's vision to not only provide customers and dealers with direct and timely sales and technical support, but also to help attract new generations to the trade and feed their love for it, by providing machinery, software and digital services offering highly qualified, constantly updated training.



IndiaWood, what a success!

From 6 to 9 March, SCM played a leading role at the 25th edition of IndiaWood in **Delhi**.

SCM's participation in this trade show confirms its firm interest in the Indian market. It is also in line with the strategic investments it has made in opening a new sales office in Bengaluru and building a **local team of technicians and sales engineers specialised in all woodworking fields: joinery, furniture industry, timber construction and wooden door production.**



All roads in wood lead to... Rimini. The tech tours at our Headquarters continue!

Over the past year we have hosted various groups of SCM customers and dealers from all over the world at our Rimini headquarters. We have shown them our new products on display in the Technology Center, our new digital services, our Autostore automatic spare parts warehouse, and our production sites in Rimini, Villa Verucchio and San Marino. Our tech tours visit other SCM sites in Italy, too, from Villasanta to Thiene, as well as a number of market-leading customers in Italy, giving visitors the chance to see SCM's technology and digital solutions in action directly on-site.



SCM España: news, meetings and training

The SCM España subsidiary based in **Sant Cugat**, in the heart of Catalonia, recently opened its doors to customers from the woodworking sector, to showcase a selection of technologies and services that are firmly in line with the production needs of Spanish companies. It is a market that stands out for its clear propensity for innovation. **For over forty years, SCM España has been at the side of these manufacturers**, and the Group's continuous investment in empowering both its branch and its sales and service team, has taken customer relations to the next level. And that's not all! Representatives from the "Sabadell Fusta Moble" training school also visited. And thanks to a reserved guided tour, this large group of students were able to gain a deeper understanding of the complete and concrete operation of the technologies on display and their relative production processes.



MARKET news

Holzbau Forum and Mass Timber Conference. Together with the timber construction supply chain

Building the foundations for successful timber construction, from the US to Europe. Once again this year, SCM confirmed its attendance at two key events for this sector: the Mass Timber Conference in Portland and the Holzbau Forum, an important initiative that travels to different strategic markets for the wood construction supply chain, including France, Italy, Germany, Poland and Spain. In the different locations for these events, SCM met key industry players and offered its own contributions in terms of technological innovation and know-how. The latest innovations in our “oikos” and “area” CNC machining centre ranges were also on display, along with the “dmc system xl” wide belt sander for CLT panels.



Turkey and market developments at Woodtech

The Turkish market is increasingly interested in Italian-made quality standards and the digital transformation of production processes. This was shown clearly at the latest edition of Woodtech, held in Istanbul last October. SCM took part in the trade show again, recording an incredible turnout of customers and professionals from the woodworking sector. There was real interest not only in our latest technological innovations, but also in the software and digital services we have developed to offer customers 360-degree assistance. SCM is present in the Turkish market with a **directly operated branch** in Istanbul and a highly specialised team of sales engineers and technicians.



More events at our new Technology Center in Sydney

Our state-of-the-art complex welcomes current and future woodworking professionals. The latest open house organised at the SCM Australia subsidiary in **Sydney** last November, included representatives from TAFE NSW, a leading education provider that teaches specialised woodworking skills to young people. Guests enjoyed a first-hand experience of SCM innovations with a special focus on safety and production efficiency.



SCM UK shines a light on doors, windows and stairs

What are the major changes taking place in the manufacture of doors, windows and stairs? Last October, SCM's **Nottingham** branch focused on this topic by demonstrating how advanced machinery, MES software and IoT systems can facilitate an integrated production stream, from order processing to final assembly. The team illustrated the benefits of real-time process tracking and how efficient management can minimise waste and maximise productivity.



SCM Innovations Days in Brazil

From 5 to 7 February 2025, SCM's Brazil branch, at **São Bento do Sul**, hosted "Innovation Days", a unique opportunity to discover future developments in the furniture manufacturing industry. Guests met with experts and explored SCM's latest technologies for transforming their companies and optimising their processes.

A genuine journey of discovery into innovation, digital transformation and sustainability, packed with technical demonstrations, comparisons and new partnership opportunities.



Milan Design Week



SCM, technological partner of the largest and most advanced public joinery workshop in Milan

The Dropcity architecture and design Centre has selected SCM to provide its professionals and students in the industry with a range of technologies capable of meeting current wood-furnishing machining needs.

Nowadays, Milan has one of the most extensive communities of designers, architects and students in the industry, as well as being a global point of reference for Made-in-Italy furniture and design.

The **Dropcity** project was created right here and more precisely in a place of significant historical, financial and cultural importance such as the former **Magazzini Raccordati** building, just a stone's throw from the central station. The purpose of this community of professionals is to pump life and worth back into these place, abandoned for decades, encouraging a new model of public space capable of involving the city and its huge number of specialists and design experts in new, virtuous design projects. All this in more than 1,000 square metres of space set aside for workshops, research into materials and craftsmanship including **the largest, most advanced public joinery workshop in Milan, "Woodshop"**: an open, practical space of more than 600 square metres with a selection of state-of-the-art technologies made available to designers, professionals and students looking to put their skills into practice and directly transform their furnishing ideas into reality.

All the technologies set up are from **SCM** and meet the main production needs for machining panels, offering **a complete process and in line with new market trends**. Numerically controlled machining centres for drilling-routing and nesting, edgebanding solutions,

sanding and traditional machines for joinery: each technology was selected to guarantee high levels of versatility and machining quality for a wide range of projects and different kinds of material, including new-generation materials.

These solutions stand out for their operator interface software, **Maestro active**, that allows for easy, rapid control and use of all the machine's functions, encouraging a look&feel and interaction method common to all SCM machines. Also worth pointing out is the **CAD-CAM Maestro Lab programming software** combined with the numerically controlled machining centres on site: intuitive and dynamic, it helps to simply transform an idea into a finished product, thanks to intelligent, technologically advanced programming functions.

SCM is proud to take part in the Dropcity project, providing present-day and future designers with some of the technological solutions most appreciated by our client companies in Italy and abroad. Dropcity aims to combine design, innovation and creativity, values that have always bonded us to businesses that choose to trust in our products, services and skills, to bring their ideas to life. We aim to be a partner to those hoping to transform every challenge into an opportunity for growth and we are proud to also support the designers looking to see for themselves the results of their work, even the most ambitious ones.



The SCM machines set up in the Woodshop joinery workshop

morbidelli m100

'All-in-one technology' 5-axis CNC machining centre for routing, drilling and 3D machining. Highly modular, it provides answers to all the problems associated with woodworking.



startech cn k

Compact 3-axis machining centre ideal for all types of milling, decorations, engraving, signboard creation and 3D models prototyping.



morbidelli x50

CNC machining centre and new entry in the SCM range for nesting processing, it is particularly suitable to meet a market demand that is increasingly focused on "batch one" production.



class si 400ep

Electronic programmed circular saw which offers superior technology combined with an easy of use.



olimpic 300

Edge bander which is synonymous with high finishing quality and versatility, it is complete with all the machining solutions required for the panel production process.



dmc sd 60

Compact, extremely versatile calibrating and sanding machine, it allows to process different types of materials.



nova fs 410

Combined planer-thicknesser which guarantees high productivity and great performance in a limited space.



Dropcity Materials Library: the project of Gruppo Bonomi Pattini

An exclusive space where wood-furniture professionals can discover and propose innovative, sustainable and cutting-edge materials. Also inaugurated within Dropcity for Milan Design Week was the **Materials Library of Gruppo Bonomi Pattini**, a client of SCM, for more than four decades a specialist in solutions for the world of architecture and design, and materials for the furniture industry and craftsmanship.



Cover story



At LIGNA 2025, a 100% 'made in Italy' design project

A collaboration with its roots in Rimini but with a global vision. One of the fundamental stages along this path taken together is the 2025 edition of LIGNA at Hannover Messe.

Fontemaggi and SCM are two companies which share not only the area where they originate from - Rimini, traditionally touristic by vocation and with a long-standing international twist - but also an innovative, forward-thinking corporate vision ready to take on change.

With this vision Fontemaggi, specialising in **temporary design** projects for trade fairs, conferences and events in Italy and abroad, has managed to face head on the toughest periods encountered by this sector, when, in 2020 the Covid-19 pandemic struck and forced them to stop working for a year and a half.

*"That period for us linked to the stoppage of all events held in person was truly a watershed moment - explains **Katia Celli**, CEO and partner at Fontemaggi - And yet, it was during that long and difficult break that we managed to find the strength to re-invent*

ourselves: from artisan workers, we started to evolve into an industrialised company ready to equip ourselves with the most advanced and digitalised production processes.

We did so by keeping people at the centre of this change and asking ourselves how we could attract a new generation of 'digital natives' to the company. We put ourselves in their shoes, because people are always at the heart of our business vision, and we started to explore the world of digitalisation and new 4.0 machinery..."

A journey which took Fontemaggi just a few kilometres from their headquarters in Casalecchio: to SCM. *"We examined proposals from several potential partners, and we chose SCM because we found that this company and their team had a vision very similar to our own, placing maximum focus on service and the engineering and digitalisation of product cycles. For us, who with our temporary architectural projects accompany the clients and their brands around the world to trade fairs and events, it is not just a matter of product quality which needs to stand out for its finish,*



SCM and Fontemaggi are two very close companies and not just because they are located in the same area. They are linked by an industrial production model honed in on digitalisation and automation, while still keeping people at the centre of any change. A partnership which went on to become an exclusive outfitting: SCM's stand at the most recent edition of LIGNA at Hannover Messe.

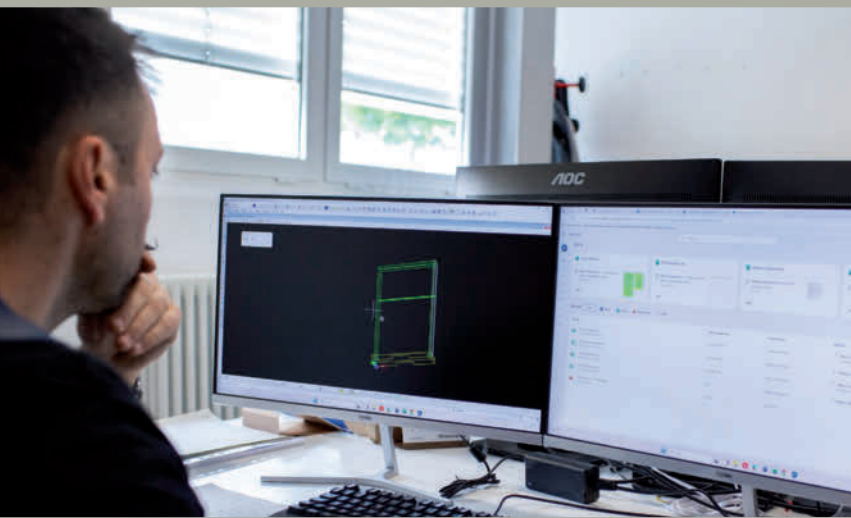
practicality and design. Engineering and digitally controlling the entire process is equally crucial in allowing us to be faster, offering an attractive price and reaching out to new markets".
A partnership which, over the last few years, has intensified even more, to the point of merging into another ambitious project: **the creation of the SCM stand for the latest edition of Ligna at Hannover Messe.**

"We are extremely proud to be able to accompany SCM with this challenge - says Katia Celli on the eve of Ligna -. We used SCM software, digital services and machinery to create the stand, so we were partners both at the design stage and its implementation. The project was developed hand-in-hand: we started with the look&feel which is what makes SCM stand out at international trade fairs, and we tried to enhance certain details to give it a finishing and design with a strong Made-in-Italy slant. SCM's machines, software and digital services allowed us to industrialise the project and they helped us achieve an exclusive outfitting in a very short space of time".



Katia Celli

Cover story



Alex Baldassarri working on the programming software. Further right, some pictures of the 'gabbiani gt 3' panel saw and the 'flexstore elr' automatic storage.



Digital transformation and top technology

In recent years, SCM has accompanied Fontemaggi in this significant change of mentality and direction and continues to do so to this day on two fronts: high technology and digital transformation.

Fontemaggi acquired an **engineering solution particularly suited to an industry like design outfitting which requires considerable flexibility, customisation and excellent quality**. This is a cell with a “gabbiani gt 3” automatic panel saw, a “flexstore elr” automatic 3-axes storage and a “morbidegli x400” 5-axis cnc machining centre in cell version. An “olimpic k560” single-sided automatic edge-bander was introduced alongside this system, it too a guarantee of excellent machining quality.

The cell machines mainly multi-layer pieces as well as mdf and chipboard ones. The panel saw is fast, accurate and guarantees a very high level of performance. In particular, it can move and cut panels of up to 4,250x2,200 mm in size, a significant advantage considering that in the outfitting sector there is a tendency to use very large,

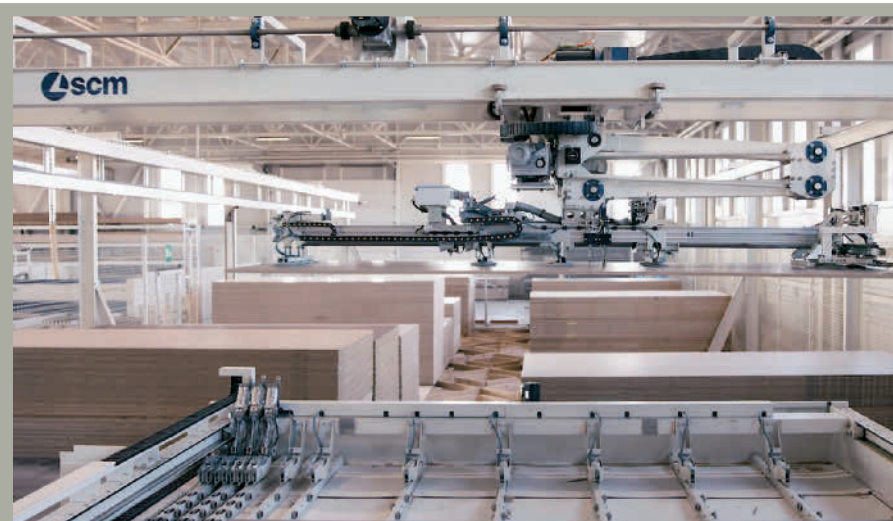
lightweight panels to make it easier to lay them on site.

The three-axis automatic storage offers excellent machining flexibility, allows the control of material to be optimised in a reduced space without sacrificing efficiency and saves material thanks to the automatic management of scraps.

The “flexstore elr” has an automatic labelling system and can control, pick up and handle considerable weights, again in line with the demands from the world of outfitting where the walls tend to have a very high density.

The “morbidegli x400” cnc machining centre is in cell version, with a unique worktable and has a wide range of tools for drilling, routing and nesting to meet every kind of machining requirement, even the most complex ones like the creation of joints to avoid using glue and making it easier to dismantle the furniture for future use.

This cell and the panel saw are normally loaded automatically by the



Fontemaggi can further increase the productivity of its machines through the proactive service technical assistance and advisory service provided by SCM through the new Digital Control Room.

storage. The programs are prepared remotely by the programming software and are sent to the automatic storage where the creation of the strips can be dealt with according to the amount of material available. Alternatively, for both machines, the machining can be done locally, with manual loading, implementing the work programs directly from the operator interface. Especially in the case of the "morbidelli x400", this may be essential for performing further machining work on nested material.

So, these are **highly versatile, performing solutions**, not just from a technical point of view, but also for the **added value given by the combined software and digital services**.

Alex Baldassarri is one of the operators at Fontemaggi who first experienced and believed in this change: *"Thanks to SCM's new 4.0 machinery, we have dramatically increased productivity, not just because we have eliminated 'downtimes' thanks to the automatic loading and unloading mode, but most of all because, due to the*

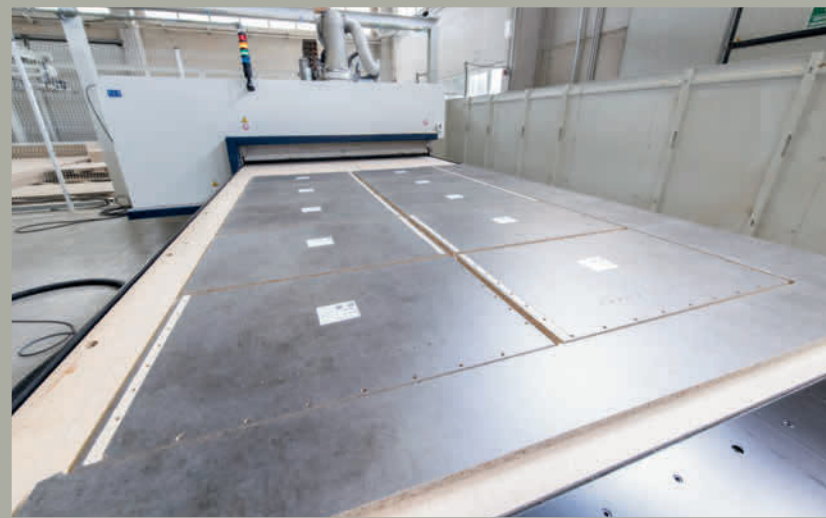
flow of information between the design office and factory with regard to orders for production and the automatic labelling systems in both the panel saw and cnc machining centre, we can control each part, from the project to packaging".

*"Digital transformation has given us a chance to make an important change compared to the past - "adds **Katia Celli** -. The digitalisation of information allows us to eliminate paper, avoid errors when passing information, have more control over the process even remotely and lastly, increase production capacity". "Even for the joiners in charge of customising the pieces on the machine, it was a significant change - adds **Katia Celli** -. In the past, projects were delegated in their entirety to them. Now, with the use of software for the design of CAD 3D projects, we deal with the process at source, and this allows us to speed up times and prevent production errors".*

Cover story



Two images of the 'morbidei x400' cnc machining centre.



From the right, operators at work on the 'olimpic k560' edgebander and a piece of furniture machined with SCM solutions.



The process starts in the office, at the preparation and design stage of each piece. Fontemaggi uses software for CAD 3D designing and two types of SCM software, **Maestro cnc** and **Maestro nesting** which from CAD-CAM, thanks to the **Maestro 3D advanced Module**, import the strips of all the individual furniture parts which will be produced on the cnc machining centre. The company also uses **Maestro ottimo cut** to optimise the cutting phases and panel saw programming. Fontemaggi operators monitor the production in the machine via **Maestro connect**, SCM's IoT platform which allows them to pick up any machine stoppages and check the overall condition of the machines and their productivity performance in relation to daily production objectives to be met. All the machines at Fontemaggi are interconnected which means they can benefit from all the advantages offered by Maestro connect. These include the possibility of opening technical support tickets and receiving fast answers from SCM's service, consulting data on the machines' production in real time, downloading all the production reports from the application for a later and more in-depth management and internal analysis aimed at making the processes more efficient and saving on costs and materials used. But, above all, Fontemaggi can further increa-

se the productivity of its machines via the **proactive technical support and advisory service** provided by SCM through the new **Digital Control Room** which, thanks to the analysis of data from the thousands of machines connected all over the world and SCM service's experience, can predict hazardous situations and potential stoppages or breakages, and provide timely advice on what action to take. For example, Fontemaggi operators were called once by the SCM technicians to check on a potential fault on an edgebander and later received instructions to program the machine in a way that would increase its efficiency.

"This collaboration with SCM - concludes Katia Celli - has been successful thanks to the internal cultural change aided by important investments which the company has made in training, and which has led to a remodelling of our technicians and artisans' skills".

Once again, it has not just been the technological and digital innovations which have allowed us to achieve new aims: **none of this would have been possible without the people and their skills, as is clear from this partnership between Fontemaggi and SCM.**

A HISTORICAL YET FUTURE-ORIENTED COMPANY

Fontemaggi is a long-standing organisation in Rimini. It was founded before the Second World War when Angelo Fontemaggi had an artisan workshop producing Sorghum brooms. His passion and dedication to work inspired his sons Alberto and Eugenio who expanded production, introducing the weaving of wooden chairs with natural rope. As the years passed, the company's solidity grew.

Alberto transmitted his forward-thinking vision of business to his sons Angelo and Roberto who, in 2000, with the arrival of Katia Celli, increased production with the work of designing and assembling bespoke stands for trade fair events. Another key turning point came in 2023 when the company decided to join the BolognaFiere group with a view to becoming an international leader in the industry. Today, Fontemaggi has a turnover of 12 million Euro, with a rapidly growing EBITDA thanks in part to the investments made in the technological and digital innovation of its processes. 30% is earned abroad: not only in Europe, but also in the USA, South America, Dubai and Shanghai. At the plant in Rimini, there are 60 co-workers with an average age of 37 in the offices and 48 in the production department and almost half of the overall staff employed has a university degree.

Digital Success Stories

SOFTWARE AND DIGITAL SERVICES

In an increasingly connected and competitive manufacturing sector, companies need to adopt integrated solutions, advanced digital services and Manufacturing Execution System (MES-MOM) software to optimise processes, improve quality and increase productivity. This section explores how digital technologies are transforming traditional factories into intelligent ecosystems, where data, automation and real-time analytics work together to drive efficiency and innovation. From IoT platforms to advanced monitoring systems, we look at the strategies and tools that are making companies smarter and more competitive.

Control Room



FIPE SYSTEM

SNEM

SOBOČAN

YELLOW FACTORY



The craftsmanship that embraces technology

From a family-run business to being a leading name in the design and manufacturing of partition walls for offices and professional spaces. Let's take a look at the growth strategy and history of Fipe System which chose to use SCM's MES software, Maestro easyflow to transform its work and evolve in a highly competitive context.

Founded in 1982 in Cormano by Aldo Rosani, Fipe System started out as F.I.P., later becoming F.I.P.E., acronym for Fabbrica Italiana Prefabbricati Esteri. After moving to Nova Milanese in 1984 and the launch of production in the 1990s in a 1000 m2 plant, nowadays the company works in Cogliate, in Brianza, with a headquarters covering 1500 m2 and a team of around 10 employees. Fipe System specializes in producing partition walls for offices and professional spaces with a mainly Italian market and a production split between the wood and aluminium sectors.

How is FIPE System's production process structured? We ask Fabio Rosani, the company's General Manager.

"Our production process is **structured into well-defined** stages. Starting from the planning stage in the office, where we use Autocad to design the walls. From here, we generate excel files containing the orders and cutting lists, optimised with software combined with the SCM panel saws, **Maestro optiwise**, to reduce waste or sent to the **Maestro lab**, the CAD-CAM programming software, also supplied by SCM, for the drilling diagram.

At the following **production** stage, programming is managed by SCM's Easyflow MES which coordinates the work of the three machines in the wood department (a 'gabbiani p60' panel saw, a 'morbidelli m100' drilling and routing machining centre and a 'stefani kd hp' edgebander) and monitors the operations in real time via **the IoT Maestro connect platform**.

At the final stage of **servicing**, we use the same digital portal for after-sales support and machine monitoring".

What are the main advantages you have encountered when using the MES Easyflow?

"The MES System has revolutionized our operations on multiple fronts. First and foremost, in terms of **visibility and transparency**: in the past, to check if a piece

had been produced, we had to physically check at the factory. Nowadays, we have our finger on the pulse of the situation in real time, directly from the office. Furthermore, we have a more exact feedback on **prevision and realistic production times**: Maestro optiwise allows us to assess the production times with reliable simulations, while the MES software calculates the actual times, including activities such as the machine preparation and equipping.

Another significant advantage is the possibility of having **an accurate idea of costs**: thanks to these tools, we can establish the exact cost of each order, a key aspect for our competitiveness".

What are FIPE System's future developments?

"Our mid-long term aim is the **complete digitalisation of the company**. This includes not only the integration with other systems but also a continuous investment in staff training. We strongly believe that technology should go hand in hand with skills development to ensure a sustainable and innovative growth".

A conscious innovation model

Fipe System proves itself to be an example of how a family-run business can evolve in a highly competitive context, embracing digitalisation to improve efficiency and transparency. With an eye on the future, Fabio Rosani and his team are laying the foundations for further growth, keeping their roots firmly set in the tradition and quality of Made in Italy design.





Case studies

SNEM - France



WATCH THE VIDEO



Real-time, fully monitored production

For three generations, SNEM has been a family-run business specializing in outfitting hotels, commercial spaces, and healthcare facilities. With a dynamic and forward-thinking approach, the company has embraced state-of-the-art production management, ensuring real-time performance and efficiency monitoring through SCM's digital services.

Since 1983, SNEM has brought innovative designs to life, overseeing every detail from concept to installation. Located in the village of **Ormoy**, about 150 kilometers from Paris, the company was founded and expanded by the Michaut family, whose vision has been realized through a dedicated team of professionals and a continuously evolving range of advanced machinery.

To deliver turnkey solutions that align perfectly with the visions of architects and designers, SNEM prioritizes precision, efficiency, and top-tier service. This commitment drives **Jean-Marc Michaut**, the company's director, and his son **Victor**, as they lead the business each day.

SNEM's in-house design department is equipped with advanced CAD/CAM software, and its 2,500-square-meter facility produces high-quality furnishings, decorative panels, and cladding, as well as custom elements in materials like resin, acrylic, glass, and metal. **Bringing even the most ambitious projects to life requires cutting-edge technology** that ensures exceptional machining precision and quality. At the same time, efficiency is key to meeting deadlines and maintaining the production costs set during the design phase.

While SNEM has always been meticulous in selecting machinery for its factory, Jean-Marc and Victor Michaut sought to take operations to the next level. They wanted full control over performance, with continuous reporting that would allow them to monitor internal efficiency and identify areas for improvement. To achieve this, **they connected their SCM machinery to the Italian group's IoT platform, unlocking a suite of advanced digital services to optimize their production processes.**

"We chose SCM's digital services because we are constantly projected into the future. - explains Victor - It is not just an IoT platform or an application for maintenance management, but a genuine tool which, if used to its full potential, can even assist us in making production significantly more efficient. Thanks to this service, we can order spare parts directly from the platform based on maintenance alerts and feedback recorded by our machine".

tform or an application for maintenance management, but a genuine tool which, if used to its full potential, can even assist us in making production significantly more efficient. Thanks to this service, we can order spare parts directly from the platform based on maintenance alerts and feedback recorded by our machine".

The **"morbideilli p200"** CNC machining centre for drilling, routing and edgebanding was the first to be connected to SCM's IoT system.

"From the outset, both my father and I understood the significant advantage because we were so much more at ease when managing the production and dealing with needs linked to machine maintenance" adds Victor.

"Being in charge of an SME, we are often on the move, but thanks to SCM's application, we can monitor everything in real time from our phones: for example, we can check if maintenance has been carried out properly and receive real-time warnings in the event of any problems".

SNEM also later linked up another SCM machine, equally essential for elevating the levels of quality and efficiency of their production: a **"stefani x"** industrial edge bander.

This way, SNEM managed to make the most of the potential and performance of the CNC machining centre and the other SCM machines at the factory. And all this with great satisfaction and tangible results in terms of business.

A continuous innovation based on data, which aims to transform each challenge into an opportunity for growth.

"Our experience with SCM has always been very positive and continues to improve. We have recorded a considerable attention to our needs, both at the technological level of their solutions and the level of innovation of their services."



Technologies and software for unique furniture designs

The Croatian company Sobočan has bet on a highly innovative project, entirely realised with SCM's 'MES/MOM' machinery, systems and software to boost its production capacity while maintaining high levels of customisation. A necessary investment in a market, such as the Balkans, where wood/furniture is experiencing a season of great and positive ferment.

Do you know what **'MES/MOM'** stands for? We are talking about dynamic software ('Manufacturing Execution System/Manufacturing Operation Management'), thanks to which it is possible to monitor, track, analyse, document and control any goods production process, from raw materials to the final product.

Thanks to these systems, it is possible to implement **a true digital transformation**. But, above all, this transition can also be easier than expected if one chooses solutions capable of adapting to customers' needs quickly and easily and if one is lucky enough to be assisted at 360 degrees, from installation to configuration, from training to go-live.

The road to success was very interesting to see implemented in a factory in Croatia - more precisely in **Mursko Središće**, a few kilometres from the Slovenian border - where **Sobočan**, a company specialising in the production of shop and contract furniture, is based.

This is a great company that showed us how today we no longer just look for a certain machine or a particular line, but decide to adopt a completely different approach from the past, made up of 'timing', 'cost cycle', programming, and exact knowledge of every smallest event that happens in the company.

A turnaround that at Sobočan they have chosen to do with SCM.

SCM arrived in the Croatian company for the first time in 2019, thanks also to the cooperation of the dealer operating in that area, **Primostroj**: there was a need for a new finishing plant and **Superfici** solutions opened the first door.

Not much time passed and the customer, not really satisfied with his 'made in Germany' solutions, decided to make room for SCM by purchasing other new techno-

logies. A 'takeover' that led to the decision to entrust the Italian brand with the realisation of a major expansion of the factory, indispensable to be able to respond to a rapidly growing demand.

The challenge this time is different: a modern factory project, with strong integration between technologies and with the company's other functions, managed by a few operators, who are increasingly difficult to find.

"We put ourselves at the company's disposal," **Lorenzo Trolese**, SCM's regional manager in the Balkans, and **Srdjan Ivkovic**, owner of Primostroj, SCM's long-standing dealer in Croatia, tell us. *"Working closely with Rimini's technicians and engineers, we analysed the needs and defined a customised and highly innovative project, which today allows us to work in an absolutely flexible, 'batch-one' manner, while maintaining a high production capacity".*

Trolese adds: *"First-rate analysis and process skills are required to identify and structure a software architecture capable of processing a high-tech project. In the case of Sobočan, these skills were decisive along with a strong synergy between SCM's market experience and engineering expertise".*

The project includes a 12 by 48 metre **"flexstore hp"** automatic storage for incoming panels that feeds two **'morbideilli x400'** 5-axis cnc machining centres for nesting and a **"gabbiani g2"** beam saw, the former used to produce doors and visible parts, the latter for 'noble' elements, the latter for cabinets; all elements that are sent to the next stages in a very short time.

There are also several stand-alone technologies, including an **"accord 50 fx"** cnc

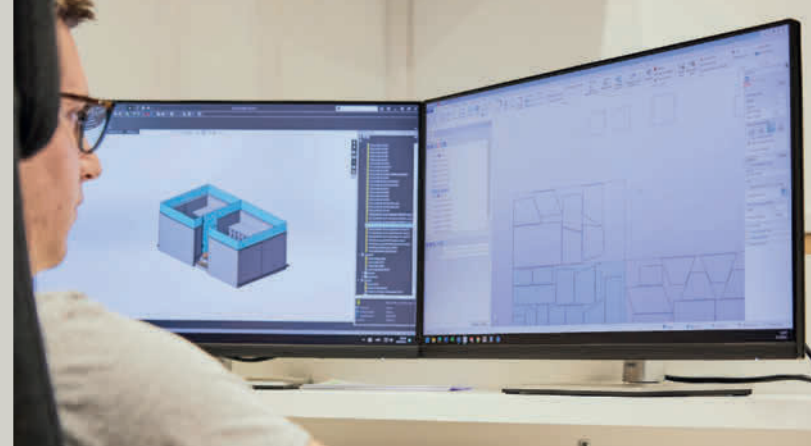
machining centre, a **"stefani x"** industrial edgebander and another **"olimpic k560"** edgebander as well as a **"sergiani gs"** pressing machine.

Lorenzo Trolese adds: *"We supported the customer in the creation of a very modern factory, with an excellent production capacity, entirely built with SCM machines, technologies and software. An entirely different challenge, born from the desire to have a 'Mes/Mom' platform that would allow to organise the work of all the offices and functions involved in the production process, from the project to the finished product, respecting the agreed timescales. This is an example of a true revolution that, once fully operational, will lead to a recovery of up to 30 per cent of production efficiency".*

"We were the first in the Balkans to realise how times have changed and how the world of furniture also needs to equip itself with modern organisational and production systems. Innovations that have enabled Sobočan to become a reference point in the world of contract and retail furniture," says **Marko Trupković**, technical director of the Croatian company.

"We are a young company, founded in 2000 with only five employees. The strategy was clear from the start: to have full control of the entire production process, processing in-house all those materials that go into creating a piece of furniture for a point of sale. We therefore equipped ourselves to work with wood and metal, but also with acrylics or plexiglass, also taking care of assembling the electrical parts and managing around twenty installers. All in order to be flexible and fast, an autonomy that has allowed us to gain positions over our competitors.

Croatia's entry into Europe, in 2014, then



WATCH THE VIDEO



allowed us to make a huge leap forward, enabling us to work in a large market without any limits to our exports, having above all developed the ability to offer very high quality, immediately appreciated in many countries, to the point of achieving an export quota of up to 80 per cent in the best years".

A very rapid development. "We have grown from around sixty employees in 2013 to around 200 today, with a turnover that has reached 25 million euros," adds the procurement director, **Nikola Sobočan**.

Who are your customers?

"Restaurants, petrol stations, shops and much more. Our most important client is a very famous German sporting goods brand that has 5,000 shops worldwide, a client that has taken us to work in the Philippines,

Australia, Africa... Retail is undoubtedly one of our strengths and represents about 50 per cent of our work. Twenty per cent comes from service station furniture and supplies, another very interesting market. And then there is contract: every year we produce about a thousand hotel rooms, to which we add a quota of clients and orders that are much smaller but just as valuable in order to be able to manage our production schedules.

We are talking about very different customers, but they know very well what they want, thanks also to the support of architects who define the projects that it will then be up to us to realise, always with a **high level of customisation**, a value that our customers appreciate very much.

Bear in mind that in our 'archive' we have at least **150 thousand different pieces**: if we

had not chosen to adopt the most modern criteria for organising production, if we had not invested in the most innovative and effective technologies - thanks also to SCM - I don't think we would be at this level today. Thanks to the new factory we can deliver within thirty, forty days, a much shorter time compared to what we could do before.

As I said earlier, we have grown a lot. Not only by buying faster and more powerful machines, but by learning to deal with different production systems, with software that today is a fundamental support for the life of our entire company, in every single aspect".

**Text by Luca Rossetti
for Xylon magazine (issue 05/24)**

The digital factory of the future is already at work

Yellow Factory is a company that combines elegance and technological innovation. Simone Grasso, General Director, explains the extensive modernisation undertaken with the layout of the new factory and the digital transformation of its processes, a true cornerstone in the growth of this *Made in Italy* excellence.

Yellow Factory stands out on the industrial landscape as a leading producer of furnishings for the retail and luxury fashion sectors. With a current turnover of 2.5 million Euro and with a view to achieving 6 million by 2025, the company is focused on **digital transformation** as a key element for its growth.

When did Yellow Factory's path to innovation and digital transformation begin? we ask Simone Grasso, General Director.

"Our path towards digital transformation officially began in December 2022 when the project was set out in black and white with the layout of our new factory. The first machinery arrived in September 2023 and the installation and testing stage was completed in January 2024. As a sign of our commitment, we have already expanded our range of machinery by purchasing an SCM **"accord 500"** CNC machining centre which will be operational from March 2025".

Why did you choose SCM as your technological partner?

"SCM is a mark of Italian excellence in the world of woodworking solutions. It has always been a benchmark for companies of all sizes, from artisans to major industries. SCM's ability to offer both **highly automated technologies and machinery for joinery workshops** has allowed us to have a single point of reference to meet all our production department's requirements".

What are the digital solutions adopted by Yellow Factory?

"The digital implementation involves advanced solutions like the Zucchetti ERP system, DDX design software and SCM's MES-MOM **WIN MES**. We also adopted a suite of SCM software, including **Maestro 3D, Maestro cnc, Maestro optiwise and Maestro edge**, as well as the **MY SCM** portal. Thanks to **Maestro connect**, we made the interaction with the machines even more efficient".

What role did WIN MES play in this transformation process?

The installation of the full-cloud WIN MES system enabled us to plan purchases in advance and optimize human resource management, thanks to alert systems that flag work peaks or machine congestion. Speaking of concrete results, this software allowed us to achieve more on-time deliveries, use the machines for longer periods of time, cut down on low-added-value activities and increase our production efficiency".

What are Yellow Factory's future developments?

"In 2025, we plan to expand our presence with new digital factories in strategic markets. **Digitalisation** remains a pillar of our strategy and we will continue to invest to integrate the most innovative solutions even in less digitalised company departments".

Customer care and training: a winning duo.

"Starting up a complex factory from scratch

and balancing skills coming from different experiences was not easy - continues Simone Grasso -. However, SCM's reaction time in providing assistance successfully helped us overcome these difficulties. As far as software is concerned, any bugs or internal failures are quickly resolved. In order to train our workers, we have invested and will continue to invest to access training courses developed and offered by Scm Group's Campus training centre. In the coming months, for example, a new software training session is scheduled for the 'accord 500' machining centre".

Vision, technological innovation and focus on human resources: this is how Yellow Factory is getting ready to consolidate its position as leader in the sector, combining artisan tradition and innovation to define the standards that are no longer the future, but the present.





WATCH THE VIDEO



The SCM technological solutions which we find at work in the Yellow Factory include benchmark systems for the furniture industry like a “gabbiani p” beam saw cell and another “**gabbiani s95**” cell integrated into a “**flexstore elr**” automatic storage for optimised management of the panels and a “**morbideilli x400**” nesting machining cell, particularly indicated for flexible and batch 1 production.

For edgebanding, a “**stefani kd hp**” guarantees top-quality machining even on the most delicate panels.

In the case of surface treatment, the company uses a “**sergiani gs 90**” press which is extremely versatile and ideal for achieving top quality in gluing the cladding, a “**dmc sd 90**” sanding and calibrating

machine, designed to achieve a wide variety of finishing solutions on different kinds of material, and a **Superfici finishing system**, which consists of a spraying cabin closer to the drying room with a filtering extraction wall where the pieces are painted. The room has an air recirculation and filtering system which guarantees the flow of clean air at a controlled temperature and humidity level, at the drying stage.

To complete the process, there is a wide and varied range of SCM solutions for the joinery workshop including a “**startech cn plus**” numerically controlled drilling-routing machine for custom products and top-performance.



Case studies



FURNITURE AND KITCHENS

Furnishings for the home, office and commercial units. Living rooms, kitchens, bedrooms and bathrooms which become an integral part of an interior design project, increasingly modelled around the client's choices and tastes. We open this edition of SCM HITS with success stories from our clients who have managed to combine efficiency and production flexibility to constantly advance their range of products.

A photograph of a modern kitchen interior. On the right, there are tall, light-colored cabinets with glass doors displaying various glassware and dishes. Below them is a countertop with a built-in gas stove. To the left, a dark blue semi-transparent rectangular overlay covers part of the image, containing a list of names in white text. The background shows a window with a view of greenery.

3B IDO JÖRG SCHOLZ

GAUTIER

HASELOFF3D²

IMAR IDEAITALIA CONTEMPORARY FURNITURE

INTERMONT

KITCHEN & BATH DESIGN GROUP

MERRITT JOINERY

MUEBLES ORGA

OG AMBIENTES

More efficient, and with the same production space!

Pleasing a client is the aim of any industrial machine manufacturer and in the case of office-furniture manufacturer 3B IDO Jörg Scholz, SCM hit the mark.

"Welcome to the office of the future. We are furniture designers, manufacturers and full suppliers of bespoke work environments": this is the introductory business card used by 3B IDO Jörg Scholz GmbH in Lauffen am Neckar to introduce itself to the outside world.

"Most of our clients ask us what 3B IDO stands for", explains the managing partner Jörg Scholz. "3B are the initials of the German words Baustoffkomponenten which mean 'parts of construction material', Bausysteme ('construction systems') and Baulösungen ('construction solutions'). A perfect summary to describe us considering we transform parts and systems into solutions for construction. IDO, on the other hand, is an acronym for Innovation, Design and Organisation, the first two concepts at the heart of our daily work while the organisational aspect is essential for the company to operate correctly".

Since Scholz took it over in 2001, the company has continued to grow non-stop. *"Nowadays, we often work as a general contract for large-scale projects coordinating up to 14 different professional figures. The company's core business, however, was and still is creating furniture and this is why we place a great deal of focus on our internal production processes."*

The 3B IDO Jörg Scholz's clients are industrial or artisan companies and service companies, mainly working in the commercial and health sector where furniture becomes a key part of the interior design. The German company offers a complete design project of all the furnishings which not only includes the production of furniture, wardrobes and shelving but also benches, any kind of desk, extending as far as a complete design project with lighting, sound acoustic and ventilation solutions. Looking only at furniture, 3b IDO offers a catalogue of about 8,000

different products and 250 of these are regularly manufactured in different versions, colours and sizes.

In order to produce these volumes, Scholz wanted to update the internal production processes. *"Right from the start, Martin Krapf knew how to advise us well, irrespective of the investment needed to purchase the machines. Nowadays, we have a flexible edgebanding cell, a 5-axis machining centre and a drilling centre, solutions that are not only perfectly in line with our production requirements but have been designed for the spaces available to us. We have gone to Rimini more than once and we took the time to see these machines and discuss their details: machining times, stations with buffer function, reduced distances between one machine and another in order to work flexibly and improve internal logistics... Each one of these elements was key for us and thanks to all the improvements made over the last 20 years, we can now achieve volumes of up to a million Euro in turnover in the same workspace."*

The relationship is about 70% standard furniture to 30% design, but even our standard production reaches very high levels of customisation with 26 colours for each product, for a total of about 270 possible colour combinations. Furthermore, 3B IDO works veneered products in the same way as all the other common materials used on the market. This too was a pre-requisite that had to be met for all the purchased machines.

The parts are preliminarily split into groups and different thicknesses to optimise the flow of incoming material to the edgebanding **"stefani cell E"**.

This system was Scholz's latest investment and triggered a huge leap in terms of efficiency and, most of all, energy saving. It also guaranteed better quality on the machined pieces.

"Even the previous edgebander had a single panel return but with no conveyor so with a

lower production speed", sums up Bucher. "Now we have a gantry panel system known as 'Pickback' which is pneumatically controlled and has suction cups to pick up the pieces. The gantry system stacks and brings the piece back to the machine entrance. Even though this machine is bigger and faster than the previous one, we make a considerable saving on electricity with it.

From a strictly energetic point of view, this replacement investment was definitely a sensible one. For us, however, the improvement in quality can be found in the visibly enhanced finish with a fine line of glue, an optimised dose and greater resistance to heat and dampness."

"The machine also works with greater precision thanks to the exact edge-panel centring, so we waste less material. It is also possible to work on panels of different sizes, for example, even with a thickness of up to 60 millimetres".

After edgebanding, the panel arrives in a **"morbideilli m600"** 5-axis machining centre and **"morbideilli ux"** drilling centre. At this point, the pieces produced are again separated on pallets according to their order. The machining centre, for example, receives round pieces, while in the drilling centre the pieces are machined on both sides and don't need to be repositioned. It is also possible to make a double loading of the pieces.

All the machines have a CAD/CAM connection, machining centre and drilling centre controlled during normal operations by a single operator. The machine receives all the information about the piece from the bar code on the label. If making the customer satisfied is the purpose of every industrial machine manufacturer, with 3B IDO Jörg Scholz, SCM can say it has succeeded perfectly.

**Excerpted from an article
by Doris Bauer for Möbelfertigung**



From left: Fabian Bucher, technical director at 3b IDO Jörg Scholz GmbH and CEO Jörg Scholz.



The "stefani cell E" edgebanding cell in action at the plant based in Lauffen am Neckar.

Strong focus on our requirements

and a competent customer service which assists us in the event of problems with our more recently purchased machines and with training our operators: this is exactly what our technological partner needs to be!"

Jörg Scholz

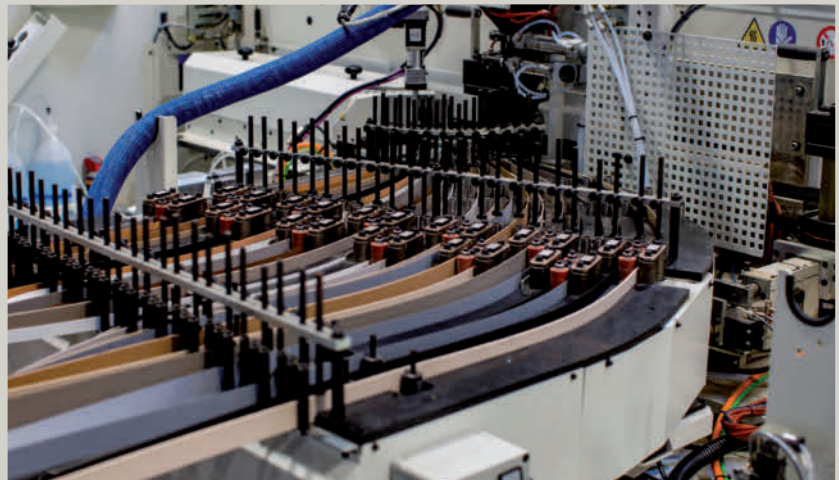


Case studies

GAUTIER - France



Some pictures of the Gautier plant with SCM engineering solutions.



Gautier, over 60 years of passion and audaciousness

This European leader in contemporary furnishings has lived through the industry's history and evolved alongside it.

Founded in 1960 in Vandea by **Patrice and Annick Gautier**, the French company Gautier quickly expanded to become a leader in children's furnishings.

The **creativity** and **high quality** of their furnishings have always been Gautier's strong point, at the heart of their growth and evolution over time.

In the 1980s, the company created an innovative concept in the furniture sector: a bedroom as a personal living space for children. With the same inventiveness and audaciousness, Gautier later launched into the creation of adult bedroom furniture and the production of office furniture. The end of the 1990s saw the launch of the first collection of living-room furniture and in the early 2000s, furniture for dressing rooms with bespoke collections which clients loved even more.

In 2005, Gautier reinvented its distribution circuit and launched the first franchising shop. This was followed by about another hundred in France and abroad (Belgium, Saudi Arabia, India, Bulgaria, Morocco, Martinique, Guadalupe, Réunion Island and New Caledonia...).

The company has always **moved with the times** and keeps a close eye on market demands and environmental issues. In 2006, it launched into designing **ecological products** with wood from sustainably run local forests or with recycled forest wood. In 2007, Gautier became the first manufacturer of French furniture to be awarded the triple certification ISO 9001, ISO 14001 and OHSAS 18001, with regard to quality, the environment and safety in the workplace.

Led by **David Soulard**, CEO, nowadays, Gautier has around 700 employees with three production plants all in Vandea, and boasts over 70 shops in France. Exports represent 20% of their current turnover. Another equally important factor in this Made in France success story has been the

innovation of its production processes. In 2015, Gautier expanded its industrial site by investing heavily in the plant at Le Boupère, mainly for the new FLEX machining line. Most of this investment, spreading across 1,500 m2 of production surface, was manufactured by SCM for the purchase of a line with two drilling machines and a "**morbideilli**" cnc machining centre, a "**mahros**" moving system and a customised **software supervision system** to handle and produce the pro-

“This investment will allow us to manufacture fully bespoke products in the home furnishings and contract sectors, to meet the expectations of clients looking to choose their optional extras and finishings.

David Soulard

duction lists, as well as monitor the flow of different products on the line in real time. The main requirements were production flexibility, a chance to create complex projects, improve the level of quality, reduce the duration of the manufacturing cycles, achieve higher production capacity, keep working conditions in mind, make energy savings and lastly, reduce the size of the batches and manufacturing time of the pieces. More recently, Gautier opted for another ambitious project for its third plant in Saint-Prouan: a **fully integrated, high-automation**

line for “batch-one” machining.

This is one of SCM's most advanced engineering projects, a line extending 100 metres and entirely produced by the Italian group to meet Gautier's growing demands - and those of the furniture industry in general - for solutions capable of producing furniture with plenty of flexibility and a **low impact on the workforce.**

These advantages are accompanied by **high machining quality** and **precision, an optimisation of materials** and the **reduction of intermediate magazines.**

This line includes a storage and nesting area with two "**flexstore hp**" automatic storages, an "**ergon nt**" cnc nesting machining centre and a **robot** that picks up machined pieces and places them on a moving roller unit as far as a "**mahros**" station to then connect with the next edgebanding cell. This second plant sees a "**stefani one**" single-sided edgebander in action aided by two "**mahros**" automatic loading and unloading stations. Another connection station conveys the edgebanded pieces to the next drilling area, with two "**morbideilli ux200**" cnc drilling centres with automatic unloading.

Further downstream, we find a sorting and outfeed area with a **storage cell with vertical magazine**, where the panels are sorted in fully automatic mode by another two industrial robots. What is also key on this line is the supply of software with supervisors and software for the optimisation and tracking in real time of the entire process.

That's not all, because at the same factory, Gautier chose to equip it with two independent machining areas: a "**morbideilli p200**" cnc machining centre for drilling, routing and edgebanding; the other with a "**class si 400**" circular saw.

Designer furniture with exclusive style

Haseloff3D² realises highly customised and stylish interior design projects. The German company has chosen a wide and varied range of SCM technologies to offer its customers innovative products of the highest quality.

Proud to be craftsmen and even prouder to make excellence and innovation their flagship. Kai and Maik Haseloff carry on the family business founded in 1859, now in its sixth generation and splitted into two companies, one led by them and the other by their father Dirk, who has been instrumental in passing on to his sons a passion for wood and knowledge of the trade.

Haseloff3D² is the result of the great teamwork of the two brothers and the combination of their skills: Maik is an engineer specialising in wood technology, Kai is a highly qualified master craftsman. Together they create works that harmoniously merge functionality and aesthetics: on the one hand, for B2B furniture components, complete furniture and three-dimensional routing and mouldings such as the most important German classical music prize "Opus Klassik", which demonstrates well this joinery's high levels of precision and craftsmanship; on the other hand, interior design solutions directly aimed at private customers, including shop fittings, furniture for private households and kitchens. All this comes to life in a production space of almost 1000 square metres and thanks to the work of a team of 12 people.

Two brothers, one team, high innovation

The unexpected is always just around the corner. In addition to being good and meticulous, it is therefore essential to be fast. As Maik and Kai say: "We are able to guarantee excellent quality and precision in a very short time thanks to the technological level of our machines and the software we use, mainly CAD/CAM, which allows us to optimise the time and handle all machining operations".

Moving around the factory, we notice several technologies from the Italian manufacturer SCM. "Our father started buying SCM machines in 1996 and even today some of

them like a 'morbideilli m100' CNC machining centre, are very reliable and efficient. This convinced us to do the same. The support we received from Andreas Baas of the SCM Deutschland sales team and his colleagues was decisive when it came to choosing a technology partner, as were the quality levels guaranteed by these machines."

The "superser nt" automatic throughfeed moulder is one of them. "The decisive factor was the machine's software management and its fully electronic configuration. Actually, the MOBILE PC electronic control allows an intuitive programming, combining the eye-M console and the Maestro active 4-side software that features very useful functions, such as management of the axes with electronic adjustment, the feed speed, the on/off power for motors and the operator's assistance, even in manual set-up activities. Moreover, the software guides the operator during the tool change phase, basing on the programs to be executed. Thanks to the possibility of creating customised profiles and storing the parameters, we are able to have a wide variety of profiles - from 60 to 64 - with only 5 sets of tools. The set-up times are also very quick: a simple profile can be changed in max. 5 minutes".

For edgebanding, the company relies on an "olimpic k 560". "Compared to other solutions, this machine was more compact, but could still offer us the same functions with better equipment and aggregates. The adjustment is motorised, which minimises the risk of errors." Another advantage is the interchangeable glue container, which significantly increases flexibility in production. "We work with 95 per cent PUR adhesive," explain Maik and Kai Haseloff. "That's why the interchangeable container is a decisive advantage for us, especially when it comes to cleaning. It makes the process much easier and ensures consistently high quality."

For sanding, Haseloff3D² chose a "dmc sd 60" model. The brothers are particularly impressed by the versatility and high quality of the machine. "Sanding panels with veneer and painted surfaces is a huge relief for us," explain Maik and Kai. "Thanks to the electronic sectional pad, we can work extremely precisely, and the vacuum table ensures that even small parts are guided safely." The oscillating belt cleaning blower device also plays a crucial role in achieving perfect results, especially when sanding painted panels. Another highlight is the buffing unit, which opens the pores of the material and prepares the surface optimally. "The size and width of the machine is a perfect match for our requirements and gives us the flexibility to produce highly individual and high-quality products," they conclude.

Maestro active, the unified HMI operator interface software for all SCM machines is also very advantageous for Kai and Maik: "This software was also decisive in our decision to rely on SCM".

Haseloff3D² can only look to the future with ambition. There is no shortage of projects, such as the expansion of the offices, the hiring of new qualified craftsmen, the purchase of a second CNC machine, as well as the implementation of a new robot cell in the long term.



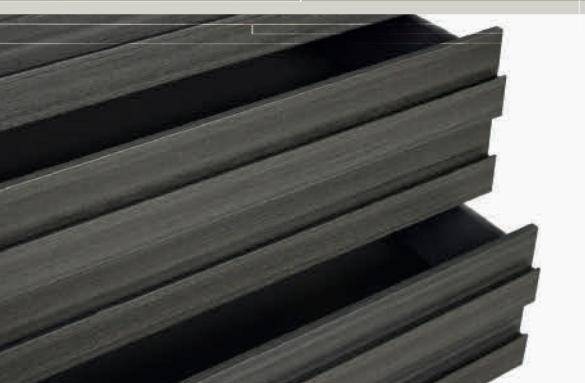
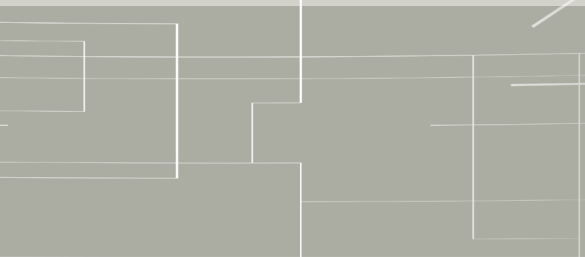
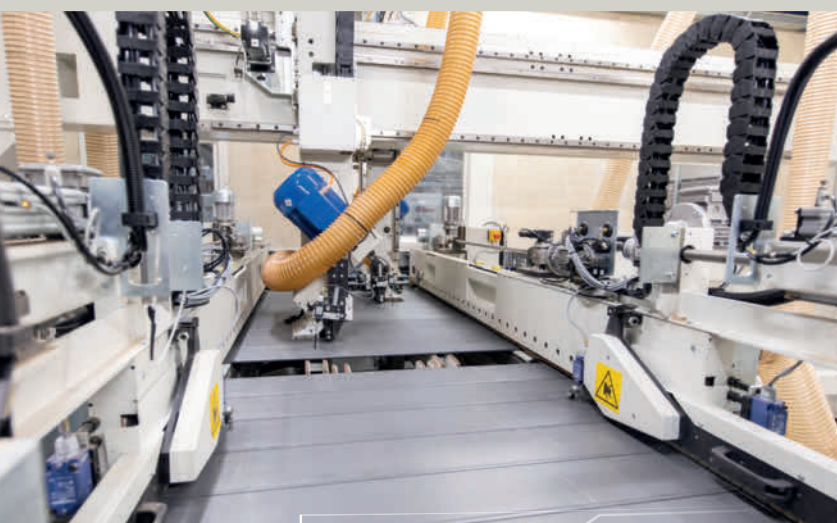


Kai e Maik Haseloff.



Case studies

IMAR - IDEAITALIA CONTEMPORARY FURNITURE - Italy - Usa



A “Stars and Stripes” Dream... in the drawer

Imar, through its subsidiary Idealtalia Contemporary Furniture, specializes in producing bedroom furniture exclusively for the American market. At the end of 2024, the company made a major investment in efficiency by acquiring a high-productivity squaring, drilling, and dowelling line to manufacture drawer sides using the folding process. The advanced system includes a robotic loading cell, a “celaschi sp” squaring machine, a drilling-dowelling machine, a robotic unloading cell, and supervisor software - all working together to streamline production.

But what’s behind a simple drawer? More than you might think - a real business opportunity! **Imar**, an Italian company based in the province of Venice, has carved out a niche by focusing exclusively on bedroom storage furniture for the U.S. market. Unlike companies that prioritize wardrobes, Imar’s expertise lies in manufacturing **bedside tables, dressers, and chests of drawers**. With a monthly output of around **7,000 furnished rooms**, this translates to an impressive **80,000 drawers produced every month**.

The production manager, **Fabio Zoia**, explains: *“Up until recently, 100% of the drawers were purchased from various suppliers, but as it is a key component for the final assembly at our production site in North Carolina in the USA, it became strategic for us to control the entire production supply chain. This is why we decided to start producing them internally and, in addition, with a kind of processing that brought with it numerous advantages compared to the traditional one”.*

We are talking about the **folding** process where the drawer edge is obtained from a single, semi-finished piece, rather than three traditional elements. This greatly benefits production-line assembly. *“The concept of the piece of furniture in a kit is not something we currently do because our end client wants the piece of furniture already assembled - explains Zoia -. We chose to produce drawers in folding because, to this day, it is still the fastest system for this kind of artefact: all it takes is a single piece and some glue to have a drawer ready for use”.*

Covid, when the drawers were still being bought from third parties, was yet another decisive incentive. *“We have 47,000 covered*

square metres, 40% of which set aside as a warehouse, but despite everything, we found ourselves with rooms that couldn’t be assembled because the drawers were missing. At that point - continues Zoia - the choice was clear: make them internally and become 100% self-sufficient with the contents of the piece of furniture”.

The turning point

When it came time for Imar to take the big leap forward, the company sought a technological solution that would provide greater vertical integration, enhanced production flexibility, and improved product quality - all while maintaining high efficiency. The challenge? Drawers for the American market require customization and precise design, making it difficult to balance flexibility with mass production efficiency.

SCM and its Engineering team stepped in with a cutting-edge solution: a **high-productivity squaring, drilling and dowelling line**, consisting of a robotic loading station, a **“celaschi sp”** squaring machine, a drilling-dowelling machine, a connecting and transversal tipping station and another robotic unloading area.

A **Maestro active watch** supervisor software provides central control over machines, automation systems, material flow, production monitoring, emergency reports, diagnostics and integration with the factory’s administrative system.

How does it work? The drawer sides arrive at the production line **pre-machined** from other processing stations. In the **“celaschi sp”**, pieces are **automatically loaded, squared, and trimmed**. Then, central **V-grooves** are precisely cut to allow the panels to fold, with only a **few tenths of a millimeter** of coating remaining intact. Next, the

drilling machine creates **holes for track assembly, head joints, and dowels** to attach the front panel.

One of the most **innovative features** of this line is the **lifting and tipping system**, which ensures seamless transfer to the unloading robot. Thanks to **roto-transfer extractor hoods**, only the required pieces are picked up, rotated, and placed onto pallets—**eliminating the risk of damage during movement**.

“Thanks to this new system - comments Zoia - we manage to apply economies of scale, increasing the volumes and optimising costs. We are more efficient because we have enhanced the coating department, by managing to work two shifts. We can also achieve greater customisation on our products: now we can manufacture drawers with bespoke decorations, instead of limiting ourselves to the classic colours of grey, white and black. A change which allows us to be faster, more competitive and ready to meet market demands”.

A trip to Bohemia, where every bed becomes special

In the 1990s, Vladimír Kubeš started manufacturing solid wood furniture in a small factory in Krucemburk, in the Czech Republic. From that point on, he has gradually expanded and modernised the entire production process by building other warehouses and purchasing advanced SCM systems. Together with his family which is at his side during every project, he was one of the first industrial manufacturers in the country to realise the need for technological progress linked to automation.

Intermont sits at the heart of Bohemia amidst century-old forests and is a family-run business led by **Vladimír Kubeš**, who has managed to combine passion for artisan woodworking with the continuous search for technological innovation.

Specialising in the production of solid wood furniture and beds, Intermont stands out for the quality of its products, the result of a clever combination of tradition and modernity. *"Our beds are created exclusively in solid wood provided by reliable, ecologically responsible suppliers from different parts of Europe - points out the founder and owner -. This comes about because we firmly believe that only strong, healthy trees, together with our precise and advanced production techniques, can guarantee the perfect product".*

Each year, this dynamic Czech company increases its production performance which nowadays allows them to supply the market with anything **from 500 to 1000 beds a week**. And that's not all. Unlike other brands that base their success on large numbers, Intermont continues to guarantee excellent levels of quality and customisation so that each bed is comfortable, long-lasting and special.

Perfect synergy between human work, machines and robots

Vladimír Kubeš was one of the first industrial entrepreneurs in the country to invest in high tech and automation to accelerate his internal processes, reducing waste and unburdening his workers of the more repetitive chores with a minor added value. Over the years, with the progressive growth of his production spaces, he added **even more advanced machinery, integrated with automation systems and robots to cover different stages of the process**. With the evolution of his business projects, he further automated and integrated his technologies.

The adoption of **SCM** solutions proved decisive to this growth and the relationship with SCM's dealer in the Czech Republic, **PANAS**, who was invaluable to this technological partnership. The Italian group, in collaboration with PANAS, provided not only flexible, accurate and efficient solutions but also ones that were scalable and modular, arranged to be re-configured and integrated over time with even more advanced automations, depending on the requirements and market trend.

The human factor, however, remains essential for Vladimír. *"We believe in precision and emphasis on detail, and our employees are the essential ingredient for guaranteeing excellent quality".*

"Smart&human" automation

The most recently purchased system is an **integrated sizing cell** with a **"flexstore elr"** automatic 3 axes storage which feeds a **"gabbiani g2"** single-blade beam saw with a 4500 mm cutting axis and a blade projection of 115 mm. At the outfeed of the panel saw, an **articulated robot** deals with the unloading, sorting and movement of the pieces which, based on the destination of the production flow upstream, will be unloaded onto pallets on the ground or directed to a vertical buffer with roller conveyor, it too assisted by another robot moving on rail to sort and unload pieces onto pallets on the ground. The cell works in complete autonomy on two shifts and the occasional presence of the operator is just for supervisor reason.

Intermont also has a number of **"accord 500" CNC machining centres, these too integrated by articulate robots**. These systems produce solid wood elements, so suitable for all machining work that requires a large amount of removal, maintaining a high standard of precision and finishing. Hand in hand with the technical advantages that mark these SCM machines, like the 5-axis groups with high

precision and speed, is the further efficiency guaranteed by the robots.

In order to machine the bed frames, the company chose a high performance line consisting of a **"superset nt" throughfeed moulder integrated with three robots, a "morbideux 100" drilling/routing machine and brushing machine**. The throughfeed moulder, at the heart of the system, has a machine configuration with 4 shafts with HSK 85S spindles on the right-hand vertical shaft and the left-hand vertical shaft. The machine is fitted with electronic axes for the adjustment of the work-piece finished section (25x6 mm minimum section and 240x120 mm maximum finished section) and for the setting of the different profiles to perform on the vertical shafts. The **"MOBILE PC"** electronic control, provided with Maestro active 4-side software and **"eye-M"** console, allows all the machine's functions to be fully managed automatically.

Intermont also chose **several models in SCM's "dmc" range for sanding and calibrating**. Many of these, due to their specific configuration, guarantee maximum finishing quality and precision in the solid wood machining: from **"dmc eurosystém"** with planer shaft, steel roller and combined unit performs heavy material stock removal with precision, to the highly-versatile **"dmc sd 30"** with steel roller and combined unit with rubber-coated roller and elastic pad to quickly carry out the most common sanding and calibrating operations.

Also, key is a **"dmc system"** a heavy-duty calibrating sanding and brushing line, with bottom and top units. With this compact line, high productivity levels are granted by the possibility of machining both sides of the workpiece in a single pass and the fully automated loading and unloading system. Its sturdy structure makes it perfectly reliable in handling even the heaviest workloads.



From left,
Federico Bonazelli, SCM area manager,
Marco Battilani, process&sales manager at SCM,
Vladimir Kubeš, Jan Mimra from PANAS and
Vladimir Kubeš PhD, owner of Intermont.



Intermont is not stopping here and has already scheduled new investments for further growth.

WATCH THE VIDEO



“

Thanks to SCM solutions, we have managed to significantly cut delivery times. We chose to put our trust in this technological partner because together with the sales rep, PANAS, it guarantees us the best service, with a profound understanding of our needs.

”

Vladimir Kubeš

Distinctiveness and creativity in every furniture-design project

The Kitchen&Bath Design Group (KBDG) is an American company and part of the Oprea Group, leader in the design and production of bespoke kitchens and bathrooms, based in Atlanta.

It managed to make its name in the industry thanks to a perfect combination of artisan tradition and technological innovation. Founded with a view to offer top-quality products to customers looking for bespoke solutions for the home, over time, the company has built a solid reputation thanks to its attention to detail, its sustainability and use of advanced technologies.

Founded in 2010, the Kitchen&Bath Design Group started out as a small, family-run business focusing mainly on the production of artisan kitchens for the local market. Thanks to the excellent quality of the materials used and meticulous attention to customers' wishes, the company has grown rapidly, expanding its production range to the bathroom sector as well and becoming **a benchmark of interior design in the United States.**

The key player behind this growth is the Oprea family. Originally from the heart of Romania and with five generations behind them who had worked in the wood industry, they emigrated to the United States bringing with them their outstanding experience and skill at machining wood.

The new generations heading up the company opened the way to perfection and beauty with a view of giving each project its own distinctiveness and creativity. This approach allowed KBDG to stand out in a market often dominated by standardised, mass-production solutions.

Main figures

Nowadays, the Kitchen&Bath Design Group produces **over 60,000 cabinets per year in over 85 thousand square metres of manufacturing spaces.**

In recent years, the company's annual turnover has exceeded **20 million dollars**, a sign of its rapid expansion and its ability to attract an increasingly more demanding clientèle. Furthermore, the company has a **highly talented team of 300 employees** including designers, engineers and expert artisans.

Products on offer

The Kitchen&Bath Design Group specialises in the production of bespoke kitchens and

bathrooms, offering a wide range of styles and materials. The range of products includes:

- **Bespoke kitchens:** From classic solid wood models to more modern, minimalist styles in steel and glass, KBDG creates bespoke kitchens for ever need. Customers can choose from a wide range of finishes, built-in electrical appliances and ergonomic solutions that optimise space.
- **Bespoke bathroom furnishing:** The company offers elegant bathroom furniture which combines aesthetics and functionality, created with materials resistant to humidity like special laminates, marble and natural stone.

- **Cupboards and shelves:** KBDG creates bespoke cupboards for various spaces, from closets to storage rooms with a focus on maximising space and design.

Partnership with SCM: innovation and efficiency

Another key element in the growth and success of the Kitchen & Bath Design Group is its strategic partnership with **SCM**, global leader in the production of machinery and systems for wood machining. This collaboration has allowed KBDG to acquire stand-alone machines and state-of-the-art systems, taking production





capacity and machining precision to a higher level and considerably easing operators' manual workload so that they can concentrate on the quality control of machined pieces and their final assembly. *"Our partnership with SCM brought about a dramatic change"* says **Samuel Oprea**, founder and owner. *"SCM supplies us with state-of-the-art machinery which allows us to machine materials with a precision that was impossible to achieve with traditional methods. Thanks to their advanced CNC systems, we manage to guarantee top quality and customisation with each individual project, cutting down on production times and waste."* The machinery provided by SCM includes CNC machining centres for nesting, like the **"morbideili x200"** integrated with a **"flexstore elr"** 3-axis automatic storage for panel handling. Another line is automated with a **7-axis robot** to automatically pick up and off load the pieces and means that even the most complex operations can be managed more efficiently. The machines supplied also include a highly efficient and versatile edgebanders from the **"stefani"** and **"olimpic"** ranges, as well as solutions for the final assembly of the cabinet, like the **"action tf"** automatic through-feed electro mechanical cabinet clamp.

Market strong points

The Kitchen&Bath Design Group has conso-

lidated its position on the market thanks to a number of key factors:

- **Complete customisation:** Each project has been designed around customer's specific needs who can choose each detail, from the material to the finishing touches. This flexible approach is one of the main reasons behind the company's success, which stands out for its ability to offer unique solutions.
- **Technology and Innovation:** KBDG uses state-of-the-art technologies to guarantee precision and quality at each stage of the production. The use of software for 3D design allows clients to view the end project even before it has been created.
- **Sustainability:** The company is committed to using ecological materials and implementing sustainable production practices. This includes the use of FSC (Forest Stewardship Council) certified wood and the reduction of waste on production lines.
- **Customer Assistance:** Kitchen & Bath Design Group is known for its excellent customer services. From the initial consultation right up to the after-sales service, the company offers continuous support, ensuring that every project is completed with full satisfaction.

WATCH THE VIDEO

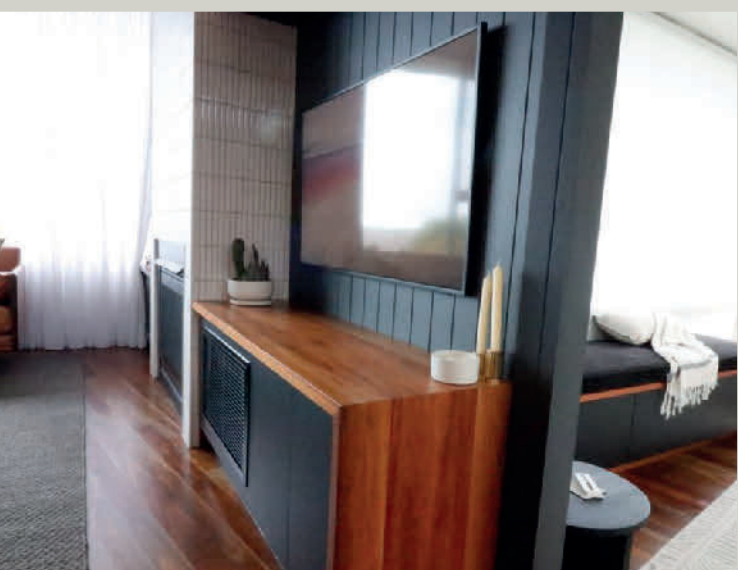


Case studies

MERRITT JOINERY - Australia



From left: Chris Merritt, Amanda Hardinge, Ross Merritt and Scott Merritt.



Tasmanian Craftsmanship meets cutting-edge technology

Nestled in the heart of Tasmania, Merritt Joinery stands as a testament to the enduring power of family-owned businesses and the transformative impact of embracing cutting-edge technology. Founded in 1983 by Brian and Kim Merritt alongside Peter and Carol Fair, and originally known as “Merritt and Fair”, the company was taken over in 2015 by Brian and Kim’s children: Ross, Amanda, Scott, and Christopher, who are the current owners. They have propelled the company from a team of seven to a thriving enterprise employing 35 individuals. Their secret? A commitment to quality, a passion for serving their community, and a strategic investment in advanced machinery, including solutions from SCM.

Merritt Joinery specializes in crafting high-quality joinery, cabinet making, timber windows and doors, stairs and timber mouldings. Serving a mix of residential and commercial customers, they cater to the mid-to-high-end market, working with a diverse range of materials including MDF, decorative board, veneer and solid timber. They focus on delivering **bespoke, often high-end products** that cater to clients’ unique visions. “Our demand is mainly for *out-of-the-ordinary and high-end materials, ideas, and products*,” explains **Ross Merritt**, director of Merritt Joinery. This commitment to customization extends to their design process. Working closely with designers or directly with clients who bring their own inspirations, Merritt Joinery strives to replicate and realize those visions.

Advanced machinery helps overcome the competition

In a competitive market, Merritt Joinery understands the critical role of advanced technology in maintaining its edge. “It is very important,” he emphasizes. “It aids in turnover speed as well as being able to create product without as much manual handling.”

Their internal processes, from design to production, are streamlined and efficient. Designers utilize Microvellum CAD software, which seamlessly integrates with their CNC machines, including their latest acquisition, SCM’s “**morbidelli p200**” CNC machining centre for routing, drilling, and edgework. This investment dates back to the early 2000s, driven by the need for increased speed and turnover: “The technical features of this CNC machining centre pro-

ved instrumental in achieving those goals”, Ross adds.

A particularly valuable addition

The “morbidelli p200” has been a particularly valuable purchase. “*With this SCM’s solution we have noticed the speed and accuracy with all our round edging that we do on decorative board material, as well as the speed of cutting and drilling of our solid timber materials*,” Ross reports.

Beyond the technical advantages, Merritt Joinery also values the support and partnership they receive from SCM. “*The after-sales support has been great from the people we work with*,” the Director says, highlighting the quick and effective assistance they receive. They also suggest that more training opportunities, given the number of SCM machines they own, would be a valuable asset to their team.

Merritt Joinery is also keenly aware of the importance of sustainability, energy savings, and minimizing their environmental impact. “We are always looking at ways to

reduce waste and keep from landfill,” he states. They are actively working on improving waste control within the next 12 months and are exploring ways to reduce energy costs associated with heating and overall power consumption.

Merritt Joinery’s story is one of growth, innovation, and a dedication to quality. By combining traditional craftsmanship with state-of-the-art technology from partners like SCM, they are well-positioned to continue serving their community and thriving in the ever-evolving woodworking industry.



The ‘morbidelli p200’ has been a particularly valuable purchase. With this SCM’s solution we have noticed the speed and accuracy with all our round edging that we do on decorative board material, as well as the speed of cutting and drilling of our solid timber materials.



Ross Merritt

Muebles Orga: 30 years of growth with SCM

The renowned Spanish furniture manufacturer Muebles Orga has transformed its production processes to achieve faster, more flexible operations. To modernize its workflow, the company invested in a comprehensive range of SCM machinery, including sanding machines, circular saws, cnc machining centres and edge banders.

Muebles Orga S.L. is a family-owned company founded in 1984 by Juan Ortiz with a focus on manufacturing dining tables. While the company originally specialized in more traditional designs, it has continuously adapted to evolving market trends, producing contemporary tables that meet modern consumer demands. Initially, Muebles Orga's tables were crafted from solid wood and veneered wood, but today, 75% of production is done using melamine panels. The company primarily serves the mid-to-high-end market, with 80% of its tables falling into this category. While it does offer some entry-level options, it also produces a select range of high-end tables for third-party brands—most of which are exported outside Spain. Based in Yecla, the company generates an annual turnover of approximately **€3 million** and employs 32 people.

To stay ahead in an industry that constantly evolves with new materials, Muebles Orga has modernized its technology and production systems. However, traditional woods such as beech, oak, and ash remain a key part of its inventory, visible both in storage and on the production floor. *"The request for wooden tables has diminished. Nowadays, stocking up on wood and veneered wood has become more complicated. Legislation surrounding the importation of these materials and the emission of dust are even stricter. Furthermore, creating a table in wood is technically more complex"* admits **Juan Manuel Ortiz**, managing director of the company in Murcia. *"In the past, a truck would arrive every week full of wood and we would adjust the humidity in two dryers, while nowadays, the request has dropped in favour of furniture made in melamine"*.

Krion, the perfect furniture accessory

Alongside the production of dining tables, the

company's key product, solid surfaces are also machined, especially KRION and PORCELANOSA. *"A business sector which has allowed us to diversify the company's product and activity, because creating a kitchen worktop has nothing to do with the production of a dining table"*, explains Juan Manuel Ortiz. *"Entering the world of solid surfaces has allowed us to expand our target market significantly; we create parts for kitchens, but also for façades, top-of-the-range furniture, clinics, hospitals, laboratories, etc"*.

KRION is a solid surface material that has nothing in common with MDF panels, but with the SCM machinery which Muebles Orga has, like the circular saws and cnc machining centres, it is processed to perfection. *"No more changing parameters and tools so that the materials don't get contaminated"*, explains Juan Manuel Ortiz. *"The attachment angle of the tool must be different, just like the rotation speed and transfer, which must be sufficient for the material"*.

Always with SCM

When Juan Ortiz took over Muebles Orga in the 1980s, the company's machinery in Murcia was still entirely traditional. At the time, SCM's circular saw - **L'invincible** - was a widely recognized industry favorite. Thanks to the initiative of **Juan Palao Peña**, a technological consultant and supplier of machinery, equipment, and consumables for Muebles Orga S.L., SCM made its first inroads into the Yecla-based company. The prestigious Italian brand stood out from the competition, not just for its superior machinery but also for the outstanding support provided by SCM's sales team.

A major turning point came with the introduction of SCM's sanding machines. The legendary **Sandya** (now known as the **"dmc sd"**) and other models from the **"dmc"** range

became key additions to ORGA's production line. Then, in 1994, the company took another leap forward with its first CNC machining center - a **3-axis SCM Routomat**. This cutting-edge machine introduced ORGA to computer-assisted production with numerical control, a technology already well-established in the metalworking industry but still relatively new in woodworking at the time.

"Four years later, we bought another 'SCM routomat', with a slightly larger work surface", Juan Manuel Ortiz recalls. *"Soon after, we decided to purchase an edgebander from SCM, especially those in the 'stefani' range."*

With SCM, Muebles Orga's production processes evolved towards better quality, productivity and, more than anything else, flexibility, needed to deal with the growing variation of references and production finishes. *"Nowadays, the 'stefani md' is practically the core of the company. Its role at the factory is so significant that, in order to manufacture effectively, we also purchased a new model in the range"*.

Everyone at Muebles Orga is enthusiastic about the SCM technology for the edgebanding panels with PUR glue. *"At first we were afraid of change, but today we are enthusiastic about SCM technology for edgebanding of panels with PUR glue,"* recalls **Luis Ortiz**, production manager.

As far as the machining centres are concerned, after the "Routomats" came a 3-axis **"er-gon"** and a **"prisma"** in 2010, the latter with 5 axes. In 2022 and 2024, more modern models arrived, respectively a CNC machining centre for drilling and routing solid wood, **"accord 30 fxm"**, and a **"morbideilli cx210"** drilling machine. All these new solutions acquired an even more significant role in the factory as the technical department gradually became more familiar with the design and programming.



“

The expectations that we have had since the outset have been achieved with SCM.

Juan Manuel Ortiz

”



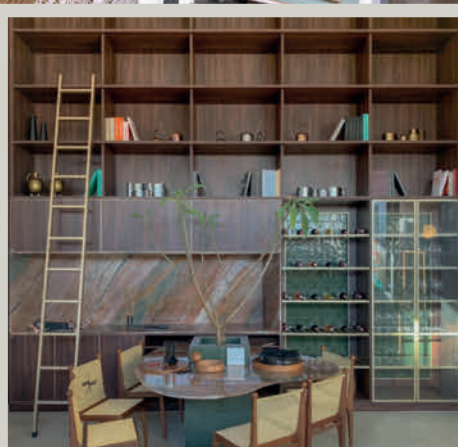
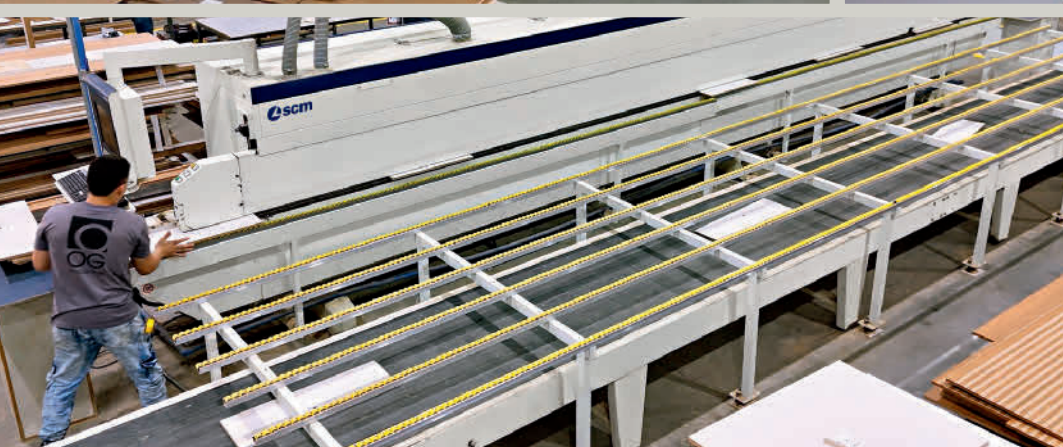
*“When we purchased the first machine, in 1994, SCM offered us Alphacam, an intelligent and intuitive CAD/CAM software for joinery work. And they provided us with the post-processor to work with the program. From that point on, we changed different software, such as Autodesk Inventor to design in 3D, until SCM opened the doors to **Maestro cnc**, the design and programming software for SCM machining centres, which by now includes the latest machines acquired by Muebles Orga”.*

Towards the future together

Muebles Orga has always appreciated the reliability of SCM's technologies as well as the consulting and technical assistance received before and after sales from SCM España. In recent times, the company has taken a significant step forward in terms of production flexibility: while in the past, a client would request 400 tables all the same, nowadays at the very most they ask for 10 units of the same model. The machines, therefore, require agility and

easy programming as well as improved adaptation to the next process.

“I am very loyal to my suppliers; the expectations that we have had since the outset have been achieved with SCM”, concludes Juan Manuel Ortiz. “SCM solutions are very reliable and allow for the gradual integration of new technologies to improve performance and help us progress. We are loyal to SCM as well as to PORCELANOSA. Just as I like the fact that our clients have continued to be faithful to Muebles Orga over the years”.



WATCH THE VIDEO



“With SCM, we can dream bigger!”

OG Ambientes is a true success story in the Brazilian furniture industry. Since 2007, the company has been making a name for itself in the high-end bespoke furniture sector. From its headquarters in Goiânia, OG Ambientes has introduced a new standard of design to the national market—one that merges European-quality craftsmanship with Brazilian sophistication. Founded by Ricardo Ponce Lopes and managed by Roberta Gonçalves Gontijo, OG Ambientes is committed to delivering furniture that embodies precision, quality, and elegance.

While **OG Ambientes** has always invested in technology, a pivotal moment came in 2012 with the start of its partnership with **SCM**, a global leader in furniture manufacturing technologies. That year, the company purchased its first **SCM** machining center, a decision that **revolutionized** its production processes. A decade later, in 2021, **OG Ambientes** took another bold step forward by modernizing its entire production facility in **Goiânia**. The factory now spans **3,300 square meters**, with a **dedicated team of 21 employees** working to transform raw materials into top-tier furniture. This investment has resulted in a significant increase in production capacity, allowing **OG Ambientes** to process approximately **100 panels per day**.

SCM, a key ally for growth

There are numerous **SCM** technologies that enhance **OG Ambientes'** performance nowadays. For nesting machining, key for its production processes, the company uses a **“morbideilli x200”** cell which ensures precise drilling and cutting maximizing material optimization while reducing waste and boosting productivity. For drilling and routing a **“morbideilli m200”** CNC machining centre features an innovative 5-axis electrospindle, allowing **OG Ambientes** to manufacture even the most complex custom pieces. The panel machining process also includes a **“stefani”** edgebander which delivers flawless edge application, ensuring premium-quality finishes. As far as automation is concerned, the **“flexstore elr”** automatic storage plays a crucial role in panel handling, providing real-time monitoring and control to enhance efficiency and meet delivery deadlines.

Integrated production for maximum efficiency

OG Ambientes has seamlessly integrated **SCM's automation and software solutions** to optimize its operations. At the heart of this transformation is **SCM's Maestro software**, which monitors machines in real time and optimizes production performance. Additionally, the **“flexstore elr”** storage enhances logistics by reducing setup times and accelerating production, allowing the factory to effortlessly handle both custom projects and large-scale production runs.

Innovation that benefits the customer

For **OG Ambientes**, every piece of furniture is about **making a dream come true**. The **precision and superior quality** ensured by **SCM's** solutions allow the company to **exceed customer expectations**, not just in terms of product quality but also in **after-sales service**.

*“With **SCM** technologies, we can dream bigger!”* says company manager **Roberta Gonçalves Gontijo**. *“Every machine that arrives at our factory is welcomed with enthusiasm because we know it will help us deliver the best to our customers. **SCM** gives us the confidence that we can achieve any goal and turn our customers' dreams into reality.”*

Looking to the future

With its state-of-the-art machinery and cutting-edge technology, **OG Ambientes** is well-positioned for continued **growth and innovation**. The partnership with **SCM** will remain a **strategic pillar**, enabling the company to explore new business opportunities, expand its market presence, and strengthen its leadership in the high-end bespoke furniture sector.

“*Every **SCM** machine that arrives at our factory is welcomed with enthusiasm because we know it will help us deliver the best to our customers!*”
Roberta Gonçalves Gontijo

Case studies

TIMBER CONSTRUCTION

The showcased companies in this section demonstrate how timber construction has recorded a steady and significant growth, right across the various kinds of construction thanks to considerable advantages of timber constructions.

A development which from Europe to the United States is drawn by high technology and the in-depth experience accrued by SCM in this sector.



ENERGY PANEL STRUCTURES (EPS)

HANS HUNZIKER HOLZBAU

SEGHERIA FORNONI

TECHLAM

Special panels for highly customised and energy-efficient buildings

The protagonist of this successful story is EPS – Energy Panel Structures, specialised in the production of SIPs - Structural Insulated Panels which stand out for being extremely versatile and ideal for creating unique buildings. Among the technological solutions used, an SCM “area” CNC machining centre is specifically suitable for processing elements which are precise and ready to be assembled.

Energy Panel Structures (EPS), based in **Graettinger** (Iowa), is a recognized leader as a manufacturer of engineered buildings.

The history of this company began in 1981 in Albert Lea, in Minnesota, with the production of insulated wall panels for the agricultural market. Since that time, EPS has diversified into the commercial and industrial markets. After three expansions the company moved in 1988 to Graettinger, to a new 40,000 square foot plant designed specifically for the manufacturing of insulated panels. Since the move to Graettinger, EPS has expanded multiple times, to a total of **over 175,000 square feet of manufacturing and over 50,000 square feet of warehouse space**. Within this EPS manufactures **Structural Insulated Panels (SIPs) of many sizes and thicknesses**, which represent its main core business.

We had a chance to find out more about the Graettinger factory thanks to “Brad the Builder”, a famous youtuber who has been building custom homes for over 35 years. He visited the company for his video “*The Building secret behind my luxury dream Shop*” where **Tim Lyle**, District sales Manager of Energy Panel Structures, and **Mike Mattison**, VP Sales and Marketing, tell about the company, the strengths of its products and the advanced technologies used to make its SIPs panels, including an “area” **CNC machining centre by SCM**.

The youtuber was particularly impressed by the variety of projects realised with SIPs panels, ranging from ultra-modern residential homes, such as a lake house that won awards at both SIPA - Structurally Insulated Panel Association and the National Home

Builders Association, to dental clinics and commercial structures. Despite the common idea that SIPs panels are modular and square, the reality is that they **are extremely versatile and suitable for creating unique, customised buildings**.

The production process: an SCM “area” to ensure that all components are precise and ready to be assembled on site

Energy Panel Structures produces these panels in a controlled environment, ensuring superior quality and optimal insulation. The use of advanced machines allows for the creation of **highly customised and well-insulated panels**, perfect for optimising the production and for fixing the needs of energy-efficient structures for agricultural, residential and commercial buildings.

Several technological solutions are used to optimise the production of SIPs panels. Each machine is used at various stages of the process, such as cutting and material preparation.

The process begins with the preparation of materials. First, panels are cut to size using a computerised saw that handles plywood or OSB (oriented wood fibre), sometimes in exceptional formats such as 8x24. Once the right sized pieces are obtained, they are prepared for the lamination stage. The panel walls are then constructed, with varying thicknesses ranging from 4 ½” to 12 ¼” inches depending on the specific needs of the project. Some panels include internal chases for the passage of electrical cables, so that the electrician can work without the cables being visible.

Once the panel base is ready, a moisture-activated polyurethane glue is applied, that must be put under pressure in a press for about 18 minutes. The panel, once compressed, undergoes a process of transformation into doors, windows and other structural components.

For some of the machining, the company uses advanced machinery to achieve precise cuts for joists and trusses, including holes for cables and other necessary details. **That’s where an SCM “area” cnc machining centre comes in. It ensures that all elements are precise and ready to be assembled into finished panels.**

“The main advantages of the SCM ‘area’ is precision: no human measuring for sizes/ cutouts, speed of cutting, and reliability of the machine” state Tim and Mike.

“ **We chose this CNC machining centre because we wanted a machine designed to do the custom work needed that very few manufacturers in the industry could do for us.** ”



The youtuber "Brad the Builder" (centre) with Tim Lyle and Mike Mattison during the company visit.



An “oikos x” to overcome any challenge

The Swiss company, Hans Hunziker Holzbau AG, based in Moosleerau, recently installed SCM's modern 6-axis machining centre.



From left: Daniel Ott, SCM Schweiz's Country Manager, Igor Tartagni, technician in charge of SCM Schweiz's customer care, Simon Fuchs, deputy managing director and manager of Hans Hunziker Holzbau AG's timber construction and Matthias Bärtschi from Hans Hunziker Holzbau AG.

Maximum care in the design and manufacturing of timber construction projects. This is Hans Hunziker Holzbau's strong point. "Our products are built at the factory, assembled and delivered directly to the worksite. Whether we're dealing with construction parts or windows and doors from our joinery workshop, accurate design is key to determining the success of each individual project," explains **Simon Fuchs**, deputy general director and head of timber construction at this Swiss company. Hans Hunziker Holzbau offers a complete range of products and services for timber construction: from work planning and management to the construction of new buildings, renovations and extensions; from windows and doors to finishes and cladding, right up to flooring. It is no surprise then that the company invested in updating its machinery and chose SCM's "oikos x" CNC machining centre. "Right from our first meeting, we realised we had found able partners in Daniel Ott, SCM Schweiz's Country Manager and Igor Tartagni from SCM's team Service. The new SCM machining centre has been opera-

tional now for six months and is a real pleasure to use. **Thanks to this solution, we have become even more flexible with our production, which is something greatly appreciated by the market**".

"Right from the outset, we found in Simon Fuchs and Hans Hunziker Holzbau AG partners who know exactly what they're looking for and understand their company's needs," says Daniel Ott. "On the other hand, our 'oikos x' machining centre for timber construction is becoming increasingly technological, flexible and powerful, and this is why the market appreciates it even more".

As Daniel Ott explains, the solution offers numerous advantages. For example, its laser probe offers **an unparalleled precision** which makes it ideal for creating dovetail joints and pockets. Another key advantage comes from the modern **Maestro beam&wall** software which satisfies more or less any request, offering great **programming flexibility and fast execution**. A guide carriage combined with pressure rollers right next to the work area offers excellent machining quality.

Furthermore, **the innovative 6-axis operating unit allows for any kind of machining on every side of the piece** with a single positioning, with no need to turn it over, thus reducing bulk to a minimum and cutting back considerably on the number of tool change operations, thanks to the innovative combined tools, designed by SCM and ideal for rapidly and accurately creating timber frame projects. "Oikos x" also has automatic loading and unloading systems with bespoke solutions for every need.

"There is also the option of dealing with glulam beams and modules for walls, ceilings and roofs as well as round beams, bevelled beams etc. with adequate accessories," points out Daniel Ott. Thanks to the **eye-M console**, the operator has a more rapid, efficient control over the machine. It is also possible to handle **complex projects like nesting**, to create modular structures.

The full article in number 1/2024 of HBS – HolzBaumarktSchweiz



The "oikos x" operating in Hans Hunziker Holzbau factory.



THE COMPANY

Hans Hunziker Holzbau was founded in 1905 at a time of great technological progress, on the initiative of **Robert Hunziker** who, at that time, ran a joinery workshop and sawmill. He died of pneumonia at the age of 31 and the business was taken over by his brother, **Hans Hunziker**. In 1955, the company became a joint-stock company with a construction and civil engineering department, a sawmill, joinery workshop and timber construction department. The building and civil engineering department gradually grew to become the core business.

With more than a century of history behind it, it continues to be a solid company focusing on the future. The range of services offered in the construction sector has grown constantly and the timber construction and joinery divisions have been absorbed into the newly founded **Hans Hunziker Holzbau AG**.





*From left
Battista and Bonaventura Fornoni.*

WATCH THE VIDEO



State-of-the-art technology for “extra-large” roofs

Battista and Bonaventura Fornoni lead a company with just a handful of collaborators, yet one that has made giant strides and looks to the future with a keen eye on innovation. Their beams, which are used to construct highly bespoke roofs, now have no limits thanks to the capabilities of the latest machinery purchased from SCM: an “oikos xl” for processing large-size beams.

From a sawmill to a specialist in the design and manufacturing of an increasingly strategic element in construction: the roof. The history of **Segheria Fornoni**, located in the province of Bergamo, has deep roots. The brothers **Battista and Bonaventura Fornoni**, who currently lead this historic company, are descendants of a large family that has been dedicated to woodwork since the 1800s. The first key figure in this adventure, as far as memory serves, was their great-grandfather Serafino, a lumberjack by tradition, followed by his son Bonaventura. Over the years, the latter passed the torch to his four sons - Luigi, Pietro, Angelo, and Maurizio - who, as young orphans of their father and barely adolescents, emigrated and worked as lumberjacks in France, Switzerland, and northern Italy, gaining a deep understanding of wood and its processing. In 1979, it was these sons who took over a small local sawmill in Villa d'Ogna, which would become the current facility. Later, Angelo's children, Battista and Bonaventura, along with their cousins, uncles, and father, gave the company a further boost, transforming it from a small artisanal business into a modern and versatile enterprise, capable of adapting to the market's needs.

From tradition to innovation

Over the years, the wood processing sector has undergone profound changes with the introduction of new technologies and the evolution of construction techniques. Battista and Bonaventura, along with their cousins, uncles, and father, have been able to embrace these challenges. Faced with the growing competition from large sawmills in Northern and Eastern Europe, they decided to complement their initial activity - the production of semi-finished products primarily for the manufacturing of non-engineered roofs, pallets, and other packaging products - with a new business: the construction of engineered roofs, coverings, and floors using interlocking

technology, which ensured higher profit margins. Since 2021, this activity has been led solely by Battista and Bonaventura Fornoni.

“Today, we work both for construction companies and private clients to build predominantly residential or industrial buildings,” says Bonaventura. “The main change that has affected our sector is undoubtedly the new concept of the roof compared to the past: today, the aesthetic aspect is increasingly decisive. The exposed roof, for example, has become a true furnishing element, a custom-made product, so it is essential to work the beams with the utmost care and precision.”

Each roof has its own story

“The beauty of our work is that every building has its own story, its own uniqueness, and the roof is no exception,” continues Bonaventura Fornoni. “In our work, we start with an initial phase of cost estimation: based on the designers' requests in terms of roof dimensions, lengths, and slopes, and based on the surveys carried out on-site, our technical office processes all the data. With the help of CAD/CAM software, we begin working on a 3D simulation and the modeling of the roof. Once the structure is defined, the order data is reprocessed to be transferred to production.”

Until last year, Segheria Fornoni relied on a machining centre provided by a German manufacturer, but today, Battista and Bonaventura, together with their team, can rely on a technological solution that has opened up new business opportunities for their company.

A huge step forward

When the Fornoni brothers realized that their machine was no longer suitable for more complex operations and larger roofs, they began to look around. This is how, in 2022, they began talks with SCM for the purchase of a new CNC machining centre. “In recent years, technologies have become increasingly advanced, both in terms of software and me-

chanical features, as well as operating units. With the previous machine, which was becoming outdated, we were starting to face significant difficulties when working with large sections and complex shapes.”

After visiting the SCM headquarters in Sinalunga, Tuscany, Battista and Bonaventura opted for the CNC machining centre **“oikos xl,”** a 6-axis solution specifically designed to meet the most complex requirements in the production of solid wood and glulam beams. The machine, equipped with a 24 kW continuous-duty electrospindle, allows for the automatic handling and processing of elements weighing up to 4000 kg and with sections up to 1250x610 mm. The 6 axes of the operating unit ensure **maximum production efficiency** and allow work on all faces of the element in a single positioning.

The **Maestro beam&wall software**, developed by SCM, is compatible with the most widely used design CAD systems and makes both programming and managing the machining centre simple and intuitive. All these advantages deeply convinced the owners of Segheria Fornoni, who became **the first in Italy to use this model** to distinguish themselves in the market.

“With this machine, we can now work with great precision on sections up to 50 cm high, whereas the previous one could only handle 30 cm. Beyond this practical advantage, we also appreciated the way SCM welcomed and supported us: the assistance was excellent, and they immediately showed us, in practice, what we could achieve,” says Bonaventura.

With such a powerful solution, Segheria Fornoni can now aim for new ambitious goals. *“We have a family motto,”* says Battista: *“Learn from the past, live the present, and dream of the future. Our future will be to continue to lead the sector, in our region and - hopefully - beyond, and to become increasingly prominent in the world of wooden houses.”*

The “XL” jump of Techlam

Located in the small rural township of Levin, Techlam is a high-tech business producing beautiful engineered timber products that reduce the carbon footprint of large-scale new buildings and engineering projects. With the purchase of the new CNC machining centre “oikos xl” this company has taken a real step forward in terms of volumes, capacity and accuracy.

Techlam’s beautiful and award winning glulam structures are showcased in Wellington International Airport, the Hutt Valley Health Club, the CCCS Jubilee Church in Western Samoa. and more recently the curved laminated timber beams in the new wing of Jackson Orchard’s packhouse in Central Otago.

In recent times Techlam has been working closely with Land Transport Agency Waka Kotahi on using mass timber in their infrastructure such as bridges, to reduce their carbon footprint.

From a one-man joinery and laminating business operating from a home garage Techlam has evolved over 30 years to become **New Zealand’s largest glulam facility.**

Designing, manufacturing and supplying engineered timber products throughout New Zealand, Australia and the South Pacific, Techlam is now a multi-million dollar enterprise employing a team of **over 50 skilled and highly motivated staff.**

“Skill sets with our team range from general plant hand right through to qualified prefabrication carpenters, CNC operators and machine operators. We offer a lot of cross

training across the organisation. We try to identify emerging leaders and grow them through the business. All our team leaders and leadership team go through progressive levels of leadership training, delivered by external providers. Some of our people have been with us for over thirty years.”

Reflecting on the team culture, Brett uses the analogy of what Techlam does as a business - taking smaller pieces of timber and combining them to make them a single strong structure. *“That is what our team is like. Everyone has strengths and weaknesses and we combine those to create a very strong team. Our culture is the glue that holds it all together.”*

Skilled people and high technology: a winning combination

Recently, the company chose to purchase a new technological solution that will allow this exceptional team to make a further leap in quality. It is a **6-axis “oikos xl” CNC machining centre** capable of processing glulam products, taking the company to the next level in terms of volumes, capacity and accuracy.

The “oikos xl”, manufactured by Italian firm SCM, allows automatic management and continuous processing of engineered timber elements with **weight up to 4000kg and cross-section up to 1,250x500mm.**

“This will mean a huge percentage of our glulam will be going through this centre,” says Techlam’s Managing Director **Brett Hamilton**. *“Beams are loaded in one end of the machine, and it will process them, cut them, slot them, drill them, label them, all to 100% accuracy. The product is delivered to site, ready to install, and that makes it so much easier for our clients, especially on some of the remote sites where labour is not always readily available.”*

The purchase and commissioning of the new CNC machine is part of Techlam’s sustainable manufacturing project that was initiated late 2022.

**Richard Loader for
Business Central magazine**



“With the overall project including a new grading, docking and finger jointing line we’re aiming to increase production by more than 30% and reduce waste currently going to landfill by 25%. The CNC upgrade has already made a huge difference in the prefabrication department.”

Brett Hamilton



Case studies

WINDOWS AND DOORS

Styles, size, profiles and materials may change but one thing is sure: windows and doors are increasingly becoming an integral part of a fashionable interior-design project. An application field which is continually in search of solutions that are both fashionable and offer high aesthetic value, as well as being practical, as is clear from the stories in this section accompanied by SCM's high tech machines and plants.



AJ&D CHAPELHOW

KONITZER + HOFER AG

MÉO

MODESTI



Quality British windows and doors, from design to installation

AJ&D Chapelhow has been the first UK company in the windows and doors industry to radically transform its manufacturing processes with SCM's new "windorflex" cnc machining cell.

Cumbria based **AJ&D Chapelhow Ltd**, manufacturer of fine timber windows and doors for over 60 years, is a family business with a strong continuous commitment to a sustainable, crafting and 100% "made in UK" product.

Established by **Alan James Chapelhow** in 1961, the company utilises the latest technical innovations combined with heritage skills and techniques handed down over generations in order to supply a truly British quality product, from design to installation. *"We manufacture fully glazed, timber windows, doors, patios and bi-fold doors, and offer a 'supply only' or 'supply and fit' service throughout the UK"* says Alan, chairman and founder.

"All at AJ&D Chapelhow take immense pride in the knowledge that our British made products will enhance the beauty and energy efficiency of our customers' home or work space for years to come".

This is the reason why the company exclusively purchases from British suppliers for its ironmongery and fittings and raw material is sourced only from suppliers that hold either the FSC® or PEFC™ chain of custody certification schemes.

Why wood? Alan has no doubts: *"Timber window frames have a natural, traditional charm that can't be found with any other window material. Delivering homes with a natural insulation, wooden windows will also keep the heat in, cold out and will help to reduce your energy bills. Timber windows can last as long as 60 years, are a long-term investment, whilst as a naturally durable material, able to withstand the most severe of weather, timber window frames help to increase the security of our customers' home".*

Alan and his daughter **Helen Chapelhow**, general manager, lead a **highly skilled team** of people who are able to assist customers and their architects with any planning enquiries and to guide them in any timber choice or window and door project, se-

lecting together the most suited colour, aesthetic feature or material. *"We endeavour throughout every stage of the sales, manufacture and installation process to offer an unrivalled service, sensitive to the individual requirements of each and every customer"* adds Alan.

Cutting-edge technology

Innovation is another main pillar for Alan and Helen who decided to purchase **the UK's first SCM "windorflex" window and door CNC machining cell** to dramatically transform their manufacturing processes. Expertly programmed by Chapelhow's highly skilled craftspeople and their technical partners JoinerySoft, and utilising the finest Oertli custom tooling, the "windorflex" can now automate many traditional manufacturing techniques.

"This machining cell efficiently reproduces windows and doors that once were highly labour intensive" comments Alan. "The techniques and methods that once could only be delivered by hand, by experienced craftspeople, can now be reproduced at speed on this revolutionary machine".

The "windorflex" - allied with other SCM machinery in the workshop - allows Chapelhow to maintain **exceptional standards** whilst delivering **improved turn-round times and more competitive pricing**.

The introduction of this new technology also allows traditional craftspeople more time to focus their unique talents on highly bespoke projects involving pieces that can only be handcrafted using methods and skills honed over decades. *"This will allow us to expand our handmade bespoke joinery services".*

Windorflex's main features

The "windorflex" has a fixed gantry structure that enables for high machining speeds whilst ensuring the **best accuracy**.

The configurability of the machining units with 4 and 5-axis electrospindles, fitted with HSK 63F Plus or HSK 63E tool-chuck,

allows performing all the necessary operations for the **production of complete windows**, regardless of the type. The alternate use of the two routing units reduces the cycle time: while one unit is working, the other performs the tool change in masked time.

The innovative automatic worktable, available in single or double version, is equipped with dedicated clamps for the constant holding of the work-pieces. It is possible to process from 1 to 4 work-pieces in sequence. The worktable modularity allows managing three work-piece lengths: 3500, 4500, 6000 mm. The work-piece repositioning, from the internal side machining to the external one, is direct between the clamps, without needing additional devices, to ensure **excellent finish quality**.

Another advantage is the **automatic work-pieces loading/unloading systems** that enable the machine to work autonomously, without the continuous input of the operator. These systems are available in two solutions: with loading/unloading bench or with an anthropomorphous robot that picks up the rough elements and unloads the finished work-pieces on special trolleys.

Moreover, depending on the customer's needs, the machine can be fitted with two handling devices for the work-pieces loading, with the aim to **increase performance and productivity**, and the front loading bench, to reduce the longitudinal footprint.

WATCH
INSTALLATION VIDEO





The exclusive **Maestro active window** software, specifically developed for the control and the programming of “**windorflex**”, allows the interaction with external software.

Specifically, the machine model chosen by Chapelhow is a “windorflex 1” equipped with one automatic worktable, possibility to execute pieces with **4500 mm** max. length, two machining units with HSK 63F Plus tool-chuck, and automatic loading/unloading bench fitted with one handling device.

After over 60 years, AJ&D Chapelhow Ltd continue to be at the forefront of both modern woodworking technologies and traditional craft skills.



“ The “windorflex” - allied with other SCM machinery in the workshop - allows Chapelhow to maintain exceptional standards whilst delivering improved turn-round times and more competitive pricing.

Alan James Chapelhow ”



Case studies

KÖNITZER + HOFER AG - Switzerland



From left, Lukas Krüsi, CEO of Köntzer + Hofer AG, and Daniel Ott, Country Manager of SCM Schweiz.



Tenoning operations with the "windor nt 1" machining centre.

Outstanding windows making history

Since 1854, the Swiss company K nitzer+Hofer has been an emblem of excellence. With its 30 employees, it produces windows, doors in wood or wood and metal, as well as other joinery works. "Thanks to our partnership with SCM and the purchase of a new 'windor nt1' angular machining centre, we are even more efficient", explains Lukas Kr si, CEO and company owner.

K nitzer+Hofer AG is a Swiss joinery company boasting a long tradition and its main activity for many years has been windows manufacturing. One of its specialties, as the company owner and CEO **Lukas Kr si** tells us, are the wooden windows for historical buildings and those subject to conservation orders, and it is precisely the extensive variety, that generally distinguishes this kind of construction, which requests a high level of production flexibility.

"We have tackled our specific needs together with SCM and, since January 2003, we have been using a 'windor nt1' angular machining centre to overcome even the most difficult challenges!"

Protected and catalogued buildings demand particular attention when windows and doors are being restored or replaced. It is often essential to integrate historical elements with more modern acoustic, heat and safety insulation requirements. There needs to be a variety of solutions, including profilings and historical divisions, the use of special glass as well as hinges and hardware typical of the era in question. **"With a production in excess of 1,200 windows per year, we found SCM to be an equally flexible and competent partner on the market"** says Kr si.

The company is firmly rooted in this region, as is clear from the references to date, including the National Library in Bern, Brunnstrasse, Junkernstrasse and Kramgasse.

Daniel Ott, SCM Schweiz's Country Manager, enthusiastically describes the values shared by both companies: "Thanks to our angular machining centre, we have been able to provide K nitzer+Hofer with support, guaranteeing flexibility, structural efficiency and an excellent cost-benefit ratio. SCM is a leader in the production of machines and systems, offering services to the woodworking industry since 1952. The central headquarters of the Swiss branch is in

Rothenburg, in the canton of Lucerne: a strategic position which means we can supply services across Switzerland rapidly and efficiently." Ott continues: "We give full support which covers each stage of the process, from professional consultation to sales, right up to a reliable customer-care service."

"Windor nt1 enables performing all of the essential operations of end-cutting, tenoning, drilling-routing and profiling regardless of construction concept, joint and section type" continues Ott. Furthermore, he adds: "The machine structure is completely enclosed in order to reduce noise to a minimum and ensure maximum safety for the operator." Kr si points out: "Using this angular machining centre, we have significantly optimised set-up costs for a wide range of different profiles compared to a CNC machine and the programming is faster."

The angular machining centres are designed to produce windows and doors, with one side for tenoning and another for profiling, positioned at 90 degrees from one another. Cutting-off, end-cutting, tenoning, drilling-routing can be executed on the tenoning side, while on the profiling side it is possible to perform internal and external profiling, glazing bead cut-off and storm proofing.

The solid structure of the tenoning carriage guarantees excellent accuracy during the processing of all types of tenon, straight and angled. No limits to profile execution: to meet all the profiling requirements, the machine can be fitted with two 50x320 mm spindles. Moreover, SCM touch screen **eye-M** console allows a comfortable easy navigation of the machine managing software, Next, with a simple and intuitive interface. Interaction with external software is also not a problem.

In addition to "windor nt 1" machining centre, the Swiss company also chose an

SCM "profiset 60". This is an automatic throughfeed moulder which can be equipped with up to 6 spindles. Daniel Ott points out the ease of use and safety of this technology solution: "The operator is facilitate to manage the machine's functions thanks to easily accessible controls". Feed rollers driven by gears box and cardan joints. The pneumatic working pressure on the feed rollers and the stepless speed adjustment from 5 to 25 m/min via inverter, ensure efficient feeding by maintaining superior finishing. The Easy Plus electronic control with the 7" LCD display, 16:9 format, simplifies the control of all the machine's functions.

The collaboration between K nitzer+Hofer AG and SCM is based on well-defined values: **flexibility, versatility, service assistance and a solid tradition**. Kr si concludes: "Thanks to SCM, we can rely on a unique technological partner for all our machining requirements, including drilling operations. I can say, in no uncertain terms, that SCM greatly exceeded our expectations!"

**Lothar Mayer for
HBS – HolzBaumarktschweiz magazine**



MéO, state-of-the-art windows and doors

MéO, the very first French manufacturer of wood-aluminium windows and doors, has always been an authority in this market, developing its offer and modernising its processes with high-productivity plants.

There are windows....and windows. Their style, size, profile and material may change but one thing is sure: windows and doors are increasingly becoming a more integral part of the interior-design project and develop to make room for the most modern construction techniques surrounding safety and energy and acoustic efficiency.

Customisation is rapidly becoming the keyword for those producing windows and doors, though reconciling the demands of flexible machining with those of high productivity is also extremely difficult. State-of-the-art technological solutions are required to stay abreast of market trends, speed up even small batch machining as well as keeping down costs and the waste of consumables and materials including in the production of highly personalised windows.

MéO, the number one French manufacturer of bespoke wood-aluminium windows and front doors for the last 40 years has succeeded with this challenge by staying clearly focused on the future. MéO is a company within the family group **Vendée LIEBOT** with 12 companies and with more than 3,600 employees in France and Europe. MéO's mission has always been to offer the most complete range of wood-aluminium windows and doors on the market: windows and French windows with frame, sliding glass doors, front doors, shaped fixtures, glass roofs and porches.

Its plant in **Cugand** is one of the most modern production units in Europe. The company uses high performance industrial machines to meet the market's very high technical demands with a global approach, close attention to the sustainability of materials and internal processes and a specialist team to design and satisfy the most complex requests. A business where artisan know-how and top-quality industrial performance blend together perfectly.

Their investments with SCM are clear to see. In 2012, MéO purchased a **"system 8" integrated line** which led to excellent results in terms of production volumes.

In 2021, it chose a second new high-automation line, the **"system 9"**, to increase production volumes by a further 60% as of 2025.

This new SCM line stands out for the rapidity in its setup change and the extreme flexibility in the management of work-pieces with different dimensions, allowing the manufacturing of **up to 200 complete windows per working shift**, even with medium-small batches.

As with all the SCM "systems", the integration of multiple machines enables to perform all the operations for producing win-

the operator.

This integrated line stands out with a productivity of **up to 6 pieces a minute** and it can manage pieces with length from 350 to 3100 mm, width from 35 to 130 mm and thickness from 35 to 100 mm..

It is also fully in line with the demands for a digital, connected and integrated production. The HMI **Maestro active watch software** manages the entire system and was designed to be easy to use and to import orders directly from the company management software. Thanks to **Maestro active**, the unified operator interface for all of SCM's technological solutions, the operator can control different machines very easily, with the great advantage of a unique, attractive and user-friendly look&feel.

Another SCM solution used by MéO is **"windorflex"**, automatic machining cell for the complete production of windows and doors which optimises production rhythms by maintaining high flexibility and excellent finishing. In more specific terms, the version found at the MéO plant has a double automatic worktable, each one with dedicated clamps for the constant holding of the work-pieces. It is possible to process **from 1 to 4 work-pieces in sequence**. The worktable modularity allows managing three work-piece lengths: 3500, 4500, 6000 mm. The work-piece repositioning, from the internal side machining to the external one, is direct between the clamps, without needing additional devices, to ensure **excellent finish quality**.

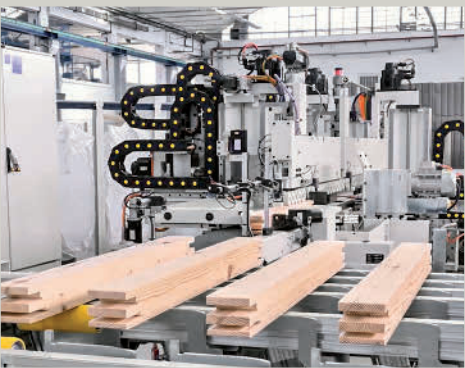
Another advantage is the **automatic work-pieces loading/unloading system** that enables the machine to work autonomously, without the continuous input of the operator: an anthropomorphous robot picks up the rough elements and unloads the finished work-pieces on special trolleys.

Thanks to **"windorflex"** and its **Maestro active windowor** control and programming software, nowadays, MéO can handle any request for windows and doors production. The French manufacturer's travels into the future continue by always guaranteeing their clients' comfort through high technology.

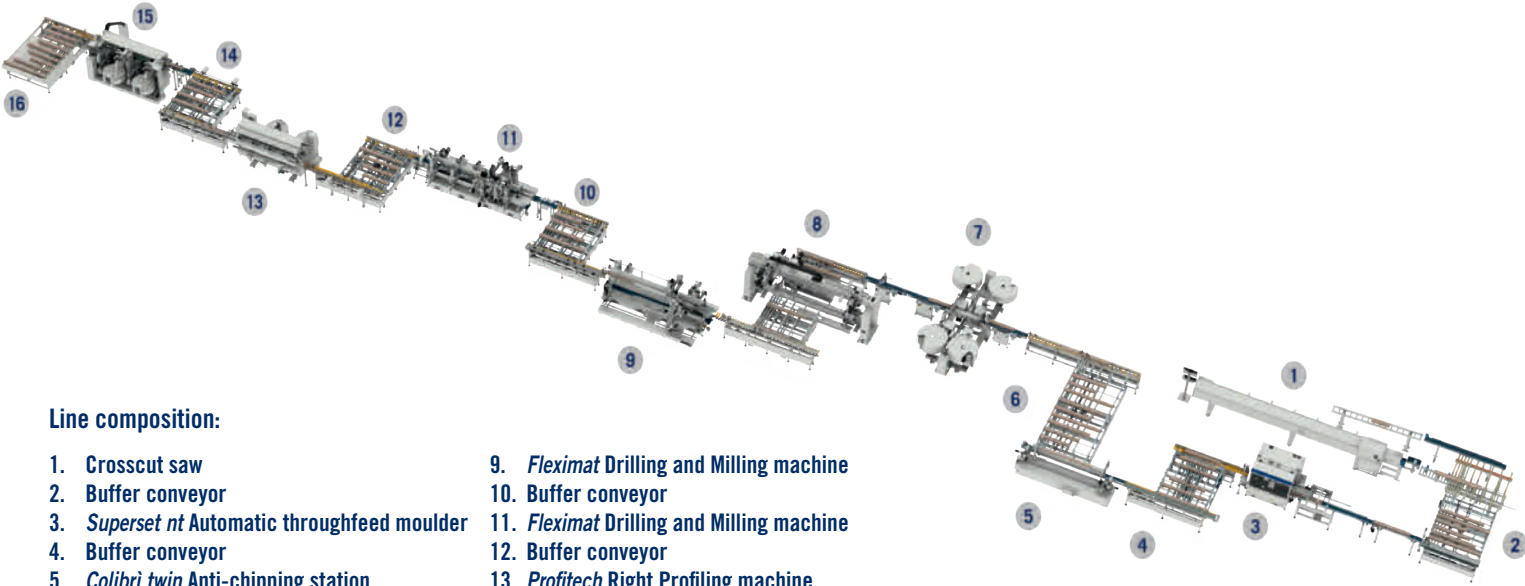
“ *This investment will allow us to double our woodworking capacity and thus accompany the company's growth for the next few years, improving the quality of production and productivity* ”
Franck Rostand,
 General Manager of MéO

doors frame: planing with the **"superset nt"** throughfeed moulder, tenoning with the new **"celaschi action"**, drilling and routing with the **"fleximat"** machining centre and profiling on both right and left sides with two **"profitech"** machines.

The new **"celaschi action"** double-sided tenoning machine, the beating heart of the "system 9" line, allows simultaneous tenoning of two elements of different lengths, widths and thicknesses, exploiting the principle of machining with the motors moving when the pieces are stationary. Among the plus points is a high degree of flexibility in the production of tenons, thanks to the presence of 4 electrospindles, each of which is served by a 6-position tool changer. It is thus possible to produce **from 30 to 48 different tenons** without any intervention by



From left, two details of machines composing “system 9” line, “fleximat” and “celaschi action”, and the double worktable of “windorflex” automatic machining cell.



Line composition:

1. Crosscut saw
2. Buffer conveyor
3. Superset nt Automatic throughfeed moulder
4. Buffer conveyor
5. Colibri twin Anti-chipping station
6. Buffer conveyor
7. Celaschi action Tenoning machine
8. Celaschi multidrill Drilling machine
9. Fleximat Drilling and Milling machine
10. Buffer conveyor
11. Fleximat Drilling and Milling machine
12. Buffer conveyor
13. Profitech Right Profiling machine
14. Buffer conveyor
15. Profitech Left Profiling machine
16. Unloading station

Specialists in wooden windows and doors

Modesti Joinery, based in Corato, Bari, has been crafting high-quality wooden products for generations. The company was founded in 1920 by master cabinetmaker Luigi Modesti and later passed down to Cavaliere Armando Modesti, who significantly expanded its operations in the 1970s. Under his leadership, the business grew to include the production of windows, doors, wainscoting and custom furniture. Today, Modesti Joinery continues to innovate with the help of advanced SCM technology, including the cutting-edge “windorflex” machining cell, which allows for the complete production of window and door frames.

Located along Strada Provinciale 231, just outside Bari, the industrial landscape is framed by stretches of olive trees. This is where **Modesti Srl** brings its century-old craftsmanship to life. During our visit, we met **Luigi Francesco Modesti** and his father, **Armando Modesti**, whose entrepreneurial spirit drives the company forward. Armando, a recipient of the Order of Merit for Work, has overseen the company's registration with the Chamber of Commerce for 50 years - though its history stretches back an impressive 105 years.

Stepping into the workshop, the rich scent of wood fills the air, a reminder of the company's deep roots in Italian craftsmanship. As we listen to the story of this family-run business, we learn how it evolved into a leader in the windows and doors industry, particularly in the 1990s under Luigi Francesco Modesti—the third-generation craftsman who carries the name of his grandfather and company founder.

“We are proud of our origins in Italy - starts off Luigi Modesti - and especially in the South. We mainly work with a high-end clientele which appreciates the product, with select construction companies, we collaborate with architects and the Public Administration and we also work through multi-firm reps spread across a number of areas”.

What is your masterpiece?

“Our strong point is the fact that we can do everything: if they ask us for the Chippendale style, for example, we can reproduce it”.

“For a castle in Normandy, we reproduced antique windows - Cavaliere Armando Modesti proudly adds - working with the French fine arts, bringing together art and technology: 27 small towers, all curved on the layout. We are also creating portholes by working with great satisfaction on the new SCM “windorflex” machining cell. The order invol-

ved reproducing the historical design; the original pieces slotted in and framed, which in section we improved with double-glazing and double seal to make them perform better from a functional point of view and, therefore, in line with current legislation. There were also some double-arched windows, all refinished internally with the wainscoting provided and we even created convex windows in the layout with double glazing. During the inspection in 2018 (the owner was French), we were aware that one of our competitors was the joinery company that had renovated all the windows at the Elysee Palace, but in the end they chose us! We have always gone ahead one order after another, trying to evolve from the after-war years onwards, working door to door, client by client, and we gradually started to expand and specialise”.

You are now the “specialist in wooden windows and doors”!

“Yes, nowadays we are definitely sought after because we produce everything to do with the world of windows and doors. So many orders are linked to restoration, the recovery of historical homes or public works. For example, we are currently restoring the port house in Bari and we are reproducing the original design of the windows and doors by respecting their original morphology while improving performance”.

Where is your product placed on the market?

“We have worked in Poland, Luxembourg, Albania, even though foreign markets are not our core business. What interests us is the entity of the project: in the case of orders for 700 doors and windows we will also take into consideration distant markets. We also give priority to the quality of the work which is requested of us, because we are

focusing on a high target. The public sector currently covers 20% of our turnover: fortunately, all the historical buildings still use wood!”

What relevance does technology play in machining your products?

“It is essential! Already a few years ago, we acquired an SCM Celaschi double squaring machine that we still use because at that time we worked on so many work sites and with this machine it was possible to meet the high productivity needs, even of four thousand pieces in eight hours.

After Covid, we decided to purchase a system: initially we thought of a copier, then after we'd visited SCM in Rimini, at the start of 2022, we happily accepted their proposal. I have to point out that they helped us in every way and delivered right on time. And this is why we decided to aim for the best and we revolutionised the entire production department at the company to allow the ‘windorflex’ to join us on 14 November 2022”.

What updates were required in the production layout with the purchase of this cell? What advantages did you encounter?

“Compared to the previous system, nowadays, we save on five stages. Previously, we worked in sequence using work islands: cutting, throughfeed moulder, squaring, sanding and a painting system, so much so that bottle necks used to form. Now, we go full ahead and reduce the costs a little in order to come closer to those of PVC which are based on a standard industrial process with just a few steps and a significant profit margin. Nowadays, with the ‘windorflex’, we can please the architects, technicians and we can genuinely do everything, as long as we have the equipment!”.



Each project starts out in the technical department led by the construction engineer, Silvio Piccarreta.

“We have been working in Industry 4.0 for some time now, even if we are in the position to take the next step; this means that the machines are all interconnected and linked to exchange data”.

Are you also an admirer of the “windorflex” machining cell?

“I was already favourable because I had already had experience with SCM’s Celaschi machine for which I provided the worksheets to the guys in the department. They would manually bring the piece and go into the machine, but manually, so with the metre and fixed metre. Now it is all interconnected. I experienced this evolution both from a level of product quality, productivity and flexibility!”.

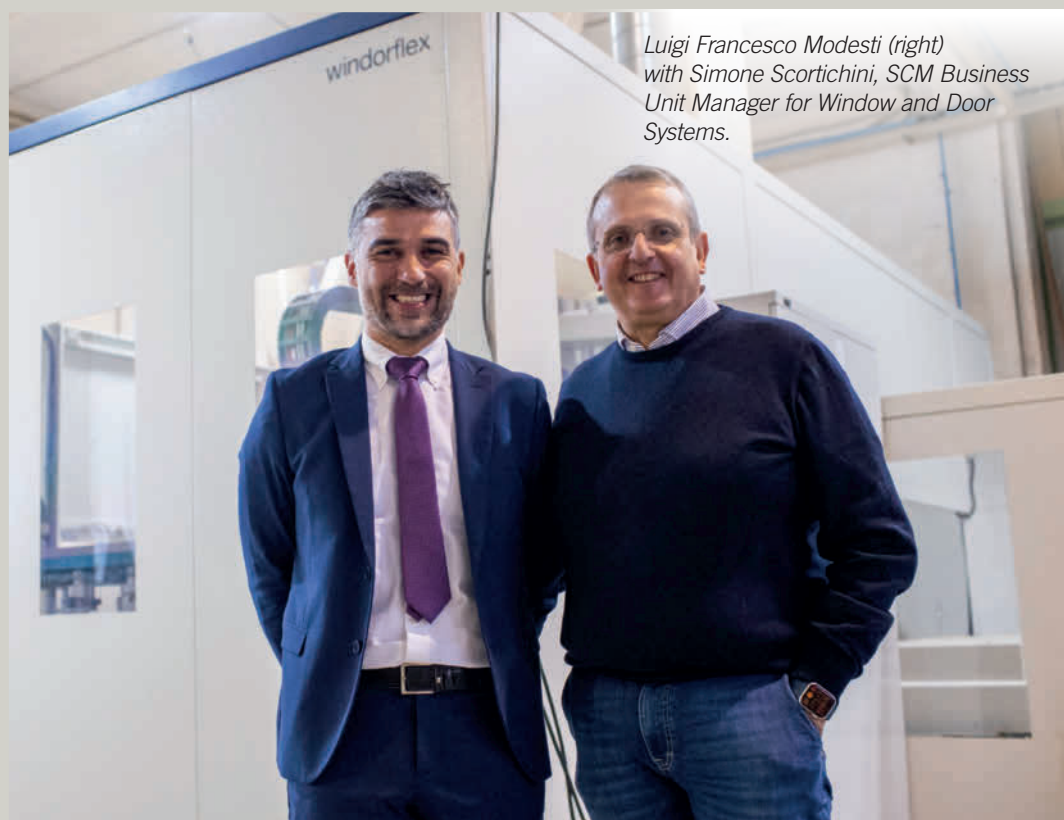
The full article by Sonia Maritan in the Struttura Legno magazine

“ ***Today, we have achieved a significant result, we are pleased and we want to keep up the quality. We will remain coherent with the decision to make natural wood windows.*** ”

Luigi Francesco Modesti



WATCH THE VIDEO

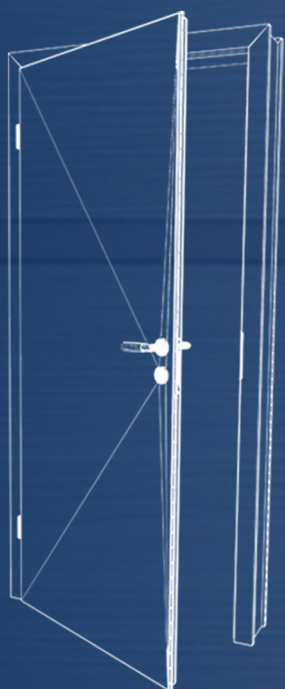


Luigi Francesco Modesti (right) with Simone Scortichini, SCM Business Unit Manager for Window and Door Systems.

Case studies

DOORS

Strong machining flexibility for a product which is increasingly bespoke and with ever more rigorous quality standards that further complicate the processes. Soundproof doors, fire doors, radiation-resistant doors or ones which stand out for their considerable size and weight...How is it possible to guarantee a diverse offering while keeping efficiency levels high? The following key figures have opened the doors to the future of technology.



BARAUSSE

GRUPO VALCO

TÜRENFABRIK SAFENWIL



Case studies

BARAUSSE - Italy



Advanced technology opens up multiple, new and unexpected applications

Barausse is a classic example of Made in Italy excellence that manufactures interior doors, wall panelling and partitions in the industrial Northeast of the country. Its meticulous attention to detail, high level of customisation and quest for refined, innovative finishes have led the company to rely on SCM for edgebanding, sanding and pressing solutions.

Barausse, a family-run Veneto company, founded in 1967 and specialised in the manufacture of **interior doors, wall panelling and partitions**, has always founded its history and growth on three key concepts: style, wellbeing and functionality.

At the end of 2024, the company had achieved a turnover of 18 million euros, 70 percent of which came from worldwide exports, around 90 employees, and in 2025, it is still growing.

"We develop and present functional furnishing solutions for separating spaces that stand out for their prestigious materials, finishes and high aesthetic value," states the company CEO, Manuel Barausse. "Thanks to our advanced capacity for designing tailor-made products, our numerous fire door certifications and our over thirty years of experience in the contract field, we operate worldwide, creating projects for luxury hotels, public buildings and business and residential structures, including prestigious private homes. Our finishes stand out for their meticulous choice of materials, their refined workmanship and the sensations they provoke. All in the name of beauty, sustainability and craftsmanship."

From the smallest project to the largest order, the keyword is **customisation**. *"Product customisation," continues Barausse, "undoubtedly plays a highly critical role in the implementation of any project, because it involves engaging a technical department, obtaining new certifications - where required - and forming new and updated procurement systems."* Despite this, the company has succeeded in standing out in the market. *"Our goal is to offer pioneering solutions that always satisfy our customers. This is why we have made our finishes the jewel in our crown."*

Craftsmanship, care and continuous industrial research

If the values of customisation, style and refinement guide the company's product development, all its decisions focus on innovation, efficiency and productivity. Barausse has always been firmly committed to keeping its production processes upgraded in order to optimise cycle times and high-end product quality, and maintain a constant focus on sustainability.

Barausse has invested in multiple SCM solutions for decades. The door production process begins with a **"sergiani las"** press that guarantees high production performance (approximately one door every 20 seconds). It then continues with a **"stefani" squaring and edgebanding line** featuring automatic **"mahros"** loading and unloading systems. This highly flexible line allows several stacks with different panel sizes and profiles to be loaded. The supervisor manages the different processes automatically via a bar code reader.

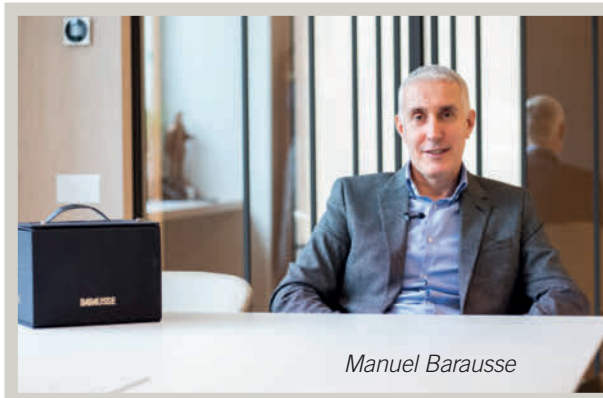
More recently, following the expansion of the Barausse product range, another complementary **"stefani md"** edgebanding solution has been added. This machine is specifically designed to produce wall panels and partition elements. It is more focused on the just-in-time production of small batches and combines the benefits of advanced customisation and versatility with extreme efficiency thanks to the Fastback 21 automatic panel return system, that allows the workflow to be controlled by a single operator.

With its most recent acquisitions, the company has made another quantum leap that has expanded its target market and introduced multiple, new and unexpected applications. These are **two automatic "dmc system" sanders**. One was chosen to increase the level of quality of the end product, while

the other features **one of the latest patents registered by SCM for "dmc" - an exclusive laser engraving unit** that allows three-dimensional scoring and stylish, high-impact finishes to be created in a flow process. *"The laser technology of this sander," comments Manuel Barausse, "has allowed us to present solutions to the market that are even more exclusive and competitive. It has also paved the way to new collaborations with internationally renowned engineering and design studios for the creation of tailor-made products that will be used in forthcoming prestigious projects."*

The first highly original results were displayed by Barausse at the 2025 Salone del Mobile and clearly confirmed the ambition of this entrepreneurial company.

"We want to reach levels that others are not at yet. We want to become a leader in customisation, while maintaining our values and desire to evolve continuously. New projects are taking shape right now and we are proud to constantly embrace new challenges."



Manuel Barausse

The Natural Innovation of Grupo Valco

Grupo Valco manufactures 120,000 doors and 60,000 wardrobes each year, has over 80,000 square metres of factories and a vertical production from sawmills to the delivery of state-of-the-art solutions for residential and contract structures. Their connection with SCM and its Portuguese dealer Lignotec is long-standing and has been strategic in the choice of advanced technologies.

More than 66 years of activity that, generation after generation, has continued to draw inspiration from a passion for wood, respect for environment and a strong and constant innovative vision. These are the pillars of **Grupo Valco**, an entrepreneurial story that has always seen the Oliveira family at the helm, specialising in the production of doors and other solutions for residential, hospitality and commercial structures. As the CEO of Grupo Valco, **Rui Oliveira**, explains, an average of **120,000 doors and 60,000 wardrobes** are produced each year, and that's not all because the company is also involved in primary wood processing, with an annual production capacity of **26,000 tonnes** of maritime pine logs coming mainly from forests located in the heart of Portugal, where the company has its roots. It was Rui Oliveira's father, **Gabriel**, who founded Grupo Valco in 1958, starting with a small carpentry workshop. "Over the decades, we have evolved to become suppliers to large multinational construction companies such as Mota-Engil, Teixeira Duarte, Casais, A Santos...", says Rui Oliveira. "Doors represent about 40 per cent of our production, furniture another 40 per cent, while the rest is divided between the sale of panel coatings and Portuguese maritime pine wood. We sell mainly in Portugal and export to more than 34 countries, like Spain, Morocco, Cape Verde, Angola, Mozambique and Israel'.

Today, at Rui's side are his wife and sons, together with **160 employees**. The two plants boast a total production area of about **80,000 square metres** and the adoption of advanced technology has always been a constant for the group's growth.

"What has helped us progress over time is the **collaboration with SCM and its Portuguese dealer Lignotec**, who have been able to advise us on the technological solutions best suited to our needs. Machines that allow us to offer highly customised and higher quality production".

Grupo Valco relies on **a dozen SCM solutions between machines and systems**, capable of covering every production requirement of doors and wardrobes: Celaschi profiling and squaring machines, Gabbiani panel sizing machines with Flexstore automatic storage, Morbidelli CNC machining centres, Stefani edgebanding machines, Dmc sanding and calibrating machines, Sergiani presses, etc.

The most recent purchases are highly automated solutions for door production. We see in action a "stefani flex" squaring edgebanding line equipped with an automatic

“SCM has enormous potential for us thanks to the quality of its products, innovation and the diversity of the ranges that make up its offer.”

Rui Oliveira

workpiece return roller conveyor and served by two "mahros brush" stations for automatic loading and unloading, which can process doors weighing up to 120 kg. In the feeding stacking station, all the doors are identified by an **Rfid** (radio-frequency identification) **device**, which makes it possible to automatically detect all information relating to the production of each specific piece thanks to the insertion on it of a chip connected to the company manufacturing execution system.

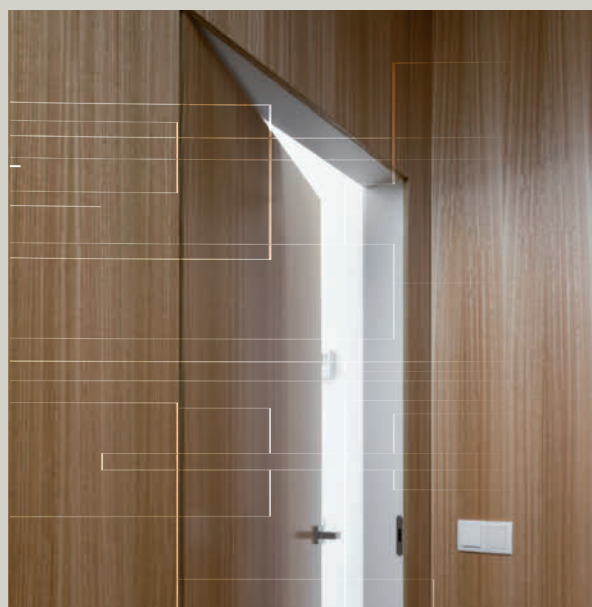
The second solution is **a drilling, routing and edgebanding cell** with a 'morbidelli p800' cnc machining centre served by a **7-axis robot** for loading, handling and unloading, and complete with a supervising system to control the entire cell. Here too, the loaded doors are identified by the **Rfid system** before passing to the 'morbidelli p800' for all the necessary operations.

Once the first upper side of the door has been machined, the robot can pick it up, return it to the centring device and then pick it up and place it back on the cnc machining centre, 180 degrees tilted. The robot takes care of unloading the doors or, in the case of slots execution, removes any off-cuts generated and then returns the doors to the cnc machining centre to continue the remaining machining operations.

Rui Oliveira says he appreciates **the high flexibility and processing quality** of both SCM automated systems. "Thanks to these solutions, we can machine doors and cabinets with 'batch 1' processes with great efficiency. Thanks to the Rfid systems for reading and identifying the parts and the integrated supervision software, these lines are connected with our company manufacturing execution system and we can automate and optimise the processes even more by having all the order and production data available. The 'stefani' line offers us significant advantages, allowing us to be faster and achieve high levels of customisation for doors that for the most part have very precise technical characteristics, such as soundproof doors, fireproof doors, and doors resistant to radiation, mainly applied in the hospital and residential sectors. The 'morbidelli p800' cell is also extremely flexible, and the possibility of servicing it with a robot allows us to achieve above-average performance".

The Portuguese company is a true example of an evolved and intelligent manufacturing company, where innovative processes and digital transformation are real distinctive pluses compared to competitors.

Grupo Valco is not stopping and already has the next steps in mind to grow further. "Today we have the in-house capacity to produce all the elements of a building: doors, wardrobes, skirting boards, bathroom furniture... - concludes Oliveira - Our next step will be to include the production of kitchens to increase turnover by 20 per cent".



The Oliveira family at the helm of Grupo Valco.

WATCH THE VIDEO



Below, some pictures of the engineering solutions provided by SCM.



Sustainable, quality doors that cut down on time

Türenfabrik Safenwil AG, in Aargau, manufactures practical, fireproof and safety doors for inside and outside which are machined on modern machinery down to the finest detail. The CEO, Christof Lutz sums up the company's objective as follows: "We aim to be the fastest door supplier in Switzerland". Together with SCM they are about to achieve this...

The visit to the Safenwil headquarters, in the Aargau canton was incredible. The initial impression was one of a full range of very different doors, with a wide selection of hardware on demand. As **Beat Liechti**, head of the CNC team at Türenfabrik Safenwil told us, this Swiss company takes care of every detail: *"We also enhance the door surfaces according to our client's brief, with paint, quality veneering in real wood or coloured coatings in synthetic resin"*.

The right-hand man for joiners' production

Türenfabrik Safenwil boasts an experience in the fire prevention sector spanning many years and is constantly developing new combinations with door parts of one or two wings. Special versions with glass inserts, different kinds of hinges and locks, wiring passages and built-in door closers are standard.

The company offers **bespoke sizes** based on complete standard programmes or specific customer demands, all done **quickly and with different levels of production autonomy**. *"We consider ourselves the right-hand man for joiners' production and, with our 34 co-workers from eight different countries, we focus on a high standard of added value"*, **Christof Lutz** points out. *"The SWISS Label brand and its crossbow symbol, identifying Swiss products that respect certain quality criteria, distinguish all our range and are synonymous with values which generate trust, such as quality, security, reliability and practicality. On the subject of which, we can confirm that at least 70% of the creation value takes place in Switzerland"*.

Values shared by a partnership

Türenfabrik Safenwil has been a registered

partner of the Forest Stewardship Council (FSC) since 2018. All FSC products must contain a certain amount of FSC certified wood or recycled material. This helps promote responsible management of forests.

"Quality, safety, reliability and sustainability are values which can also be applied to our partners. As well as the high added value, these factors have also encouraged us to purchase a new SCM CNC machining centre" says Christof Lutz.

"Sharing these values unites us and lies at the heart of our commercial relationship" adds **Uwe Breidert**, sales engineer for SCM Schweiz. *"Without forgetting the human factor. "Despite digitalisation and automation, this is a key resource for us", explains Beat Liechti. "Our workers feel appreciated thanks to a company management focusing on the future and the presence of technologically state-of-the-art machines. This makes our company appealing, allowing us to successfully combat a possible shortage of skilled manpower."*

Easy to use and flexible

More than two years ago, Türenfabrik Safenwil fully embraced automation. *"We embarked along this path with SCM's "accord 500" CNC machining centre and we have never regretted it for a minute"* says Beat Liechti. *"The main factors for us have been how easy it is to use, the simple data connection (ERP) and the high level of flexibility. The possibility of purchasing a single model and the good price/performance ratio were also determining factors in the decision to purchase."*

Flexibility and innovation

The "accord 500" machining centre combines compactness, ease of use and a high level of technology for manufacturing doors,

windows, stairs and solid wood elements. It is fast and accurate, even for very complex machining jobs, thanks to the **new KPX 5-axis machining head** with 17 kW electro-spindle which increases the boring speed to over 15 m/min. **Maestro power TMS** is an exclusive innovation to handle tools in the **Caddy 35** built-in magazine. Thanks to this software, the operator can manage **up to 102 tools** with maximum efficiency. Based on specific objectives, such as how to maximise the number of tools loaded onto the machine, Maestro power TMS indicates the ideal position in the magazine. Furthermore, it offers the opportunity to arrange the tools based on the scheduled machining programmes, reducing movements to a minimum and speeding up operations. This approach not only simplifies tool management but also means the operator saves time and resources, improving the overall efficiency of the production process.

“

We are currently designing a new building and, as a result, expanding our company in Oftringen. The new 'accord 500' cnc is the first stage of this investment.

”



From left: Christof Lutz, Manuel Siegenthaler, and Beat Liechti of Türenfabrik Safenwil with SCM Schweiz Sales Engineer Uwe Breidert.

Future-orientated and sustainable

A sustainable and future-orientated company management is not a contradiction in terms either for Türenfabrik Safenwil or for SCM. Quite the opposite. "We are currently designing a new building and, as a result, expanding our company in Oftringen. The new 'accord 500' cnc is the first stage of this investment", explains Christof Lutz with satisfaction. "As SCM Group's direct branch based in Rothenburg, Lucerne, we can provide quick, efficient service care to Swiss clients. Since 1952, SCM has been a world-leading manufacturer of machinery and systems, and a service-provider for the woodworking industry. With three main plants

in Italy, an annual production of over 20,000 machines and the most extensive range of products in the industry, the group has the most impressive distribution network and an excellent customer assistance service. This makes us a reliable partner for the wood-working industry of today and tomorrow", adds Uwe Breidert.

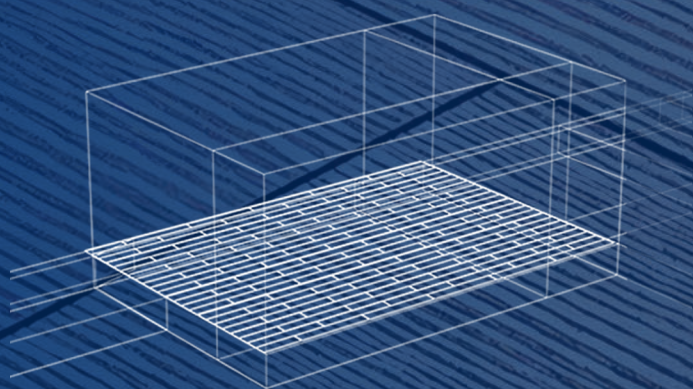
**Lothar Mayer for
HBS – HolzBaumarktSchweiz magazine**



Case studies

FLOORING

Technological innovation and environmental sustainability lie at the heart of the exclusive parquet floors described in this section. Stories with their roots in a deep commitment to artisan quality, but which have evolved alongside the machines, plants and the SCM team's experience to achieve maximum perfection and efficiency.



PUCHEGGER U. JILG

Experts in “waterproof” parquet with an eye to future

Puchegger u. Jilg is a leader in the production of parquet floor and has made a name for itself with its line of fully waterproof wooden floors. In order to improve the quality of their products, they chose a “celaschi tm40” profiling machine and a “dmc system” wide belt sander.

A top-quality artisan product manufactured using natural and renewable raw materials, all fully *Made in Austria*. **Sonnberg Parkett** is the brand which, since 2000, has made a name for the wooden floors produced by the company, **Puchegger u. Jilg**.

A story which starts in the charming town of **Wiener Neustadt**, south of Vienna and has its roots in artisan craftsmanship thanks to the initiative and experience of the joiner, **Alfred Puchegger**. He founded the company in 1999 and he still heads it to this day together with his brother Christoph, like him, a qualified joiner and their partner **Helmut Jilg**.

A story which starts in the charming town of Wiener Neustadt, south of Vienna and has its roots in artisan craftsmanship thanks to the initiative and experience of the joiner, Alfred Puchegger. He founded the company in 1999 and he still heads it to this day together with his brother Christoph, like him, a qualified joiner and their partner Helmut Jilg.

The teamwork was done by Puchegger u. Jilg is a leading company in the Austrian market and highly specialised not only in the production of wooden floors for interiors, terraces and gardens, but also cladding for staircases, doors, underfloor heating systems as well as care products for parquet. *“We manufacture and lay the parquet by following **all the rules for a 100% artisan product** - they tell us -. At our plant in Wiener Neustadt, we have more than 70 employees who, with their skills, expertise and commitment, provide top quality performance levels every day to ensure our clients are completely satisfied”.*

The range of services spans from consulting to design to the creation of top-quality products, right up to delivery and on-site assembly. Over the years, the company has expanded its working range, handling every aspect of wooden flooring and becoming a **unique and highly specialised industry supplier** for their clients. *“Our floors are produced with a multi-layer” structure of soft wood, an easy-to-install Click system and a quality wood cladding”* explains the partners, adding that their production is also highly bespoke, with numerous surface design options.

Their **research and development work**, carried out by an internal team, **is also fundamental**. A continuous schedule of innovation which also lead to the creation of an exclusive brand like **marinaflexx®**. *“Our R&D team developed the only pre-finished waterproof parquet floor and with no joins for wet, damp areas like bathrooms and kitchens. This parquet is also entirely manufactured by our team. It is made of sustainable materials and is easy to install because it leaves the factory ready to be laid”.*

The secret of this special flooring, as with all the Sonnberg Parkett range, lies in the technological innovation at the heart of its production which uses two SCM machines.

Three years ago, Puchegger u. Jilg purchased a profiling machine, the **“celaschi tm40”** designed to offer maximum precision and manufacturing quality while profiling, squaring and tenoning. Thanks to this highly flexible solution, it is possible to use a single machine for lengthwise and crosswise profiling of multilayer parquet with male and female profile. The boards are processed on

each side by two scoring units and two profiling units. During crosswise processing, the pieces are semi-automatically loaded through a hopper feeder. During lengthwise processing, feeding is executed manually. In both cases, the pieces are manually unloaded. The model also benefits from the advantages of **Maestro active square** software with Human-Machine-Interface for an efficient use, while still being simple and immediate.

For calibrating and sanding, the company chose a **“dmc system” wide belt sander** which proved perfect for the special configuration of marinaflexx® parquet floors. In order to make these floors 100% “waterproof”, and suitable for boats, jetties and swimming pools, Puchegger u. Jilg applies an internally produced resin onto the board grooves which creates a waterproof coating. The main challenge faced by the company was to efficiently sand the parquet after applying this resin, which can reach a considerable thickness of 2-3 mm. The dmc system has been the ideal solution, capable of calibrating and sanding the material with the integration of a planer machining unit and traditional machining units with abrasive sanding belt. This combination guarantees a maximum level of finish and plenty of material removal up to 3 mm, required to fully remove excess resin from the surface, ensuring an even, high-quality finish on wood products.

The versatility of **Maestro active sand** interface made it easy to customise the dmc system’s machining parameters to adapt to the company’s specific needs, offering considerable improvement in the overall productivity.



Alfred Puchegger.
Below, some images of the
“dmc system” wide belt
sander and the “celaschi tm40”
profiling machine.

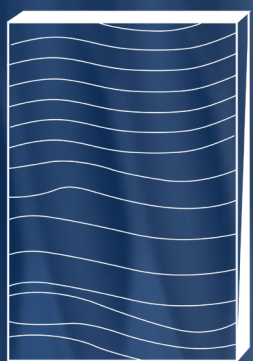
WATCH THE VIDEO



Case studies

SURFACE TREATMENT

Fully automatic or robotic spraying and painting lines and sanding machines which become flexible abrasive solutions for an extensive range of finishes. From furnishings to doors up to design joinery, the combination of SCM and Superfici state-of-the-art solutions for pre-treatment and finishing ensure aesthetically pleasing, fashionable finishes to satisfy the most recent demands in terms of design.



DECORE-ATIVE SPECIALTIES

F.LLI CASARI JOINERY WORKSHOP

Case studies

DECORE-ATIVE SPECIALTIES - Usa



Some pictures of kitchens made with the finishing processes of Decore-ative Specialties. Below one of the “dmc system” sanding solutions selected by the company and a detail of the Superfici line.

WATCH THE VIDEO



**We chose
SCM and
Superfici**

because our relationship with their Sales and Management team is great. People buy from people they like and trust and SCM and Superfici both have great people!

Todd Shapiro



With Decore-active Specialties, high quality extends coast to coast

The US company has been manufacturing top quality and custom cabinet components for almost 60 years. Finishing is decisive in meeting the most challenging customers' needs, this is the reason why they purchased the latest technologies from Superfici and SCM.

Founded in 1965, **Decore-active Specialties** is a manufacturer providing custom cabinet components to the kitchen, bath, closet, garage, office, remodeling, refacing, healthcare, and multi-family housing industries. Product offering includes RTA (ready-to-assemble) cabinets, doors, drawer fronts, drawer boxes, moldings, accessories, finishing, and hardware that are manufactured in wood, plywood, 3D laminate, and melamine. Headquartered in Monrovia, California, they operate manufacturing facilities in Irwindale, California, and Monroe, North Carolina.

Decore-active Specialties offer Solvent-Based finishing to meet every customer's needs. "Our goal – as explained by **Todd Shapiro**, Vice President - is to bring the highest level of quality, service, and innovation to each option we offer as we come alongside cabinetmakers nationwide to make beautiful spaces for living and working. Our Solvent-Based finishing allows customers to order their products finished with paint, primer for painting, clear topcoat, or spray-to-color stains.

After placing their Solvent-Based order, we can arrange to ship a **COLORFIRMATION®** sample block of the color we are producing. This provides the security customers expect when choosing a finish color".

According to Decore-active Specialties, technology innovation is strategic to guarantee efficient processes and high-quality products. This is the reason why they chose a **Superfici finishing line** including a sanding conveyor downdraft table, a panel cleaner, a panel pre-heat, a paper belt spray cabin and a U-Shaped dry line. The line also has a Superfici integrated three component mixing station. "This system works great!", comments Todd. "This line is an improvement over hand spray for several reasons: coating is applied evenly on the face and edge of every part and is always dry as it

exits the line, the quality of the enclosed system is better and guarantees less 'trash' in the finish, chemical mixing of the base and catalyst and thinners are consistent every time". Automation is also appreciated: "Hard jobs are made easier: our machine operators are relieved from hard labor of hand spraying and material handling and are able to spend time looking at quality and inspecting parts".

Decore-active also has **two sanding lines** for doors and face frames production with several of **SCM's "dmc" sanders** in each line. Almost all of them are the latest **"dmc system"** models. Other "dmc" sanders are off the line, including an old planer machine that will also be replaced by a large "dmc system".

"We have purchased multiple 'dmc sanding lines for both East and West Coast operations and one of the main decisions to purchase them is because of the **new orbital sanders** – adds Todd -. Dmc sanders are unique to the industry. Cross grain sanding removal is critical to the US market, our customers expect the cross grain to be removed on both the face and back of the cabinet doors and for these reasons the 'dmc sanders are very effective. The newer 'dmc' models prove to be extremely reliable and easy to train new operators how to safely operate the equipment. Furthermore, the new lines all have the latest safety upgrades – both electronic and mechanical, including see-thru glass side doors and LED lighting. Both are a big improvement for sanding machines".

According to Todd, Superfici and SCM are the best technology partners. "We choose to continue to do business with SCM and Superfici because our relationship with their Sales and Management team is great. People buy from people they like and trust and SCM and Superfici both have great people!". That's not all. Todd also comments: "SCM always has leading-edge technology for our industry and Spare Parts and Service are

outstanding! Part fulfillment is consistently good too, even on older machines".

The **quality of after-sales technical support** is a further highlight in the partnership with Superfici and SCM. "This is an area where we feel the entire Scm Group does a nice job. They always 'take care of business' and stay with us all the way to completion. They have a great team of experienced people that always help us to a solution!".

With such a reliable partner at its side, Decore-active Specialties looks forward with a future-proof vision. Digital transformation and Industry 4.0 are topics that the company is focused on. "We do have a newer line that is fully integrated with our manufacturing data. This allows the operator to scan a work order and the entire line of machines will set up specifically for an individual work order. We are also keeping an eye on the development of Industry 4.0 technologies. Although it's still in its infancy stage, I believe this will grow and will be an important consideration for high technology equipment purchases. We see many long-term advantages for making the investment of cloud-based data for our machine centers, such as the improvement of preventative and predictive maintenance and the use of productivity dashboards to help us increase the efficiency of our internal processes".

The "coast to coast" trip of Decore-active Specialties continues in the name of innovation.

A “dmc system” sanding machine with laser engraving unit offering unique finishes

The F.lli Casari Joinery Workshop, a family business that has been working passionately with wood for generations, represents the perfect balance between craftsmanship and innovation. The company, which celebrated its 45th anniversary last December, has embraced advanced technologies, such as the new “dmc system” sanding machine with laser engraving unit purchased from SCM.

Located on the outskirts of Rome, along the Braccianese, an area steeped in history with remnants of Roman villas and archaeological sites, F.lli Casari Joinery Workshop also looks to the future of furniture and design.

The company's legacy is a testament to the hard work and vision of its founder, **Mario Casari**, who began working in the joinery trade at just 12 years old.

After gaining experience in various companies, Mario established the F.lli Casari Joinery Workshop in 1979, and since then, the company has grown into a leader in producing high-end, bespoke furniture.

The Casari brothers - Gianni, Ernesto, and Mirko - were involved from the start, learning their father's trade firsthand.

“The first important order was for a villa in Rome” - they remember A string of other orders followed on from that, thanks to word of mouth”.

The company initially focused on the production of windows and doors, but gradually expanded into customized furniture and complete interior design projects. Today, F.lli Casari works closely with designers and architects, primarily serving the luxury market with bespoke, solid wood furniture that is renowned for its aesthetic appeal.

The company's dedication to providing a complete service, from technical design to production, is supported by a team of ten workers and the next generation of the Casari family - **Valentina**, an architect, and **Matteo** and **Nicolò** - who have become an integral part of the business.

As the demand for exclusive, bespoke products grew, the company recognized the

need for modernization to keep up with tighter deadlines and increased production demands. The Casari brothers saw technological innovation as the solution and turned to **SCM** for their expertise in woodworking solutions. *“We chose SCM as our technological partner because they guarantee innovative solutions and because we can rely on excellent support when using this machinery”.*

After acquiring an edgebander and a **“gab-biani s95”** panel saw with a lifter to facilitate easy positioning of panels, the joinery workshop sought out the latest innovation from SCM: the **“dmc system”** sanding machine with laser engraving unit. *“We were looking for a solution which would allow us to achieve unique finishes, especially when machining cupboard doors, cladding and doors. For example, nowadays the brushed effects or three-dimensional scoring are very popular and to constantly achieve these patterns with the same level of quality and production efficiency, manual machining is no longer sufficient, not even for a skilled artisan company like ours. As soon as we learned about SCM's new sanding machine with laser engraving unit, we knew this technological innovation could elevate our production to new heights”.*

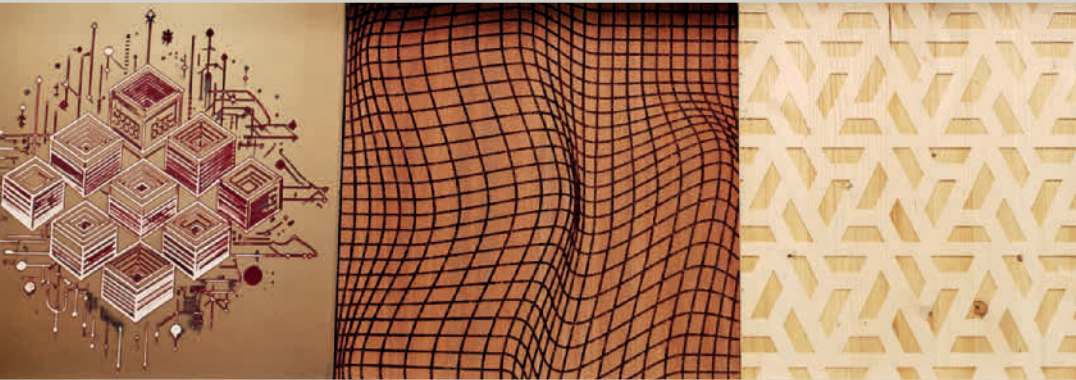
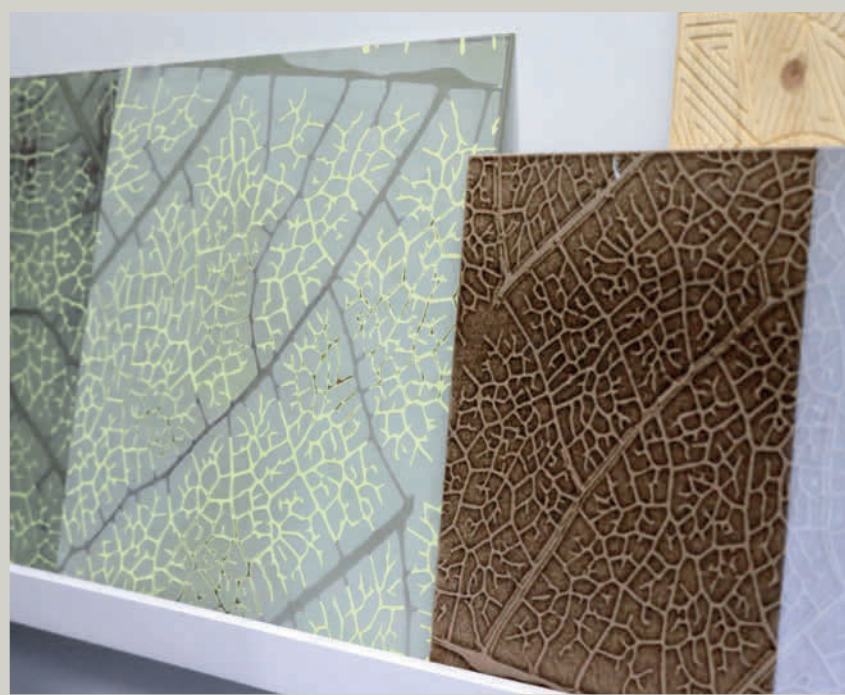
The Casari team had the opportunity to test the machine firsthand at SCM's **Surface Tech Lab** in Villa Verucchio, Rimini. Working alongside SCM's technicians, they discovered how the machine's laser unit could enhance the customisation of various materials, including veneered wood, MDF, and Corian. The machine's ease of use, facilitated by the **eye-M control panel**, made

programming and controlling the laser engraving unit's working parameters straightforward, allowing for precise and consistent results.

One of the first standout projects completed using this machine was a bespoke stand with 3D finishes for the **#B-CAD** event at the **Roma Convention Center**, a prominent gathering for design and construction professionals. The panels for the stand were machined at SCM's Villa Verucchio workshop, where the Casari team worked closely with **MamaDesign**, the architectural firm behind the design, as well as specialists such as **Verdure** for the lighting and **Le Tapisserie Armini** for the seating. The project showcased the Casari team's ability to meet demanding design specifications while delivering exceptional finishing results. Valentina Casari shared her excitement: *“We managed to achieve everything that was requested of us by the design firm, delivering a stunning finish that still felt natural. We were fully satisfied. We'd like to thank SCM for its invaluable support, especially Luca Bergantini (ed. formerly head of the Italian market), Fabrizio Pigato (Sanding product area manager) for the technical-commercial part and Gianfranco Marincola for the technical achievement stage. A great deal of interest was shown in that stand and those finishes, and we received many complements”.*

Text by Alessandra Leardini
Photos by Gianluca Gandini

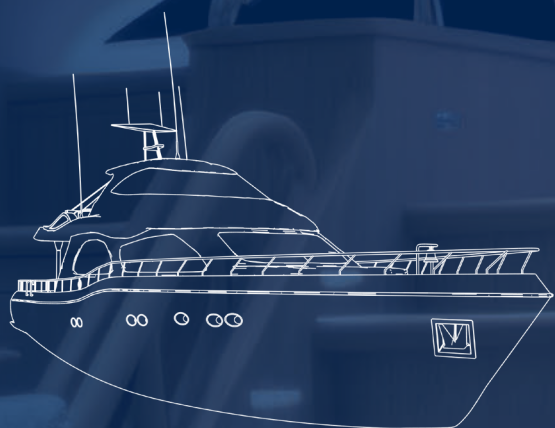
The “dmc system” sanding machine made its official debut at the F.lli Casari Joinery Workshop in Rome on 12 December, during the company’s 45th anniversary celebration. This milestone event allowed the Casari family to showcase their ongoing commitment to excellence and their desire to continually raise the bar to meet their clients’ dreams.



Case studies

NAUTICAL

High customisation and refined aesthetics, without forgetting functionality and comfort. The production of furniture and wooden elements for the yachting industry finds its strong point in high technology, with a special focus on surface treatment.



NEW TEAM



Navigating towards a new future in furnishings

In the thriving centre of the Italian nautical industry in La Spezia, we find New Team, a company that has made flexibility and attention to detail its mantra. Founded in 2004 as a small family-run joinery workshop, nowadays New Team can boast 150 employees across Europe and a turnover in excess of 7 million Euro, surfing across oceans and continents with its quality furnishings.

At the helm of New Team, a genuine fleet of talent, we find **Mauro De Vita**, an industry magnate who has managed to steer the company from the calm waters of the local market out into the tempestuous waves of the global landscape. His strategic vision and in-depth knowledge of the industry has allowed New Team to become a reliable partner for the most prestigious Italian and foreign naval boatyards, the most important names in Italy to foreign partners located in Germany and the Netherlands.

A close-knit and versatile crew

The beating heart of New Team is its team of 150 people, a close-knit and highly qualified group that works in harmony to produce top-quality products. Expert joiners, creative engineers and visionary designers work alongside one another to bring life to pieces of furniture, cladding and furnishing accessories which stand out for their elegance, practicality and attention to detail. The increasingly expert exchange of specialists comes from local universities (Faculty of Architecture in Genoa and the Faculty of Naval Engineering, nautical course, Nautical Engineering, both in La Spezia) with whom New Team has established excellent partnerships where they can welcome and nurture young professionals in the industry, from designers to architects.

A sea of opportunities

New Team does not just navigate the seas of the nautical industry. The company also provides services to the civil construction industry, producing bespoke furnishing for hotels, restaurants and luxury villas. The flexibility and ability to customise each project based around the client's needs are the strong points which allow New Team to stand apart from the competition even in the hotel and civil construction sector.

Technology at the service of craftsmanship

New Team has no fear of setting sail towards new horizons and embracing technological innovations. The company recently invested in 4.0 technologies with the **Superfici "mini plus p"**, sprayer, as well as boasting an already complete range of machines all of them provided by Scm Group like the **"morbideilli m100"** and **"morbideilli x200"** CNC machining centres, two **"olimpic k560"** edgebanders, a **"dmc"** sanding machine and a variety of traditional machines. These new technological solutions have allowed them to increase productivity, precision and the quality of products, while simultaneously guaranteeing an efficient, sustainable production process. Production was aided by the move to an ever more driven automation.

A key example was the recent purchase of a "mini plus p" from Superfici. The market offered painting machines mainly specialised in other sectors, like car bodywork, that were only moderately suited for machining wood. This led to a number of critical issues including: difficulty painting edges, a waste of paint and failure to replicate the process. The introduction of Superfici's "mini plus P" sprayer was a game changer for New Team, solving all the critical issues that the company had encountered but which, to a certain extent, are common to those working with manual sprayers.

The advantages which now elevate New Team's production to a higher level are:

- **Improved quality of artefacts:** Superfici's "mini plus p" can reach and perfectly paint even the edges of pieces, guaranteeing an impeccable and even finish.
- **Reduction of paint waste:** The machine uses paint in a precise and controlled

manner, reducing waste to a minimum and optimising costs.

- **Best process replication:** Superfici's "mini plus p" guarantees a precise and repeatable painting process with the guarantee of always obtaining even results.

In addition to these benefits, the Superfici "mini plus p" also brought about advantages such as improved safety for workers, reducing the exposure of workers to paint vapours and reducing operator fatigue, by easing the workload and increasing productivity.

Investing in the Superfici spray machine "proved, therefore, to be a success for New Team, contributing to better quality, efficiency and production process safety. The machine allowed the company to achieve new standards in quality and position itself as leader in the naval and civil furnishing sector.

A radiant future on the horizon

New Team looks to the future with optimism and ambition. The company is ready to take on new challenges and conquer new markets, always faithful to its founding values: the passion for craftsmanship, attention to detail and a focus on the client's needs.

A captivating journey through tradition and innovation

The story of New Team is a captivating journey through tradition and innovation, an example of how Italian craftsmanship can evolve and adapt to new market demands. A company who made flexibility and quality its creed, becoming a benchmark in the naval and civil construction furnishing sector.



WATCH THE VIDEO



***New Team
looks to the future
with optimism
and ambition.***

Mauro De Vita





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