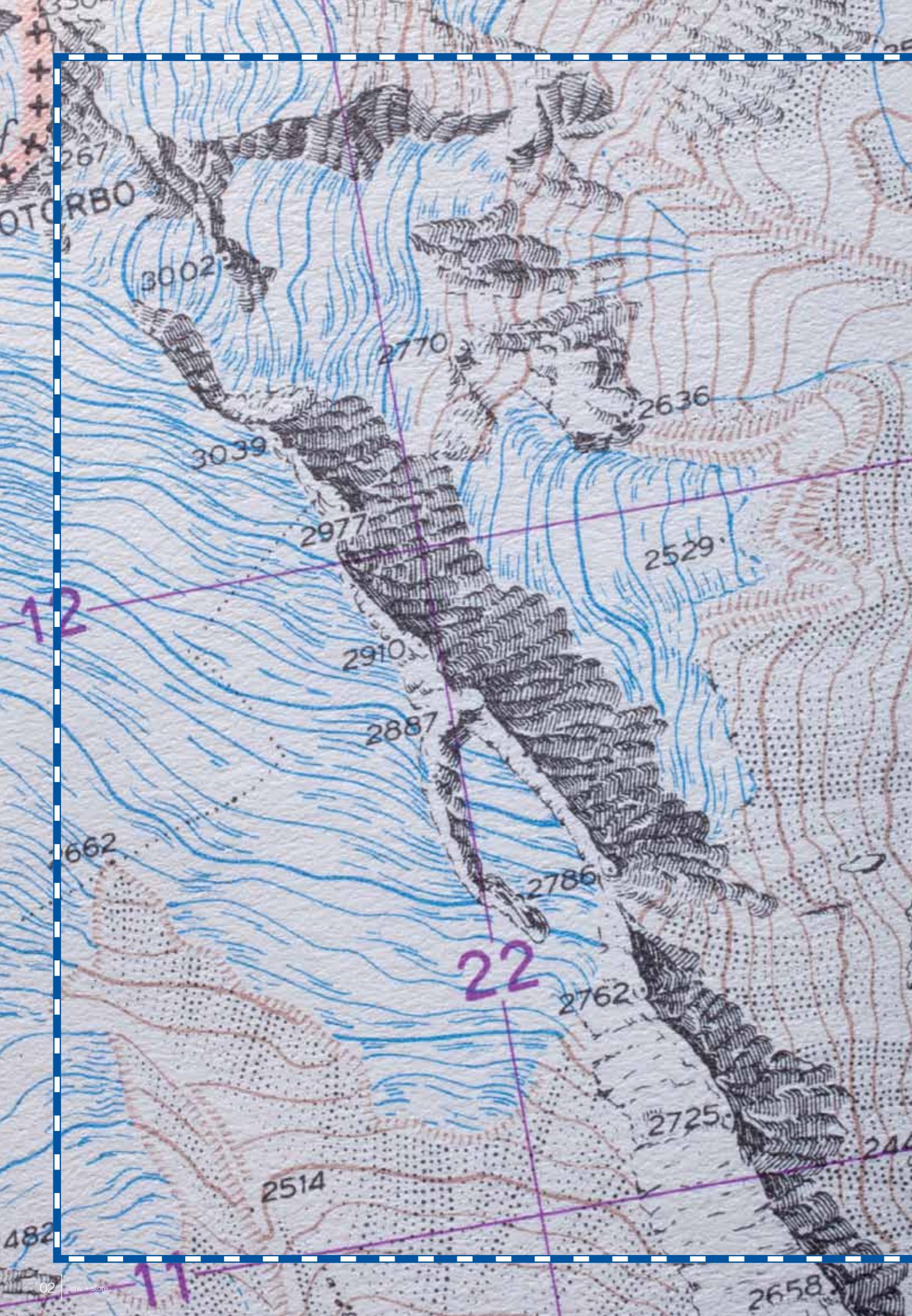




## Save time and money – with saw-store combinations



Customer Information



# Successful worldwide

saw-store combinations  
from canberra to the  
copacabana



Customers all over the world are already successfully using saw-store combinations from HOLZMA and BARGSTEDT. And their numbers are growing, because efficiency achieved by automation is playing an increasingly important role. When does a saw-store combination pay off? What customised solutions are possible and how can your company benefit from them? That's what we want to show you in this brochure.

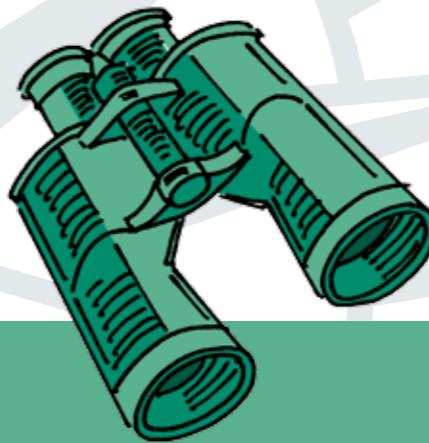
Discover the potential of our woodworking solutions for your company. Join us today on an expedition into the world of saw-store combinations. As you read this brochure, you will discover what opportunities a customised automated feeding system can open up for you. You will find reports from customers and sales partners on their experiences, and useful tips for efficient, integrated production processes.

Our saw-store combinations allow you to increase the profitability of your company and strengthen your competitive position. Your benefit: you can get everything from a single source; you will have one contact who will be in charge of the whole project. We will support you with technical innovations, tailored automation solutions and our extensive knowledge and expertise as a systems supplier.

We will be happy to provide you with advice and support — just ask!

Holger Bomm  
Managing Director HOLZMA

Holger Blötscher  
Managing Director BARGSTEDT



## saw-store combinations – a great success

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Saw-store combinations –  
a great success

## Saw-store combinations – a great success

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# On course to success

## satisfied customers relate their experiences



### Efficiency increased by up to 45 per cent

"We have been working with a saw-store combination from HOMAG since 2007. Our experience during this period shows that we were able to increase our efficiency and our time savings for small orders by about 15 per cent, and in the case of large orders it was even in the range of 25 to 45 per cent."

### David Graf

Production Manager  
Möbelfabrik Bard AG  
Münchhausen, Switzerland



### Complete turnkey concept

"Our top priority was to have a single supplier for the automated integration of the saw and store. We didn't want to play interface, so we looked for one supplier for everything. Only the HOMAG Group offered us this complete package – at an unrivalled and fair price."

### Sascha Fölster

Executive Manager  
Ligaproduction GmbH & Co. KG  
Stuttgart, Germany



### Enormous space savings

"As the saw-store combination has made transport paths and storage space redundant, our production hall now looks a lot larger than before."

### Jürgen Hörl

Junior Partner of Tischlerei Hörl  
Utenaich, Austria



### Saw-store combinations – a great success



### Efficiency through intelligent logistics

"We used to work two shifts during peak periods. Thanks to our new, automated saw-store combination, one shift is now enough. It's difficult to estimate other benefits in figures. The entire process is, however, far more streamlined and effective."

### Jörg Schlechter

Managing Director  
Tischlerei Schlechter  
Wuppertal, Germany



### Driving force in production

"Cutting to size used to be the bottleneck in our manufacturing process. After the installation of an automated panel storage system from BARGSTEDT, linked directly to our new HOLZMA saw, it has now become the real driving force in production."

### Markus Fust

Managing Director  
Schreinerei und Möbelhaus Fust  
Wil, Switzerland



### Optimised material flow

"We work with panels made of very many different materials and with a wide range of décors. This used to entail an enormous amount of handling. Thanks to the automated saw-store combination we are now able to store randomly and retrieve to order. This has allowed us to achieve an increase in performance of at least 30 per cent."

### Michael Wiesbeck

Technical Projects Manager  
Sanipa Badmöbel Treuchtlingen GmbH  
Treuchtlingen-Wettelsheim, Germany

### Other countries where customers are already working with saw-store combinations from HOLZMA and BARGSTEDT:

- Russia
- Slovakia
- Czech Republic
- Belgium
- Denmark
- Finland
- The Netherlands
- Sweden
- France
- Spain
- Great Britain
- Israel
- Brazil
- USA
- Canada
- Australia
- Taiwan



## Saw-store combinations – a great success

# On course to success Experienced sales personnel report

“Look at how it's organised.”



**Karl-Heinz Brauneisen**  
Branch Manager HOMAG Bayern

### It's survival of the fastest

Speed and flexibility are everything today. Our customers have to complete orders faster and faster – while the variety of materials increases and the size of batches decreases. The trend is towards the single panel; despite the growing diversity in the store, it must be found quickly, assigned, transported with care to the saw and efficiently processed. These tasks can no longer be economically mastered by hand. The more so as it is becoming more and more difficult to find skilled joiners and carpenters for the work. That is why our customers are looking for solutions that allow them to control production from the design department. We have the right answer for them: saw-store combinations.

### The software is the fuel for the machine

The strength of our saw-store combinations is the smooth flow of work and material: starting with designing using CAD/CAM systems (e.g. eSolution from the HOMAG Group) to optimisation with Cut Rite from HOLZMA and the CADmatic machine controller; from automatic picking of the panels to gentle transport and complete parts identification. Everything comes from a single source and is perfectly

matched. **This allows the speed of manufacturing to be increased by 30 to 40 per cent.** This is based on figures achieved in operation by our customers. The software is the fuel for the machine.

### My tip: listen, watch, be convinced

It is the compatibility of all the data that sets us apart from the competition. It ensures the ingenious interaction of feeding and cutting to size, returning parts and forwarding parts. That is why I say to my customers: “**Look at how it's organised. Open your ears and listen to how smoothly the saw is running!**” Anyone who does that will immediately recognise the benefits – especially during live demonstration at a reference customer's site. We offer our customers visits to appropriate reference customers as part of our service. We demonstrate saw-store combinations in practice and have thus opened up a unique source of information that has gone down extremely well with customers.

“We offer our customers viable solutions for the future – this is what matters.”



**Peter Niederer**  
Managing Director HOMAG Schweiz AG

### We are just at the beginning of a period of automation

Automation is an increasingly important issue for our customers. This applies across the board for small and medium-sized businesses and for industrial customers. In order to remain competitive in the long run, they will have to produce more economically, reduce personnel costs, achieve better material management by streamlining processes and ensure that their increasingly sensitive panels are transported with care to minimise waste. This is exactly what our saw-store combinations deliver. The key to this success is our software. It allows the store to control the saw and not vice versa. This results in a continuous, integrated manufacturing process, which makes our solutions unique. Its efficiency significantly increases the competitiveness of our customers. That is why I'm convinced that we are just at the beginning of a period of automation.

### The results in practice speak for themselves

Anyone who is considering investing in an automated saw-store combination will want to know exactly what this technology is going to achieve in practice. Numerical examples and theoretical benefits alone are not enough. **This is why we invite prospective customers to visit a reference customer with us and see the advantages of this technology for themselves in a production environment.** Like this, two key arguments can be experienced live and are convincingly demonstrated. Firstly: it is not so much a matter of the saw running permanently.

Far more important, especially for smaller businesses, is the increase in flexibility which allows fast reaction to peaks in demand. The second key argument is offcuts management: saw-store combinations optimise panel management, while at the same time reducing the effort involved, lower the level of waste and save a lot of material.

### My tips: think ahead when planning and investing

Automated, continuous processes for integrated manufacturing are the result of complex and above all far-sighted planning. As consultants, we assist our customers from the start with all our experience and systems expertise. Together with the customer, we examine how the current material flow is structured and how much space is available. We look at the location of the saw and check whether a different location would be better for optimal integration with the store. In a new building, we immediately make provision for the store and actively raise this subject – even if such an investment is not yet planned. Specific products and technologies are of secondary importance. First and foremost, it is the benefit our solutions can offer the customer that is important. This makes us partners with whom the customer can look ahead when planning and investing and thus ensure that his company is fit to meet the challenges of the future.

# Costs reduced, flexibility increased

A success story: Dula-Werke

**Optimal presentation of merchandise – that's what the Dortmund-based company provides with its innovative shop design concepts. And they do this for reputable customers all over Europe. To ensure that they can continue to meet customer demands efficiently and promptly in future too, Dula equipped its plant in Vreden with a new saw-store combination.**

"Presenting merchandise is one thing. Creating an appealing setting for them is another – and that is the real art." This is how Frank Kottbus, Production Manager at Vreden, characterises Dula's philosophy and their claim. "We always consider shop design as a whole – colours, shapes, materials, light and sound, information and presentation all go hand in hand."

This concept, developed by Heinz-Herbert Dustmann, the founder's son and Managing Director, has borne fruit, as is confirmed by its great success: since 1953, Dula has developed into one of the leading European companies for shopfitting. In the meantime, there are around 800 employees – including architects, lighting specialists and designers as well as technicians and highly-skilled specialists.

In addition to the headquarters in Dortmund, there are three other production sites in Germany: Vreden (125 employees), Ahaus (85 employees) and Spende

(35 employees). Dula also has factories in Spain, France and Russia and is thus able to guarantee international project management.

Its customers include department stores such as the Moscow Holding Centre or the London department store Harrods; monolabel stores such as Elégance in Cologne or Puma in Amsterdam; shop-in-shop systems such as the Falk Shop in Saturn Düsseldorf, specialist shops such as Zapateria Qual in Madrid or Schmuckwelten (Worlds of Jewellery) in Pforzheim. In addition, Dula can provide customers with help in terms of interior fittings, for both buildings and ships.

**The high demands of such well known customers can only be met by a company that places great emphasis on quality, efficiency and precision right from the first production stage. That's why Heinz-Herbert Dustmann has a big objective: "Our philosophy includes not only producing the most innovative products, but also using the most innovative machinery to do so.**

That's why the new saw-store combination for Vreden had to be future-oriented and state-of-the-art. Vreden is Dula's biggest plant, with a production and storage area of nearly 15,000 m<sup>2</sup>. This is where the high quality shopfitting elements are produced. "Our existing saw-store combination in Vreden was no longer adequate for our current and future production requirements," says Frank Kottbus who, as Production Manager, was responsible for the planning

and realisation of the new facility. Since 1993, Dula had been using a panel saw and a 43 x 14 m horizontal panel store. "At some point we became too big and, through necessity, began to create storage space outside the store. In short: the time had come to improve speed and quality with new technology." The new facility was to be able to cope with series production just as efficiently as batch-size-1 production.

After extensive research, Dula decided to work with HOLZMA and BARGSTEDT. Consulting and support were provided by KUPER, a business concern of the HOMAG Group.

## The solution in detail

**In the end, Dula installed an HPL 380 profiLine, i.e. a well equipped HOLZMA single saw with Power Concept and lift table feed. They also procured a horizontal panel storage system from BARGSTEDT. Today, this system works in two-shift operation. Mainly laminated panels, MDF, plywood and chipboard are processed. Panels are cut individually or in books.**

The new HPL 380 profiLine panel saw is equipped, amongst other things, with the Power Concept, an additional clamp that can be moved independently of the program fence. "This means several strips of different lengths can be cut crosswise at the same time," says Kottbus. "In addition, we can also feed from the lift table while panels are still



Saw-store combinations – a great success



Frank Kottbus, Production Manager of Dula-Werke



being cut out at the front. This has allowed us to significantly increase our yield and cutting rates."

The new, horizontal BARGSTEDT storage system has an area of 53 x 14 m, so it has grown somewhat. "Despite the big new storage area, we still have an intermediate storage facility as before," says Frank Kottbus. "But this is no longer due to a lack of space, but to the fact that we store very large quantities of material in an intermediate storage facility in order to compensate for long delivery times from the manufacturers."

**The offcut return is also much more efficient than before. Previously, an employee had to return the panel manually into the storage facility, whereas now he can transport the offcut from the front machine table via air tables and belts to the input slot for offcuts. From there, the return is automatic.**

The saw stands directly next to the storage facility and is fed from there via roller tracks. Alternatively, automatic feeding, directly via the lift table, or manual parts supply from the front is also possible. This flexibility is very important for Dula: "If, for example,

additional parts are suddenly required during assembly, we must be able to produce these individual parts spontaneously." Furthermore, it's possible to process a large order via direct lift table feeding without first having to put the panels into the storage facility. However, this does not dispense with the need for automatic storage management.

In terms of optimisation too, Dula decided on a HOLZMA product, the **PROFESSIONAL version of its Cut Rite software: "Based on the cutting plans we submitted, the HOLZMA consultant calculated a potential saving of up to 30%. This increase in efficiency has also actually materialised in practice,"** says Kottbus with satisfaction. "The data connection between Cut Rite and our ERP system works smoothly, as does the forwarding of data to the store and to the saw."

## The outcome?

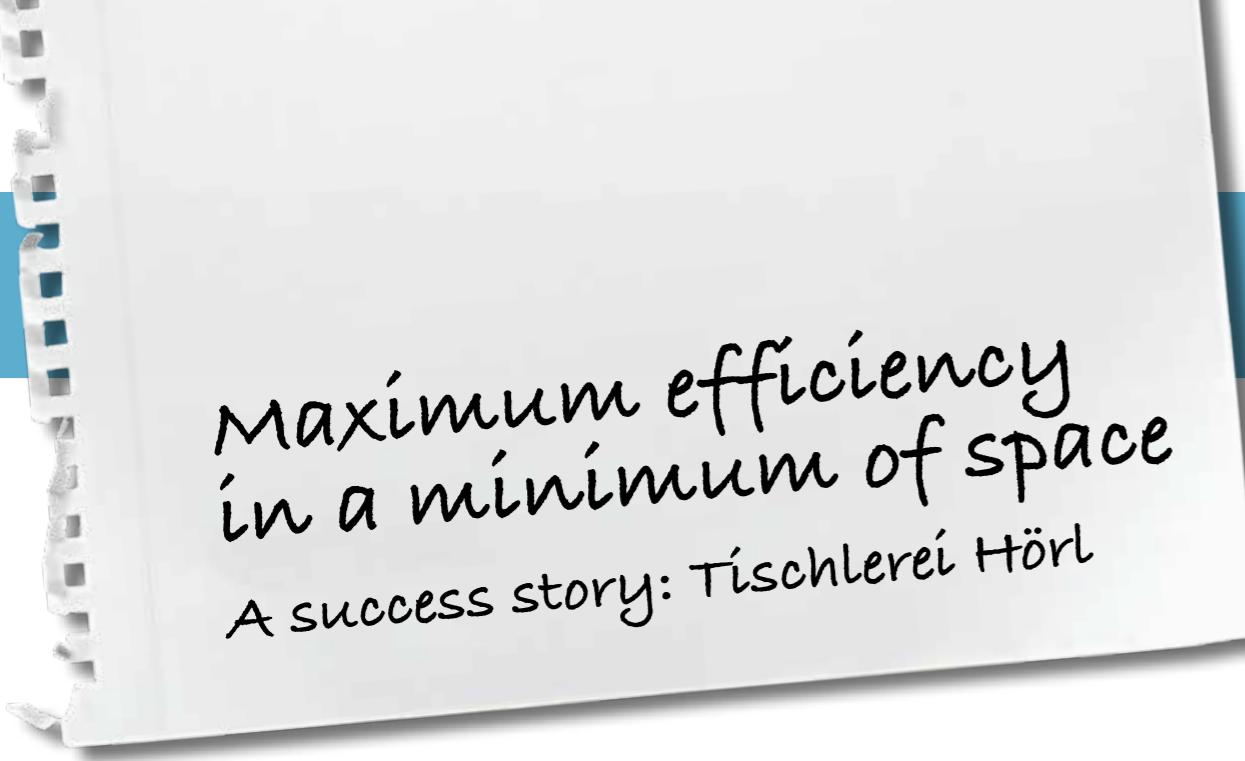
**Dula can now produce much more quickly. In addition, the finished cut on the workpiece can be made at any time. The automatic supply of the material from the storage facility to the saw reduces the number of manual activities and therefore also**

**the amount of waste. Dula today records significantly less cutting waste.** Frank Kottbus attributes this to various items of equipment on the saw such as the turning device for headcuts, but also crucially to the HOLZMA Cut Rite optimisation software. Kottbus sees further advantages in the improved reliability of the overall system and in its easy, intuitive operation.

To sum up: Dula is very satisfied with the saw-store combination and is currently in the process of installing a second system with virtually the same configuration in the plant in Ahaus.

## The future?

Dula wants to continue to grow. So, in Vreden, the plan for the coming years is to further expand production and also introduce a manufacturing execution system. An important basis for this expansion is of course one of the guiding principles of Managing Director Dustmann: "Our aim is to increase sales while maintaining the current employee figures, thereby sustaining and constantly increasing our international competitiveness, in order to be able to guarantee healthy growth in the long term."



**HOLZMA and Hörl have been business partners for a long time. As a test customer the company works closely with HOLZMA Product Manager Martin Kress and is often one of the first to implement new manufacturing solutions. Very successfully – as shown by the example of a saw-store combination installed in 2010.**

When Walter Hörl took over a joiner's workshop in the Austrian municipality of Utzenaich (near Ried im Innkreis) in 1985, he set about turning the small business into an efficient, high-performing family business. From the outset, he invested in the latest manufacturing technology. This allowed him to achieve a degree of productivity that is really quite remarkable for a business of this size.

He doggedly pursued this strategy and in 2010 he was the first customer in the world to put the new HOLZMA HPP 430 into operation in combination with a TLF 210 automatic storage system from BARGSTEDT. Hörl manufactures high-end furniture and interior fittings for private customers.

Furthermore, the Austrian company has made quite a name for itself as a one-stop interior fitter for commercial properties and as a supplier for other joinery shops and industrial firms. They appreciate above all the high quality and reliability of the company in the

areas of panel sizing and CNC processing. Walter Hörl laid the foundations for this productive efficiency, which is quite extraordinary in a family business, over 25 years ago.

#### **Small firm, high productivity**

"Our joinery shop is located in the town centre of Utzenaich. This meant that, right from the start, we had to rule out the option of achieving growth by way of spatial expansion, i.e. by building additional production halls to house more processing machines and a large number of employees," the businessman explains. Instead, Hörl decided from the outset to improve productivity by investing in state-of-the-art manufacturing technology – which he found in the HOMAG Group. **His first new acquisition then was a HOLZMA HPL 11 panel saw. This step was met with amazement by colleagues, because a panel saw of this size, equipped on top of that with automatic lift table infeed, seemed to be better suited to a larger business.**

Hörl and his wife Angelika have, however, never regretted their decision. On the contrary: "This allowed us to eliminate non-productive periods of time that are incurred when panels are fed manually to the saw," explains Angelika Hörl and continues: "The HPL 11 put us in a position to process far higher volumes of panels in less time – and with a minimum of personnel." The number of employees has remained small to this day, but their quality has increased significantly. Working alongside Angelika

and Walter Hörl in the business now are their two sons Markus and Jürgen and just one other employee. All three men in the Hörl family are master craftsmen of their trade and ensure that all work is carried out to first-class quality standards.

#### **Competitive edge through state-of-the-art technology**

The positive experience gained with the HPL 11 from HOLZMA soon led Hörl to opt for other top-of-the-line technologies from the HOMAG Group. "Shortly later, we expanded our technical production facilities and invested in a CNC processing centre from WEEKE and an edge banding machine from HOMAG," Hörl goes on to remark. These were later joined by a dowel drilling and inserting machine and a nesting unit from WEEKE.

Each new acquisition allowed the company to increase productivity still further, without having to take on more staff. **In the end, the production processes themselves were so perfectly organised that there was little room for further improvement. The only area that had not yet been optimised was the handling of the panels before the cutting process. Jobs here included sorting in the store, regular trips to the saw by fork-lift trucks and loading the lift table.** After careful consideration, Walter Hörl decided to reduce these handling times as much as possible by again investing in new technologies. The decision was taken in November 2010: with the aim of boosting cutting output still further and at the



**Saw-store combinations – a great success**



**The BARGSTEDT panel storage system ensures panels are fed with care**



**Markus and Jürgen Hörl with company owner Walter Hörl**

same time reducing the time required for feeding, Hörl ordered a new HPP 430 from HOLZMA in combination with a new, automatic panel storage system from BARGSTEDT.

#### **Automation with a saw-store combination**

The innovative saw-store combination was installed in his workshop before the official launch at the 2011 Ligna Fair. **Time-consuming sorting and trips by fork-lift trucks are now a thing of the past. Furthermore, feeding by vacuum conveyor is far gentler than simply pushing the panels off the lift table.** Even high-gloss materials can be processed perfectly. The panels needed for each cutting pattern are requested by the saw, and any offcuts that may result are automatically returned to the store. The store control system also includes an option for managing small offcuts in a manual store. The system automatically labels the finished parts and the offcuts for the manual store so that all parts in the production process can be reliably identified at all times. Automatic angle correction is yet another useful feature. But above all it is the amount of space that has been freed up that delights Hörl most: "As the saw-

store combination has made transport paths and storage space redundant, our production hall now looks a lot larger than before."

#### **Smooth processes thanks to integration**

"The new machines were assembled and put into operation with no hitches at all," remarks Hörl appreciatively. For him, this is another success that can be attributed to the long-standing, fruitful cooperation with one technology partner. Hörl has been using HOLZMA optimisation software for more than ten years now; it interfaces perfectly with the BARGSTEDT storage control system and also optimises the production processes of the WEEKE nesting cell. The result is a seamlessly integrated overall system providing maximum productivity.

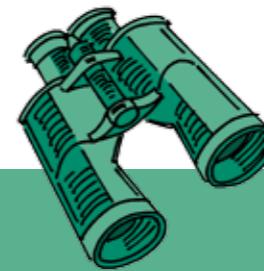
The efficiency of the new saw-store combination was demonstrated directly after it went into operation. "We had to process a rather large order for a regular customer who needed MDF panels to be precision cut. Thanks to its 125 mm cutting height, books of 80 to 100 mm height presented no problem for our new HPP 430," confirms Hörl and adds: "In terms of price, a smaller saw would,

of course, have been more attractive, but the fact is that the demands of my customers cannot be met with run-of-the-mill solutions. With technologies from the HOMAG Group I am well prepared for them; this is part of my strategy to make my business successful."

#### **The benefits at a glance:**

A saw-store combination

- increases productivity without needing more personnel
- requires less space, reduces handling
- transports material with care via vacuum conveyor
- ensures perfect integration of all HOMAG Group machines



Key arguments  
at a glance

## Key arguments at a glance

Why do saw-store combinations make sense?

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Constant innovation

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New products from BARGSTEDT

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Understanding HOLZMA as a system

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There's always scope for improvement –  
Conversion and modernisation services

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# why do saw-store combinations make sense?

## Cost savings

- Saw-store combinations get the material to the saw exactly when it is needed
- Increased productivity thanks to lower levels of shutdown, setup and non-production times
- Higher area performance factor or area utilisation factor: more parts produced per m<sup>2</sup> of production area or higher volume of panels cut per m<sup>2</sup> of production area
- Lower personnel costs for the cutting process
- Reduced offcut and waste costs thanks to careful and economic offcut handling
- Lower sickness quota thanks to ergonomic panel handling
- Fast return on investment: saw-store combinations pay off if at least 30 panels are to be cut per day
- Lower material costs, as the panels are gently transported without risk of damage

## Time savings

- Working time for material handling in cutting almost fully eliminated
- Shutdown, setup and waiting times minimised
- No longer any need for lengthy material search process
- No manual input required for tasks related to sorting or inventory

## More space and better overview

- An up-to-date overview of current stock levels is always ensured electronically – no time-consuming manual inventory lists
- You always know what you have in stock: in volume and euros, just in time
- All parts are clearly labelled when delivered from the panel saw
- Order in the panel store: the required material is found immediately; increased panel cutting productivity
- Space saving, as there is no longer any need for routes and stations for fork-lift trucks

## Systems expertise

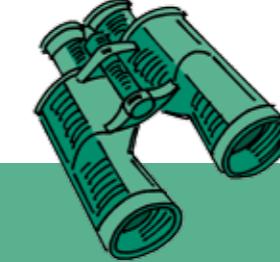
- Everything from a single source
- The best, most specialised product portfolio
- Standardised, compatible interfaces
- Operation via a central control – another unique feature
- All other suppliers have to combine machines from a variety of manufacturers
- With us you have one contact partner who takes responsibility for the entire project

## Option to upgrade

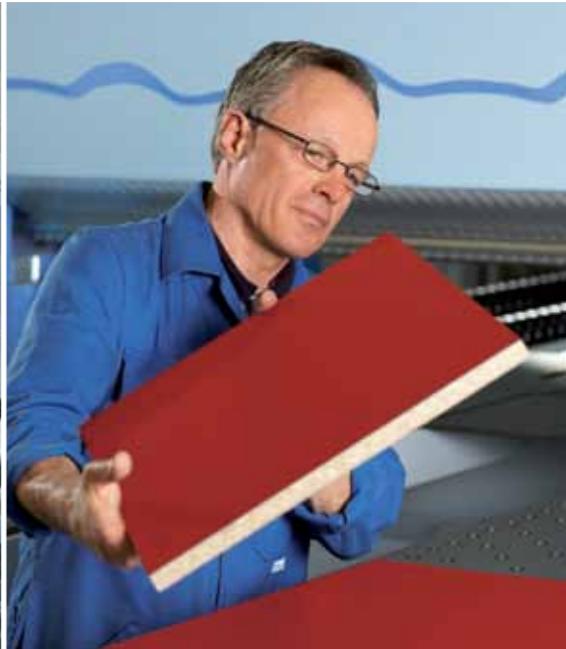
- Our saw-store combinations grow alongside requirements and can be upgraded as needed
- The HOLZMA Domino System facilitates this

## Flexibility

- Saw-store combinations cut response times
- The optimised material and data flow enhances flexibility in order processing
- Higher flexibility with smaller batch sizes
- Increased production dynamics thanks to Cut Rite, stock control, part identification (labelling) and constant access (overview / structure) to the right panel and the right part – throughout the entire process



Key arguments  
at a glance



## Optimised material flow

- Automatic transportation instead of manual searching and then transporting over long distances
- Material turnover increases automatically
- Improved saw utilisation
- Increased store handling quota, leading to reduced stock levels in the company
- Automatic offcut management possible
- Finished parts clearly labelled when delivered from the panel saw
- Fewer errors thanks to optimum data flow between store, saw and downstream stations

## Handling designed to be gentle on materials

- A vacuum traverse transports the panels straight to the saw
- The automatic feed system guarantees a scratch-free cut
- Even highly sensitive materials are moved with practically no risk of damage
- Less scrap and lower quality costs in relation to panel cutting

## Our experience

- The largest number of systems on the market
- The highest level of saw-store expertise in the world
- Continuous innovations
- Dynamic advancement of systems that are up and running, by means of regular updates for example

## Service

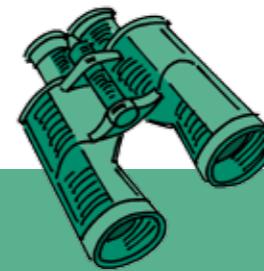
- Outstanding price-performance ratio with first-class quality
- Technical service and support with above-average hotline availability
- HOMAG Group as financially sound partner for issues of financing

## Reliability

- Planning reliability thanks to comprehensive simulation
- Investment security thanks to upgradeable machines
- Long-term machine dependability – spare parts remain available for ten years and over. A service that's way above the industry average

**Curious?**

Then take a look at our saw-store combinations in action on-site. Simply contact your sales consultant.



Key arguments  
at a glance

# constant innovation

For a modular system for panel cutting  
applications

2007

2008

2009

## Power Concept

- Debut in the HKL 380

## The 2 series

- Relaunch

## TLF 410 horizontal storage system

- Launch of the TLF 410 horizontal storage system to expand the range of storage systems in the mid-range price segment



## The 4 series

- Relaunch

## Power Concept

- Integrated into additional machines

## Soft Touch

- New, for sensitive materials

## CADmatic 4.1

- New user interface

## Updated length-adjustable suction traverse

- Development of a simple thin-parts package for improved material separation

## TLF 310 single-axis storage system

- Market launch of the single-axis storage system for simple saw feeding with multiple stack positions

## IntelliStore

- Patent granted to BARGSTEDT for IntelliStore, the automatic storage organisation system that corresponds to actual production conditions

## ecoPlus

- Debut in the 3 series (under the name of ecoLine)

- Reduced energy consumption: initially through more energy-efficient drives, thinner saw blades and improved extraction, among other improvements

## combiLine

- Saw with integrated cutting unit for recuts

## Easy2Feed

- Most cost-efficient feed solution for entry level applications
- For new machines and as a retrofit kit

## TLF 410 update

- First TLF 410 horizontal storage system with lift mast, awarded the Innovation Award in Brazil

## TLF 400 horizontal storage system

- Expansion of TLF product portfolio
- Its price and high level of automation make it an especially appealing solution for smaller workshops

## Domino System

- For structured and simplified production processes after cutting:

- Automatic label printer near the pressure beam
- Parts buffer
- Destacking carriage
- CADmatic "integrated destacking display" option for structured loading of the destacking carriages to suit the next processing station

## CADmatic module: offcuts management

- For better overview and transparency in the offcuts storage area

## Five new angular systems

- HOLZMA expands its system portfolio with the new HKL 530/550/570 models and with the HKL 410 and 430



2010

## The 3 series

- Relaunch
- Completely revamped saw carriage
- New postforming process
- Consistent use of ecoPlus technologies to achieve additional energy savings

## Auto-adaptive traverse

- New module for the safe handling of materials that are difficult to separate – with integrated weight detection, new measurement sensors and automated parameter processing



2011

## The 4 series

- Relaunch

## Easy2Feed as conversion kit

- Can now be retrofitted to the 2 and 3 series

## HKL 430 with Power Concept

- For even higher processing speed

## TLF 210

- New horizontal storage system designed to meet the needs of the trade, especially at entry level
- Completion of the horizontal storage system product range, from entry-level to high-end sectors

## woodStore 5.0

- **Easy2Work:** Revolutionary new control centre in state-of-the-art 3D view and with a host of new functions
- **View:** Image database for automatic assignment of the appropriate décor for each panel
- **Input:** Automatic completion with intelligent data template for simple definitions for panel handling
- **OffCut Assist:** Offcut management for optimum material yield from new panels and offcuts
- **FlexSort:** Intelligent pre-storage removal with no wasted storage space

2012

## The new 2 series

- Higher speed, new design
- Encircling, transparent protective enclosure
- Wider range of optional extras
- HPP 250 now also available in a profiLine version for complex storage links

## New: feed-stacking table with integrated infeed

- Can be retrofitted

## Panel labelling system

- For parts labelling prior to division of the unprocessed panel

## Measurement technology

- Use of a new measuring sensor enables practically any surface to be detected

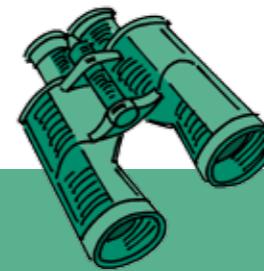
## Storage area optimisation

- Even more effective use of the storage area
- Significant space gain

## TLF 410 relaunch

- Expanded performance spectrum
- Improved handling functions





Key arguments  
at a glance

# New products from BARGSTEDT

and a small glossary of BARGSTEDT terms

## New: ProfiPlus – for up to 15% more output

The new performance package for all profi storage systems of the TLF series makes production even more efficient:

- Higher speeds achieved by lift drive with servomotor
- Much more dynamic movements
- 10-15% more output every day
- Unbeatably low investment costs

## New: automatic notification of malfunction by text message

BARGSTEDT panel storage systems are intelligent: when pre-picking, they automatically check the material characteristics and the preset panel parameters. If there are any discrepancies, the storage system stops. This prevents errors but results in unwanted standstills when pre-picking runs automatically overnight. This situation can be remedied by the new module "Automatic notification in the event of malfunction". The advantages:

- Automatic notification by text message in the event of malfunction
- The operator on duty can respond immediately and remedy the fault
- Reduces expensive downtime in production
- Significant increase in safety
- Low cost, large benefit

## New: Easy2Work package

- For optimised, even easier storage control
- With many new functions
- User-friendly 3D view as standard feature

## New: FlexSort – for intelligent advance retrieval

FlexSort processes stock lists in an anticipatory way. The advantages:

- All available storage positions are optimally used
- One restacking operation at the most per part
- Prior removal jobs are generated automatically from ongoing production or from the program list of the saw
- Storage area is no longer wasted

## OffCut Assist

The ideal extra for manual offcuts management with scanner support:

- For maximum material yields from both new panels and offcuts
- Realistic display of management of manually stored offcuts
- Easy generation, display and printing of removal lists
- Signal lights to identify parts (red: part already reserved; green: part available)

## Database system SQL server

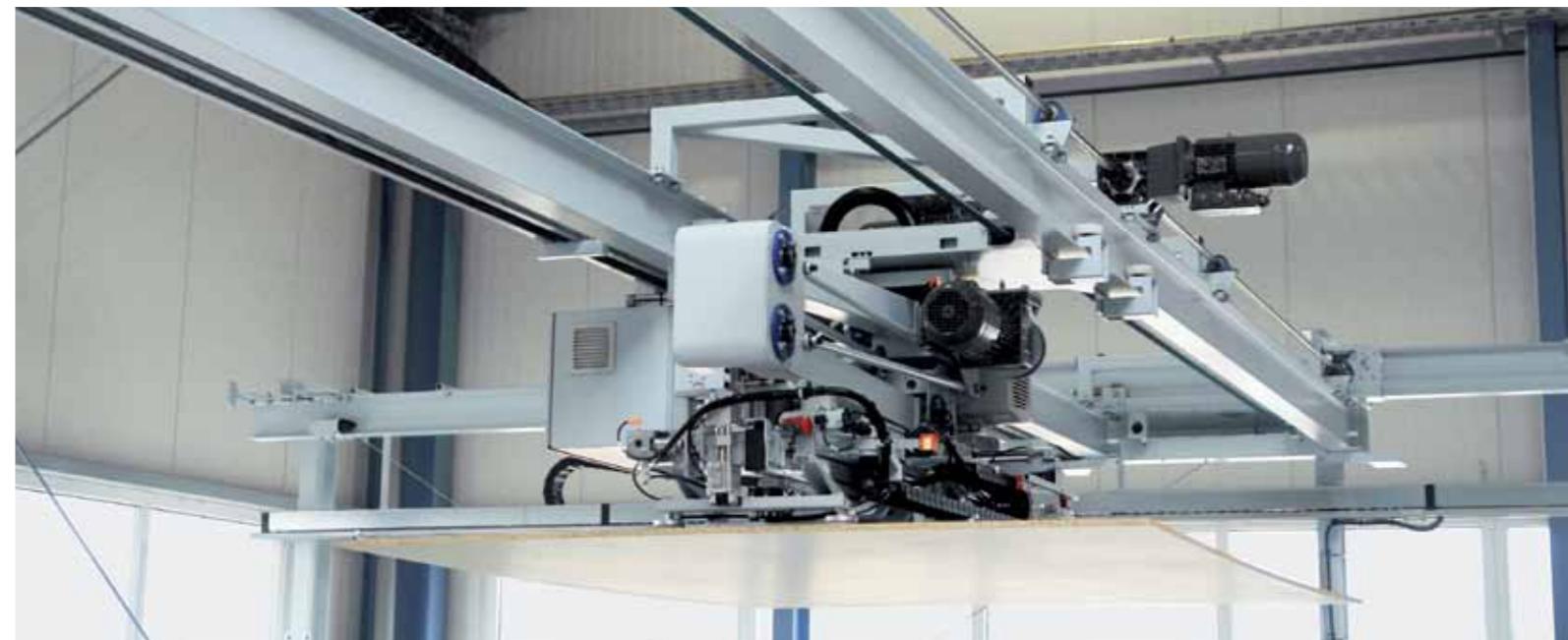
- Open and scalable for every database system
- Can be seamlessly integrated in the existing IT environment and your data backup concept
- Enters all movements in the database in realtime
- With infinite report options for all storage movements
- For maximum control

## Multi-terminal interface

- Allows the store to be controlled from any connected control unit – no matter where it is
- Open for an infinite number of users with different access rights
- Allows complete control of the store from every workstation
- For greater transparency and operating flexibility

## Optimisation of the production sequence

- The store takes all the following production processes into consideration to determine the ideal order of production. These include dynamic urgent jobs, offcuts, external storage parts etc.
- Used in combination with the "high-performance prior removal" module (FlexSort), it reduces re-stacking processes by up to 90%



## External storage area management

- Controls external storage positions for the most commonly required parts and thus frees up the store
- The stock control system records all the material and manages it by name, number and position

## Multi-master interface

Order data is processed extremely efficiently and flexibly:

- The store controls the saw, or vice versa if required
- Inventory optimisation due to constant feedback on material that has already been allocated
- Allows even faster and more flexible response to changes in production
- The production sequence can be controlled from every connected computer

## Scanner interface for easy storing

- Simply scan each new material – and a store job is automatically generated
- Easy and intuitive operation

## Priority management

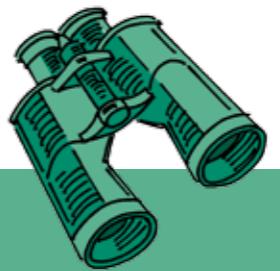
- The priorities for all storage options can be freely configured from every linked terminal during production
- This allows the operator to respond quickly and flexibly to changing production conditions

## Flexible storage organisation

- Divides stacks of panels into groups according to size and allocates them to zones
- Flexible allocation of panels to each zone
- This increases storage capacity by making maximum use of the storage area

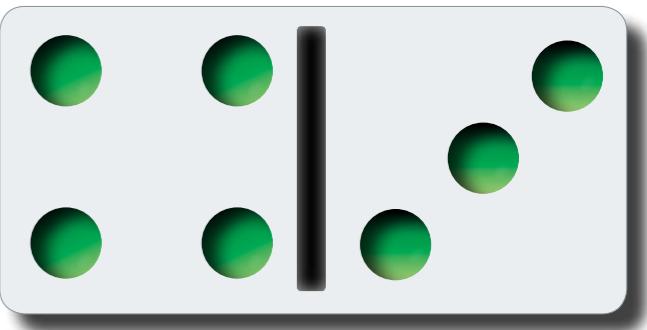
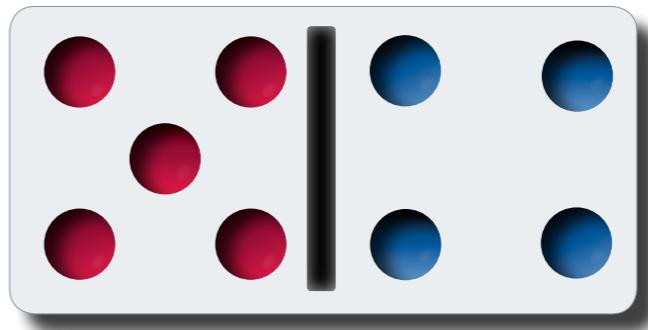
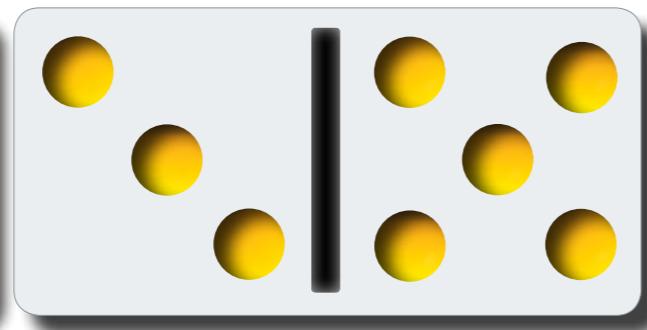
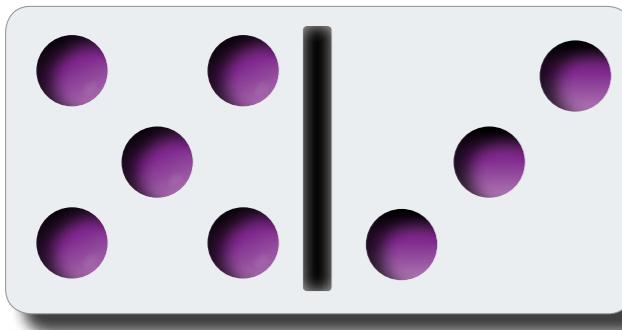
## Optimisation module IntelliStore

- Constantly monitors store movements in the background and automatically adapts store organisation to production conditions
- This reduces re-stacking processes by up to 30% and significantly increases the efficiency of the store



Key arguments  
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# understanding HOLZMA as a system



## Software

### From construction through to production

- Everything compatible
- Everything in view
- Everything easily (intuitively) understandable



- eSolution
- CutRite: HOLZMA cut optimisation
- CADmatic: HOLZMA machine control
- Identification
- Simulation

## Feeding

### From manual to automatic

- Saves time, money and material
- Ergonomic
- Creates structure
- Many options can be retrofitted
- Practical automation, for smaller companies too



e.g. Easy2Feed



e.g. storage link-up

## Machine table and saw body

### The saw as part of the system

- Once a HOLZMA, always a HOLZMA: reliable quality as can be expected for products made in Germany
- A host of patents: practical, innovative and unique solutions to make your work simple, faster and better quality



e.g. Power Concept



e.g. printer near the pressure beam



e.g. flocked rollers

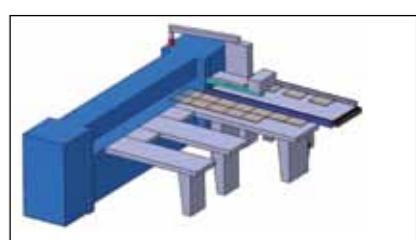


e.g. camera-controlled scoring saw adjustment

## Destacking

### And on it goes

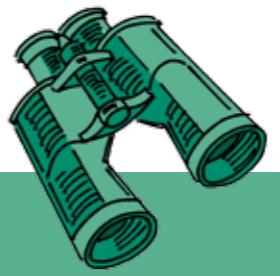
- What's the good of fast cutting if the material accumulates at the front or gets mixed up?
- HOLZMA offers both large and small-scale solutions in this area too
- Many options can be retrofitted



e.g. parts buffer



e.g. integrated destacking display



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# There's always scope for improvement

conversion and modernisation services

Do you want to achieve more with minimum outlay? Then we recommend targeted conversion and modernisation measures. Minor improvements do not cost the earth, yet they can significantly improve your production processes.

## Improvements large and small

The technological possibilities are practically unlimited: HOLZMA and BARGSTEDT offer innovative additional equipment that can almost always be retrofitted to existing systems. This enables you to get the most from existing machines for relatively little outlay. Taking the TLF 210 Optimat as an example: this compact BARGSTEDT storage system will in future be available as a standard kit for retrofitting. Many HOLZMA saws are already prepared for this process.

## The following brand-new technologies can also be retrofitted:

- Feed-stacking table with integrated infeed
- Panel labelling system
- Easy2Feed
- HBX 150
- woodStore
- Automatic labelling near the pressure beam

## Your specialist for conversion and modernisation

From the first retrofit idea to precise planning and implementation: the conversion and modernisation teams at HOLZMA and BARGSTEDT are on-hand to provide you with technical assistance and advice.

Simply contact your local sales partner. Or call

+49 7053 69 40 265 (HOLZMA),  
+49 4771 6030 for BARGSTEDT  
to reach our team of specialists.

You are not ready to invest in a new saw-store combination at the moment? Then ask us about conversion and modernisation options!





Highly competitive –  
with the right combination

## Highly competitive – with the right combination

Finding the right combination

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Sample layouts

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Highly competitive –  
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# Finding the right combination

Would you first like to find out more about saw-store combinations that would be suitable for your requirements before you talk to a sales consultant? Just take a look through the criteria in the left-hand column of the two product ranges, and you'll quickly get a good first impression. You can then consider the many other available options when you discuss things personally with your sales consultant.

	Performance				
	TLF 210	TLF 210 profiLine	TLF 411	TLF 610 (TLF 420)	TLF 810 (TLF 430)
Range (m)	12	12	16	16	21
Panel weight (kg)	250	250	350	350	350
Max. panel length (mm)	4200	4200	5600	5600	5600
Panels per day	Capacity is always calculated per order				
Thin panels	yes	yes	yes	yes	yes
Offcut handling	yes	yes	yes	yes	yes
Store controls saw	no	yes	yes	yes	yes
Drive technology	FU	FU servo	servo	servo	servo
V in m/min LIFT	45	45	45	90	90
V in m/min CRANE	110	110	110	180	180
Rotating drive	pneumatic	motor-driven	motor-driven	motor-driven	motor-driven

Technical features and options

Benefit from the most comprehensive and specialised product portfolio from the full-range manufacturer HOLZMA.

	Performance					Technical features and options					Technical features and options	
	HPP 230	HPP 250	HPP 250 profiLine	HPP 350	HPP 350 profiLine	HPP 380	HPP 380 profiLine	HPP 410	HPP 430	HPP 530 profiLine	HPP 550 profiLine	HPP 570 profiLine
Panel labelling system above feed-stacking table	no	no	yes	no	yes	no	yes	no	no	yes	yes	yes
Panel labelling system stand-alone	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Automatic labeling, near pressure beam	no	no	no	no	no	no	yes	no	no	yes	yes	yes
Power Concept	no	no	no	no	no	no	yes	no	no	yes	yes	yes
Highly sensitive surfaces	no	no	no	yes	yes	yes	yes	no	no	yes	yes	yes
Parts buffer	no	no	no	yes	yes	yes	yes	no	no	no	no	no
Saw blade projection (mm)	55	75	75	80	80	95	95	110	125	130	150	170
Cutting length (mm)	3200 3800 4300	3200 3800 4300	3200 3800 4300	3200 3800 4300	3200 3800 4300	3200 3800 4300	3200 3800 4300	3200 3800 4300	3200 3800 4300	3200 3800 4300	3200 3800 4300	3200 3800 4300

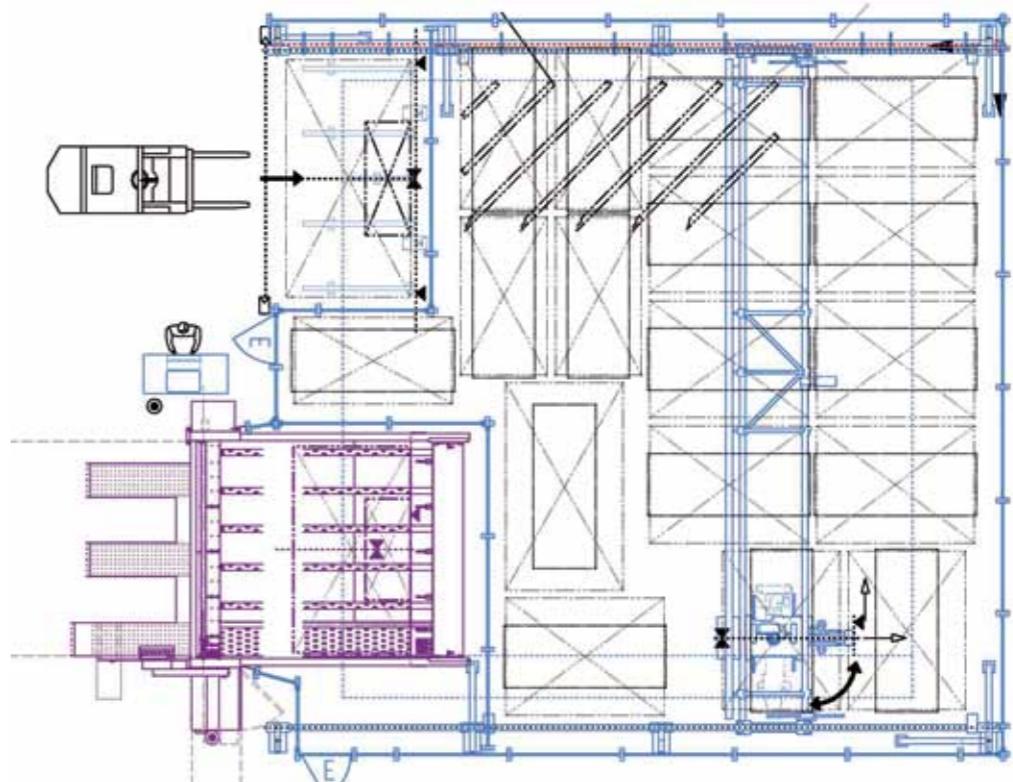
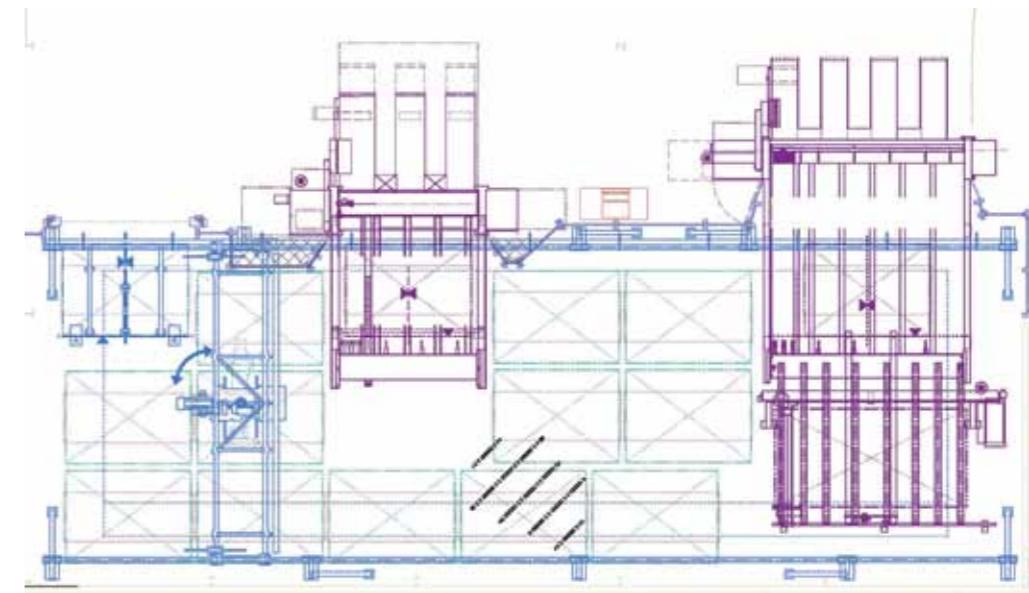
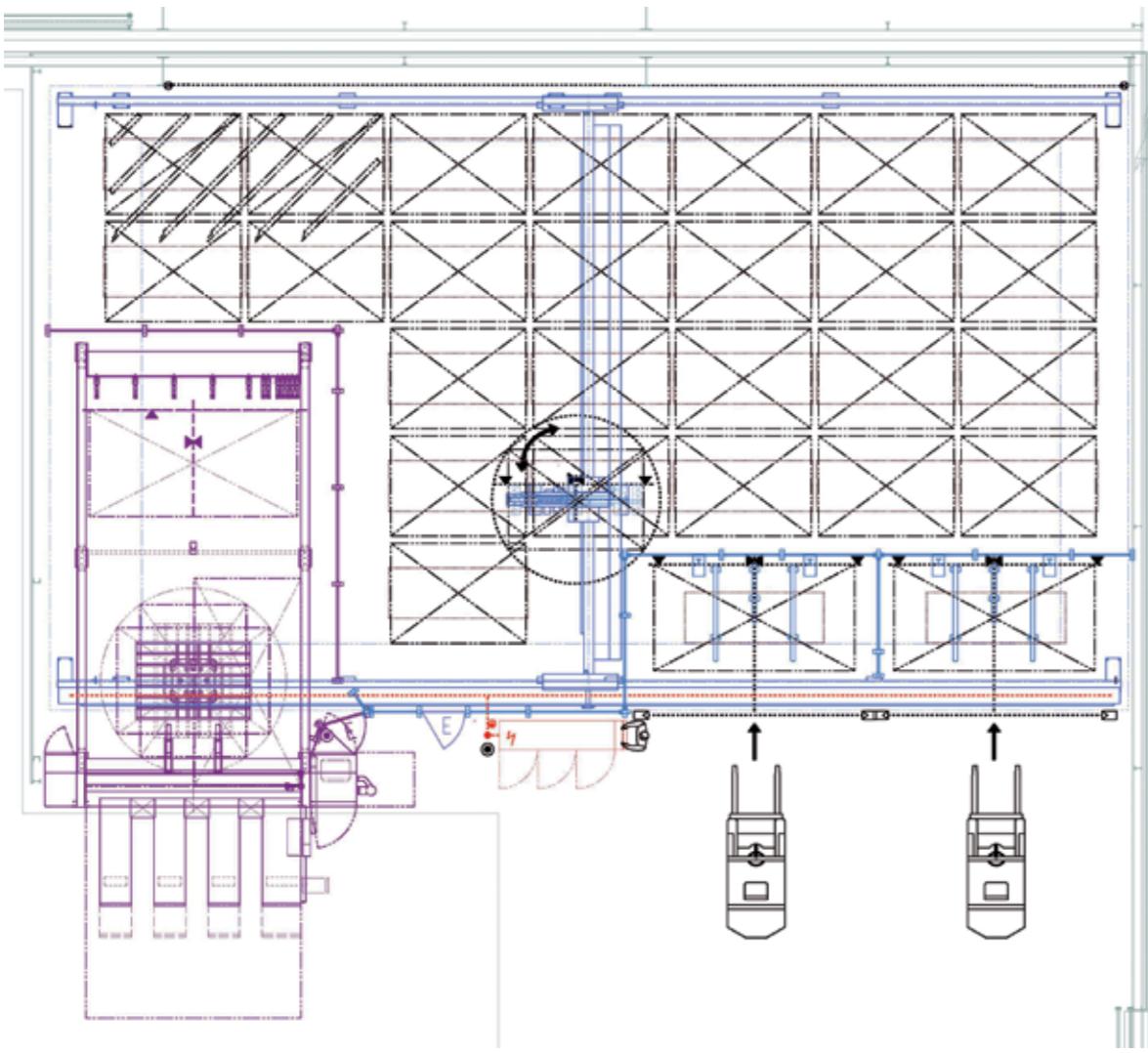
Overview for selecting the right HOLZMA saw

Overview for selecting the right BARGSTEDT store



Highly competitive –  
with the right combination

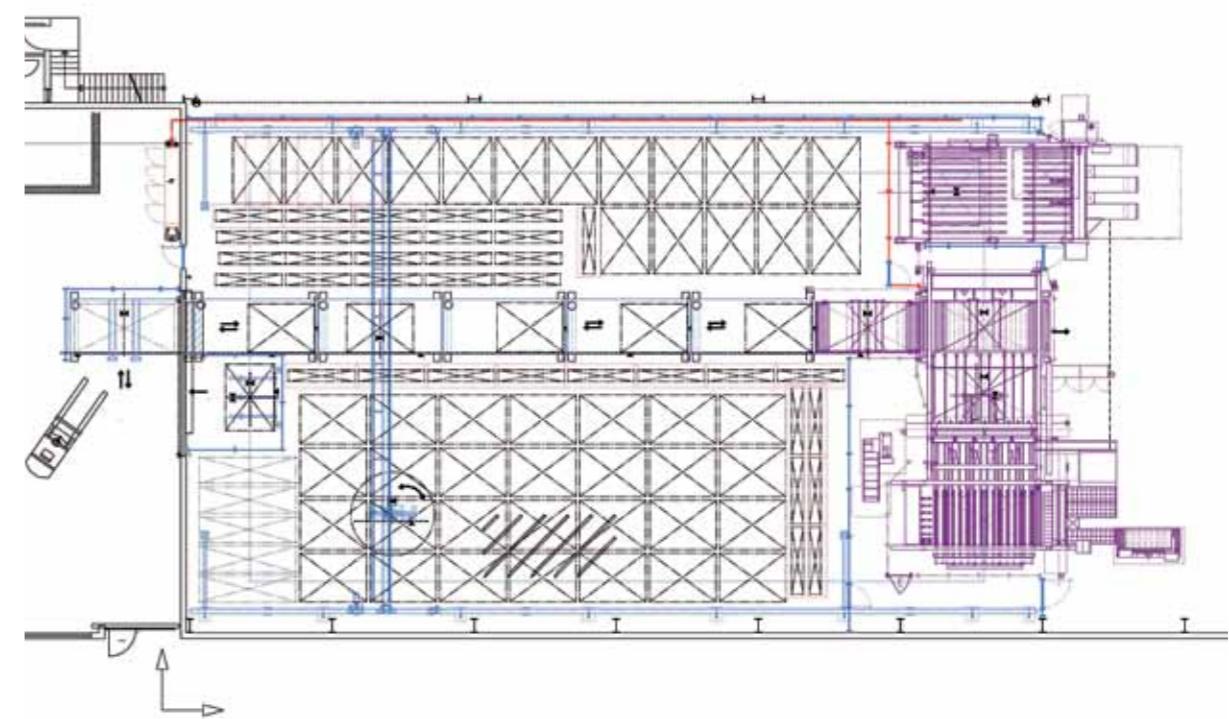
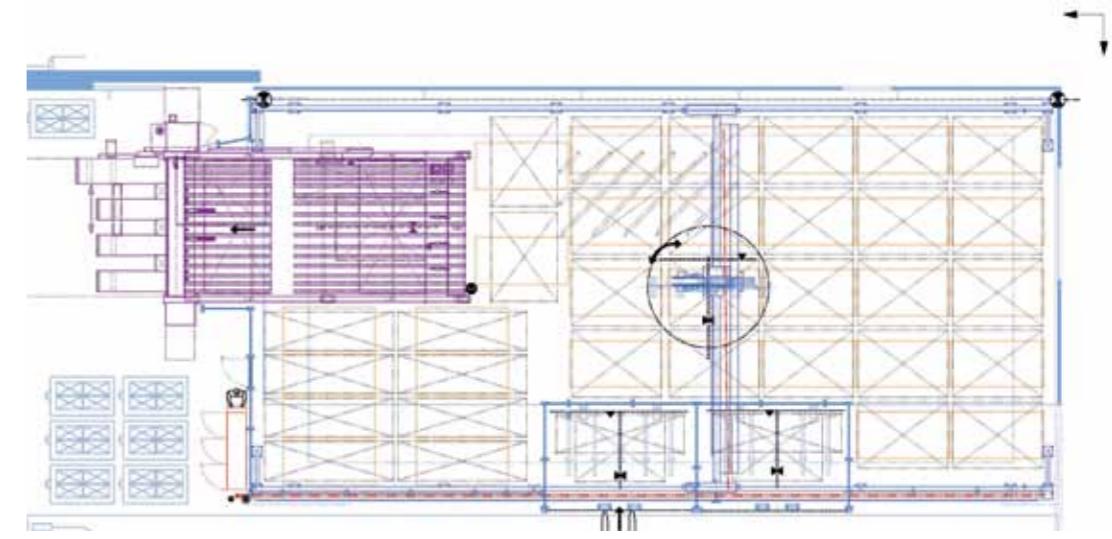
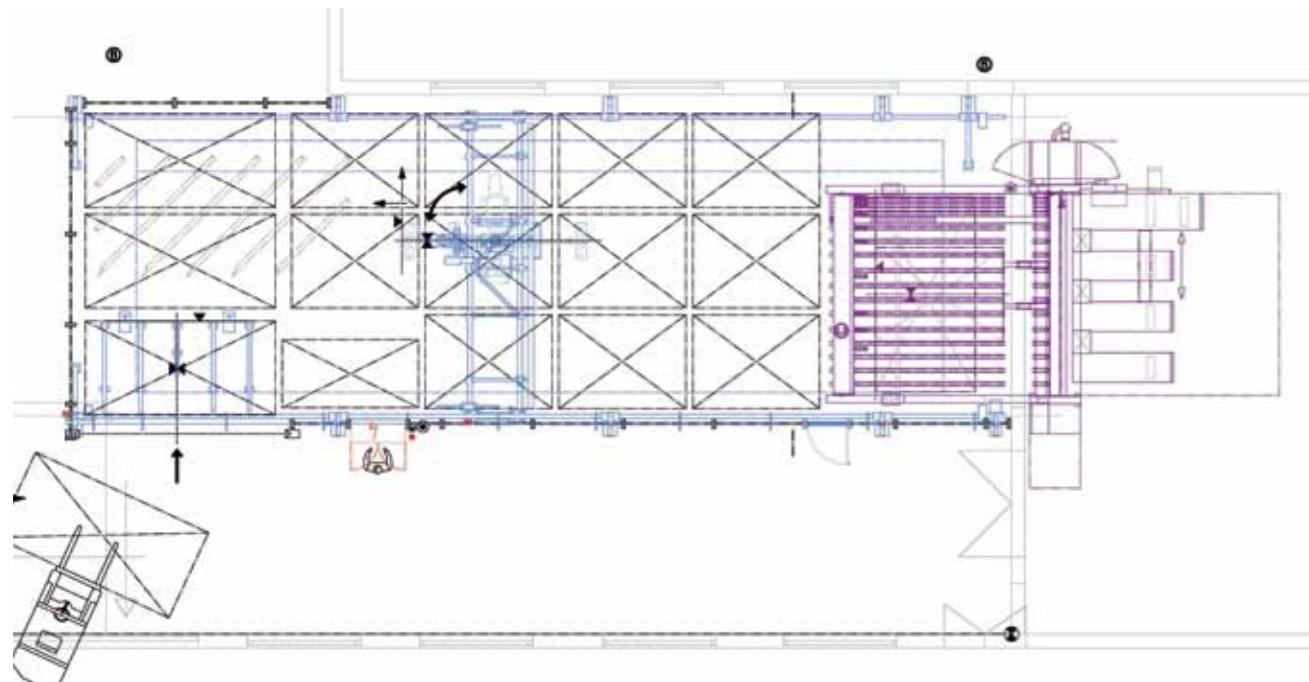
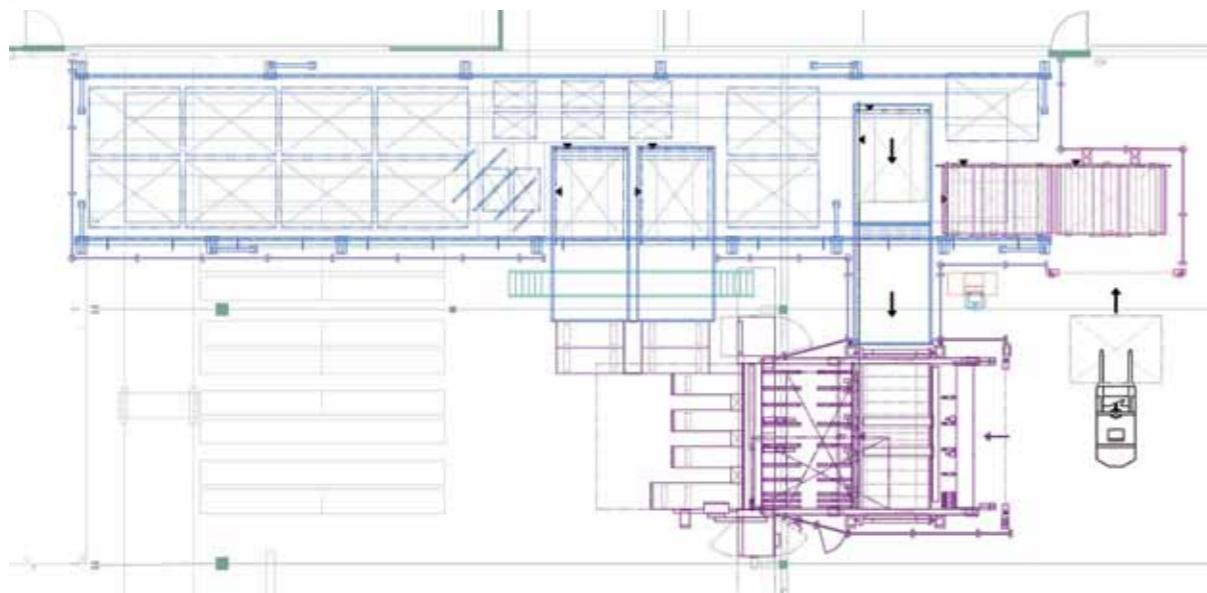
## sample layouts





Highly competitive –  
with the right combination

## sample layouts



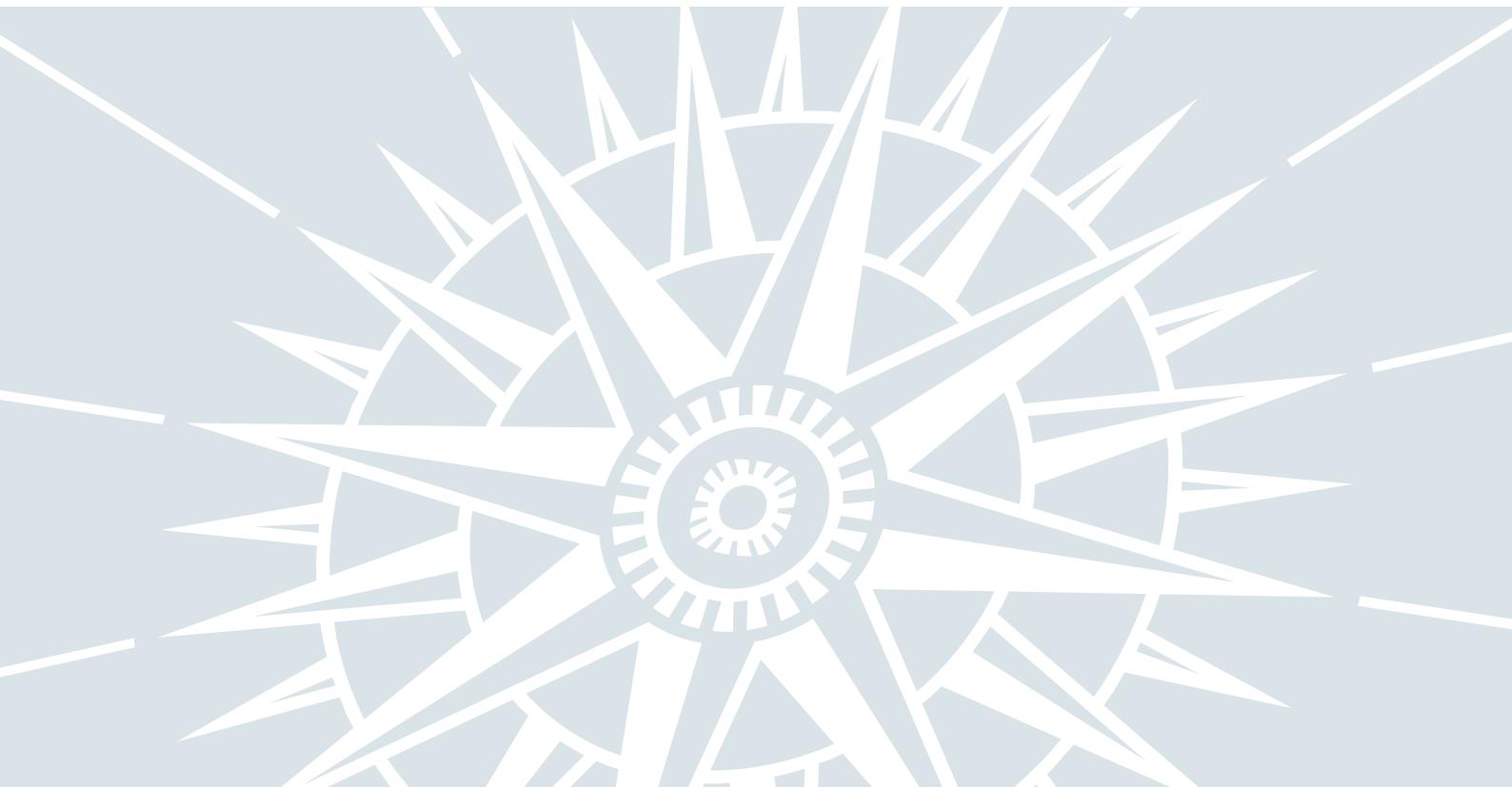
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