

# The NEY NEWS



The NEY Newsletter Issue 26 October 2017

## Comment by Gerd Ney



Dear Customer,

### Sterling Devaluation and its Impact on Business.

We and all our counterparts pay the majority of our suppliers in Euros. The fall in Sterling makes our imports dearer. Unfortunately, we can no longer afford to absorb the increased costs and have reluctantly had to pass these onto our customers. Although we are displeased about this; it's unavoidable. It is wishful thinking that the pound will recover. The currency reflects the political economic situation of Great Britain and the level of Euro-Pound reaching 1:1 is a strong possibility.

As a side note, if you are considering investments I can confidently say that this is still the right time to move forwards and invest because prices of imported machines and consumables will certainly increase. It is ironically meant but it is true: Customers who have invested in new machinery over the last couple of years are now reaping the rewards due to the fact that their purchases have cost them 20% less than they would in today's market.

There are increasing concerns about the medium-term outlook for the economy; inflation reduces people's spending power. When it comes to the daily expenses, buying furniture is not a priority and in turn this reflects on our customer's ability to sell into the current market. The Brexit outcome is nowhere near clear or decided and the U.K. economy is in real danger of "falling off a cliff".

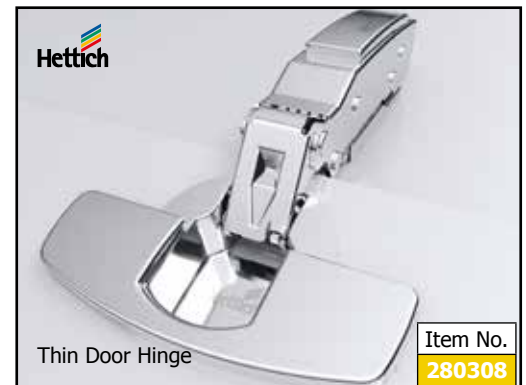
As well as improving NEY in-house operations from a software perspective, we are physically restructuring the way we use our buildings to improve levels of efficiency. This will mean a quicker turnaround time in processing orders. Inevitably, there will be a considerable amount of upheaval for a short period of time. To avoid any disruption to customer service we have decided, for the first time in 15 years, to postpone our In-House autumn show.

In 2012 we had a fire that destroyed our factory. A major project that was put-on-hold due to this unfortunate event was the introduction of e-commerce; an on-line ordering system with live stock availability. This is now at the forefront of our future plans.

Many of our customers have been to visit us at NEY Coventry and they have witnessed practical demonstrations of machines and also taken the opportunity to discuss the costs and efficiencies of the machines and products we offer. During the re-structuring process our customers are very welcome to visit us and we will endeavour to assist in all matters. We look forward to welcoming you all in the spring with a new improved version of ourselves.

Gerd Ney  
Chairman

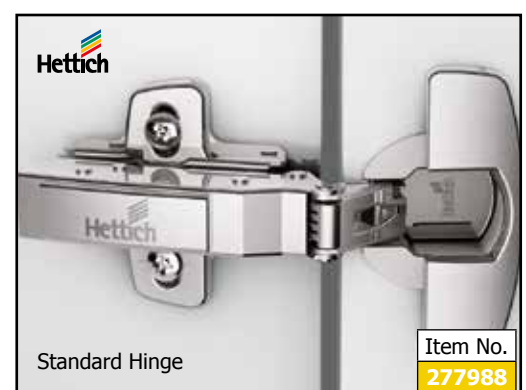
## NEW THIN DOOR HINGE German quality you can trust



**The only hinge range covering 10mm - 32mm thickness with integrated soft close system!**

The Hettich Sensys Hinge range has a new member of the team, the award winning Thin Door Hinge. The only integrated soft close hinge that can be used on a 10mm thick Door.

With a Sensys hinge you now have a soft close hinge solution for any door from 10mm – 32mm thick without having to add an UNSIGHTLY soft close damper.



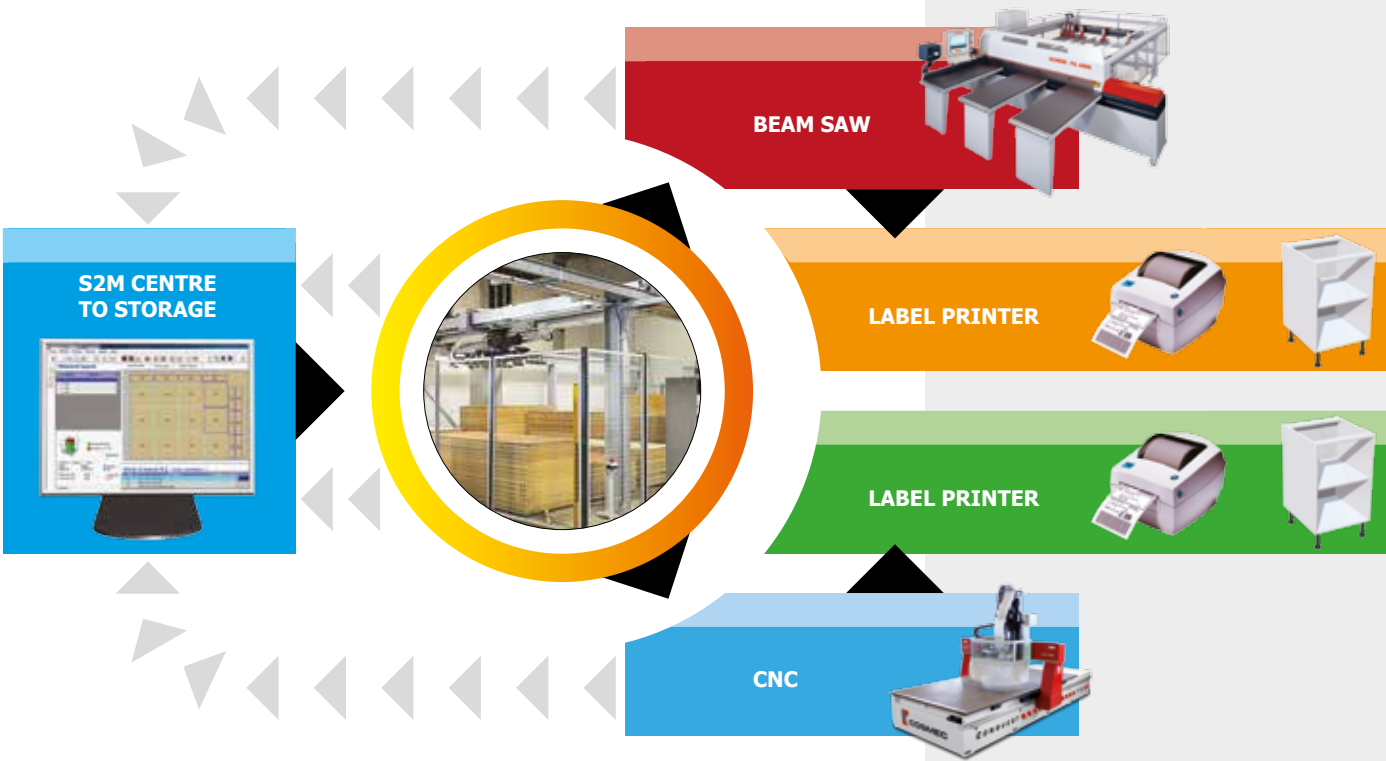
AUTOMATION FOR INCREASED PRODUCTION & EFFICIENCY

Many companies within our industry are also restructuring, part of this restructuring involves investment in Automation and Software Systems to streamline production. Automated board storage and retrieval systems with supervisor software directly linked to design and manufacturing software to control production are becoming more common.

Utilising this method can vastly improve all aspects of production from stock control through to lead times and final dispatch of goods.

Automated storage and retrieval systems can be utilised to feed sheet material to either Beam Saws or CNC Machines and can be controlled via the supervisor software to prepare stacks of material in advance of orders required. This can even be done during an evening in preparation for work to begin the following morning.

Whilst most systems are gantry style this takes up a vast amount of floor space, so vertical storage systems are also available for reduced footprint.



Cabinet Vision

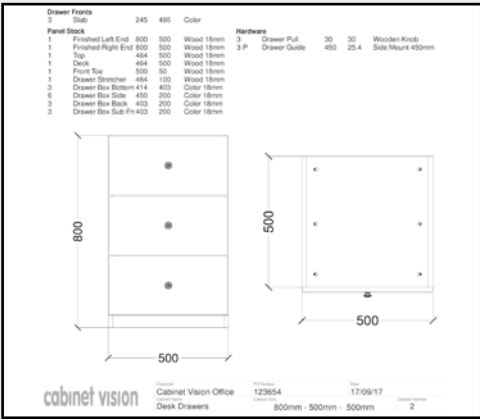
There are many design packages available which are able to produce all the way through from design, 3D rendering, cut list or nesting programs, to stock control and dispatch. These rely heavily on co-operation between both software houses and machine manufacturers to ensure signal exchange and subsequent operations are controlled in a logical manner.

Cabinet Vision is probably the most widely used design and manufacturing software capable of custom cabinet and room design, photo renderings, material optimization, bidding and costing, cut lists and bill of materials.

Combined with the S2M (screen to machine) Centre, it can automatically create machine ready G-Code for CNC flat table routers, point-to-point machines, panel saws, drill and dowel machines, chop saws and other specialized CNC machinery.

Cutting List

Easily create a list of parts with dimensions.



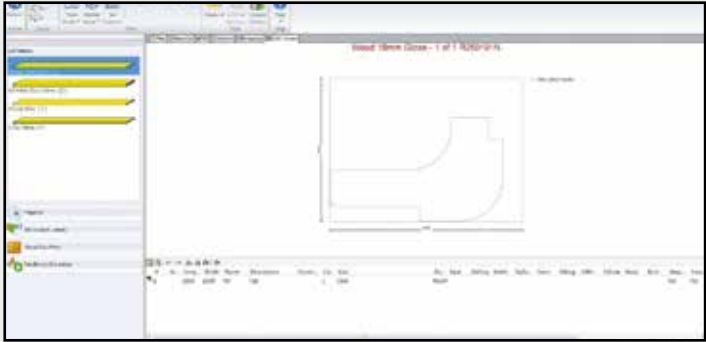
3D Render

Printable 3D Drawing can be produced from any room view or angle.



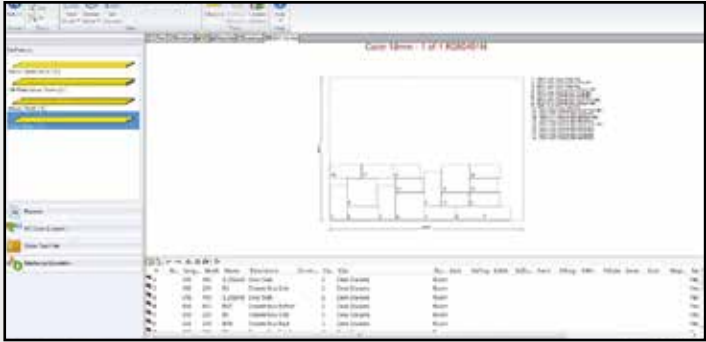
Program

Software is easy and intuitive to use for either shaped or standard square parts.



Nesting

Optimised nested sheet which can then be sent to the machine.



Whilst the initial outlay financially for this type of system can be quite restrictive for some companies the savings which can be made by increased productivity and efficiency are vast.

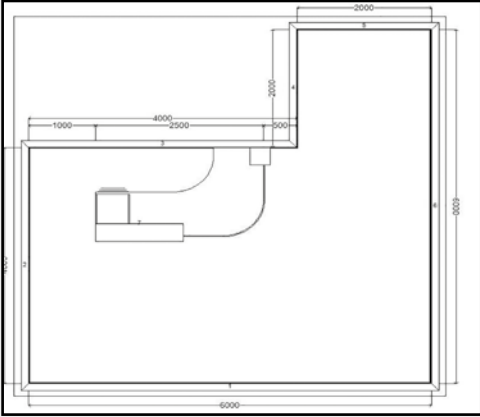
Labour costs are decreased as are material costs due the ability of the storage and retrieval system to control the inventory of both full and part sheets, low stock alerts enable pre-ordering of frequently used material.

This functionality is common place within these systems and is controlled by the supervisor software which in general is supplied by the warehouse manufacturer.

All in all this type of system and philosophy will increase your production, reduce your personnel and quality costs and give your business a more flexible faster and more economic ordering process.

Room Design

Simple to use room design software, enables positioning of designed furniture and dimensioned plan view.



BE STORAGE SMART



Add value to your kitchen and bedroom cabinets with NEY Wirework Systems.

eco The eco range has been specifically sourced to provide a comprehensive low cost high quality product range. The eco range offers a suitable storage solution for almost any application for both kitchens and wardrobes.

There were certain key features that were deemed necessary when sourcing the eco range, we wanted to offer our customers a low cost product as well as maintaining our high level of quality.

elite Our elite collection offers a suitable storage solution for almost any application for both kitchens and wardrobes. The elite range offers:

- Higher quality of soft close slide mechanism
- Aesthetically more pleasing
- Wider range of products
- All products are full extension

With our two comprehensive ranges covering all aspects of storage we can offer a complete solution to our customers.

For more information, please call 024 7630 8100





# PRE-ASSEMBLED DRAWERS



elite ArchiTech



elite Atira



eco Star Box

**NEY is now the official manufacturer and distributor of the Hettich pre-assembled drawers for the UK and Northern Ireland.**

We stock the InnoTech Atira drawer in Silver and the ArciTech drawer in an Anthracite finish.

Manufacturing a drawer box can actually be more hassle and time consuming than people think, and usually the indirect costs are not always considered. It may be more beneficial to buy a pre-assembled Hettich drawer box that is ready to fit straight into your cabinet than buying component form and putting a drawer together yourself.

If you are not a manufacturer but are buying your kitchens from various different suppliers you may find that buying your pre-assembled drawers from a specialist drawer manufacturer is a more cost effective option than buying your drawers with your cabinets. Usually your cabinets can be purchased pre drilled to suit the drawers you are using so fitting the drawers can be relatively easy and quick.

**Also available pre-assembled is the Star Box system which is available inside and outside the UK.**

# ARE YOU FSC® ACCREDITED?

**If so, NEY needs to know...**

**Sustainability of our natural resources is important to NEY. If you are FSC® accredited then you share the same principles.**



NEY need to ensure that the FSC® Chain of Custody is kept intact on all real wood sales and likewise your company needs similar. We would therefore like to confirm our FSC® customers.

If you are an FSC® accredited company, please take a couple of minutes to visit the link below and complete the short form. Thank you in advance.

**[www.ney.co.uk/fsc](http://www.ney.co.uk/fsc)**

# EASiGlide Made to measure sliding doors



All our sliding wardrobe doors are custom-made to fit your opening space, providing a storage solution that makes the most of the available space.

**Easiglide is available in a wide range of exclusive colours and finishes allowing you to design completely bespoke doors that cannot be found elsewhere on the market.**



Also available - EasiGlide sloping doors

All Easiglide doors are manufactured to the highest specification and will arrive with dust brush fitted into the handle profile. Only spring assisted ball bearing wheels are used to ensure the doors operate smoothly and quietly. You can also add a soft close mechanism to your order.

Our Doors come with an installation guide, but they are very easy to fit, the guide also shows how to install the soft close mechanism if this has been ordered.

Additionally we can also supply a wide range of internal storage solutions both for bespoke size cabinets where you can build your own pull out storage solutions and then we can also supply storage pull outs for standard size units. There are two ranges available in both options Eco and Elite; with the Elite range offering a soft close and the Eco range non-soft close.

# ADJUSTABLE SCRIBERS

Everybody complains about the time taken to set up scribing blades on panel saws. The putting in and taking out of shims drives many customers to distraction.

**We offer a range of split scribers that can be adjusted without taking them off the machine and can be supplied with spare blades at a very affordable price.**

With a graduated scale it is easy to see how much adjustment is being made and the scope of adjustment will deal with the vast majority of available main saw blades.

**For all your saw blade requirements, contact NEY on 024 7630 8100 and ask for Akbar Khan.**



# THIS DELTA'S A BELTER!



**When it comes to finding a saw of high quality then look no further than Harwi. This Dutch company has over the years come up with a host of clever and innovative machines.**

The latest is their small crosscut saw the Delta 85. Whilst small in stature it stands head and shoulders above the crowd in terms of capacity and performance.

With rotation to the left up to 75° and the right to 135° plus inclination to the left of 75° this versatile saw will suit cabinet makers as well as joinery shops with its crosscut capacity of up to 410m x 85mm.

**NEY feel this compact machine is ideally suited to customers producing bedroom furniture with our sliding door systems. The machine will accurately cut mitre joints as well as compound angles whilst occupying minimal workshop space.**

There is the option of adding a roller table with a digital stop which will give unparalleled levels of accuracy. They are available in various lengths to suit individual customer's needs.

With a LED screen large key pad and a positioning speed of 45m/min with an accuracy of 0.1mm it is the ideal partner for the Delta 85 as well as a host of other machines.



# EBM KDP 400 HOT MELT EDGE BANDER

With Pre Milling, End Trim Saws, Top and Bottom trim, Glue Line Scrapers, Corner Rounding and Buffers it is hardly surprising the KDP 400 is EBM's biggest selling edgebander.

With its gravity fed glue pot and many parts borrowed from the larger 110 series machines the 400 represents outstanding performance and value for money.

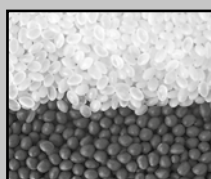
The changeover from 0.4 to 2mm edging tape could not be more straight forward taking literally a couple of minutes.

For manufacturers looking to take the step up to 2mm edging with inbuilt corner rounding this little gem certainly fits the bill at a very affordable price.

**The KDP 400 is available for demonstration in our Coventry showroom. Give us a call and come and see for yourself.**



NEY are edgebanding specialists. Our edging tape and adhesives compliment our machinery perfectly.



# COSMEC CONQUEST CNC RANGE

**The Conquest range of machines offer an excellent compromise between price and quality.**

Designed with a moveable bridge and a fixed table, the machine allows for the processing of thick panels (250mm standard) with the greatest accuracy, thanks to its closed frame design. A high vector speed of 85mt/min considerably reduces working cycle times.

Whilst being of high specification in its base format, it is also very versatile in the configuration of additional operating units: in addition to the main electro spindle, available both with ISO 30 and HSK F63 connection, a boring unit, rotary 12-position tool changer mounted on the moveable bridge and a tool pre-setter fitted as standard, it is possible to have a second operating unit according to the customer's request (sawing unit, horizontal routing unit or another electro spindle). The main spindle can be equipped with a CNC controlled rotating axis with 360° rotation to execute workings with angular aggregates in different directions. Replace the C Axis with a 5 Axis unit and you have the ability to carry out any type of work which may present itself. The boring unit can be equipped with a various number of independent vertical and horizontal spindles on the X and Y axis.

With options to increase the panel passage in Z up to 1000mm the machine has the stability and accuracy to work most industry materials in most format sizes. The machine is completed by an OSAI Series 10 numerical controller with a PC interface and hand held pendant, which allows for easy operational control in both manual and automatic. Loaded with Aspan as standard, the software design has been left open to enable customers to work with most other 3rd party software available in the market, Cabinet Vision, Alphacam etc.

The machine can be specified as a stand alone machine or integrated into a fully automatic line with the addition of an automatic load and unload system incorporating label printing at either the in-feed or out-feed section. Call us for more information on the full Cosmec Range of machines available.



## UNIQUE 250GT



The Unique GT250 is an American built machine which is branded as the original door machine. It has been designed and built specifically to manufacture solid wood or MDF 5 piece doors.

**With it's unique turret system and pre-set tooling stack, the machine can cut all the elements of a door in under 3 minutes.**

The machine comes already equipped with a standard tool profile set and arch templates, although alternative tool profiles are available.

The machine has been designed with both large and small manufacturers in mind.



## PAOLONI

### KR32 Beam Saw

This budget Beam Saw may be small in price but it excels in performance and ease of use. Many medium sized manufactures are a little daunted by taking the step up to a Beam Saw from a sliding table.



The large touch screen controller guides the operator through a simple set of operations to create a cutting pattern which is shown graphically on the screen. The can be saved for future use for repeatable cutting patterns. A single cut from an offcut can be executed with ease as quickly if not quicker than the same operation on a panel saw.

With rack and pinion drive, variable cutting speed and air floatation tables the specification of this machine stands head and shoulders above the competition with a price tag that will be cheaper than you think.



### 3200SX Panel Saw

The average panel saw operator spends more time walking around the machine to adjust the rip fence than he does actually cutting. That coupled with the inevitable physical check of the size of each panel cut really eats into production time.

The P3200SX offers a programmable rip fence, motorised rise, fall and tilt of the main blade as well as powered scriber adjustment. Checking for size no longer becomes an issue and the lost time for setting the rip fence is a thing of the past. Weighing in at almost 1100Kg the machine is built up to a standard rather than down to a price so you can be assured that the machine will survive the rigours of a busy workshop and perform for years to come.

## Vitap THINKING OUTSIDE THE BOX



"Vitap Spa was founded in 1954 to produce and distribute woodworking machinery worldwide," co-owner and Operations Director Franco Tanzini enthuses.

"We have seen in the last 60 years the development of all the major countries where furniture is produced. Our aim has always been to try and understand the needs and the fashions which have lined the history of modern furniture making, from mass production in the sixties, to the just-in-time and lean production of today.

One aspect of our focus is in contour edgebanding where we have developed a revolutionary solution - the ECLIPSE. More than 600 machines have been sold in 4 years. The ECLIPSE has made industrial contour edgebanding affordable for everybody.

Another main area of investment has been in the POINT family of C.N.C. drilling machines. Flexibility and zero set up time are the qualities for which these machines are famous. In production since 2012 and continuously updated and improved since, its belt driven X axis, fast and accurate mechanics and reliable software makes the POINT 2 a machine capable of manufacturing approximately 150-180 kitchen cabinets a day, order by order.

The POINT ACOUSTIC is the only machine on the market dedicated to drill and groove acoustic panels capable of drilling 54 holes in 4 seconds.

The new born POINT K2 C.N.C. drilling grooving and routing centre with 2 clamps which allow a continuous seamless movement in the X axis, with an incredible routing performance, often impossible with other machines, and always with ZERO SET UP TIME.

At Vitap we think that giving technology to our customers must not be a pure exercise of research. Affordability and reliability are always at the centre of our attention." ends Franco.



# PERFECT PARTNERS - FOR OVER 30 YEARS

NEY is justifiably proud of its 30+ years association with such a professional, forward-thinking company as Virutex.

Product manager Akbar Khan says: "Virutex offer specialist industrial, fully serviceable power tools. The range is comprehensive and includes planers, sanders, routers, saws, edgebanders and much more."

The full catalogue can be viewed online via **www.ney.co.uk**.

"We carry a healthy stock of both tools and spares, and offer servicing and repair options. Here, pictured, we feature just a few of the current best sellers."

Anyone requiring further information on Virutex Products should not hesitate to contact NEY.

T: 024 7630 8100  
E: sales@ney.co.uk



FC116U Lock Mortiser



PEB250+ Edgebander



AB181-VD Ovvo Router (NEW MODEL)



FR217S Angle Trimmer



CE53S Edge Lipping Planer



RZ207N Trimmer

## NEY Ltd

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**NEY YouTube Channel:**  
www.youtube.com/user/NEYLtd



**FOR FURTHER INFORMATION ON THE PRODUCTS SHOWN IN THIS NEWSLETTER, OR INDEED ANY WOODWORKING RELATED ENQUIRIES - PLEASE DO NOT HESITATE TO CONTACT US.**

# NEY REFURBISHED & STOCK CLEARANCE MACHINES



For more information on any machine shown or listed, please contact us... 024 7630 8100 [sales@ney.co.uk](mailto:sales@ney.co.uk)



**DYNMA:**  
Drawer box & door  
Clamp max length  
1500mm.

Warranty:  
**12 mths**

**£7,250**



**DETEL:**  
Mono 29 multi-boring  
machine with extension  
fences.

Warranty:  
**6 mths**

**£4,950**



**UNIQUE:**  
250GT2 5 piece door  
machine for cabinet  
door production.

Warranty:  
**12 mths**

**£18,950**



**OSAMA:**  
S2R 1300 Glue Roller.

Warranty:  
**12 mths**

**£4,850**



**COLUMBUS:**  
Vacuplus vacuum forming press 2880mm x 1280mm. For worktops,  
laminates, ply & MDF forming.

Warranty:  
**12 mths**

**£6,950**



**DETEL:**  
CBM1 Pocket drilling  
machine.

Warranty:  
**6 mths**

**£1,450**



**GG Machine:**  
Evoplat 960 spiral  
wrapping machine for  
doors.

Warranty:  
**12 mths**

**£7,450**

## Other Machines Available:

### Sizing

**PAOLONI CONCEPT 350**  
Panel sizing saw.

**£18,500**

**ORTZA OPAL 32 PANEL SAW**  
3.2m table, 7.5hp, scorer, 1250 rip, tilt.

**£3,950**

**HARWI GIRAFFE 1550**  
Vertical panel saw.

**£3,250**

**PAOLONI P3200 SX**  
3200 Sliding table panel saw, overhead  
control.

**£9,950**

**PAOLONI P350 NX**  
3200 Sliding table panel saw, 5.5 Hp.

**£6,450**

**ROBLAND Z3200**  
Sliding table panel saw.

**£1,450**

### Edgebanding

**CEHISA COMPACT PCS**  
Pre-milling, radius scraper, glue scraper,  
buffer.

**£14,950**

**CEHISA COMPACT 4.2**  
2mm capacity, end trim, top and bottom  
trim.

**£6,950**

**CEHISA EP7**  
End trim, top and bottom trim.

**£6,750**

**CEHISA PRO 12**  
Pre-milling unit, end trim, trimming unit,  
corner rounding, radius scraper and buffing  
unit.

**£17,950**

**EBM KDP 118SLK**  
Hot Melt Edgebanding machine.

**£19,950**

**EBM KDP 103SLK**  
End trim, Top & Bottom Trim, Flat Scraping.

**£10,950**



EX-DEMO

**COSMEC:**

Conquest 715 matrix table jumbo sheet nesting CNC. Working area 3250 x 2210. 12 position tool changer, drilling & grooving saw.

Warranty:  
**6 mths**

**£85,000**

REDUCED

**DETEL:**

Prima 63, 3 headed multi-boring machine.

Warranty:  
**6 mths**

**£6,950**

REDUCED

**STETON:**

3000 x 1300mm 120 ton electrically heated press.

Warranty:  
**6 mths**

**£12,950**

REDUCED

**CASATI:**

Z650 Veneer stitcher. 9m/min adjustable stitch.

Warranty:  
**12 mths**

**£2,450**

REDUCED

**CEHISA:**

EP9 edgebander. Up to 6mm lipping, end trim saws, top & bottom trim, scrapers & buffers.

Warranty:  
**6 mths**

**£7,950**

REDUCED

**SIMIMPIANTI:**

Single table membrane press. For use with or without membrane, 2530mm x 1320mm, fully automatic cycle.

Warranty:  
**6 mths**

**£45,000**

EX-DEMO

**CASATI:**

Veneer Saw 3100 cut length, digital readout, clamping beam, two handed operation for safety.

Warranty:  
**12 mths**

**£14,950****Other Machines Available:****Edgebanding****EBM KDP 111FL**

Edgebander for shaped parts with tape timer and pneumatic exclusion.

**£5,950****EBM KDP 117SLK-P AIRTRONIC**

Seamless Edgebander. Hot Melt, pre milling, end trim, top and bottom, corner rounding, flat and profile scraping, buffer.

**£49,950****HEBROCK AKV 3003**

End trim, double top and bottom trim and buffer.

**£8,950****HEBROCK EURO 2000 PLUS**

End trim saws, top and bottom trim.

**£9,950****VIRUTEX EB140**

End trim, top and bottom trim.

**£4,950****Pre-Assembly****UNIHZOLZ EASY 3**

Manual operation. Hinge drilling. Single phase.

**£595****UNIHZOLZ STAR**

To bore and insert hinges. Pneumatic operation.

**£1,450****Routing****BUSELLATO JET 130**

CNC machining centre.

**£25,000****CASOLIN TX1300**

Spindle Moulder plus Steff power feed.

**£1,950****PAOLONI SP 53 N**

Thickening machine, 530mm width.

**£5,550****Foil Coating****KOLMAG MLV 2300 X 1100**

Membrane Press

**£29,950****Sanding****ORTZA L1100**

Sanding machine.

**£2,950****Environment****GROSS GP 80 BRIQUETTING PRESS**

Auto start and stop, increased container height.

**£14,750**