

iMagazin

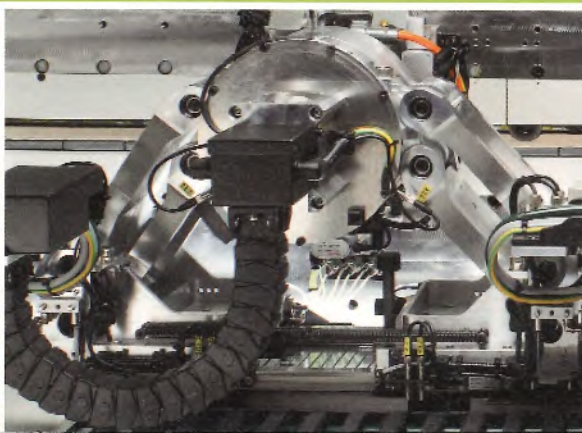
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 **IMA**
LEADING TECHNOLOGIES

Responsibility
Verantwortung

LIGNA 2009





EDITORIAL

Dear Readers,

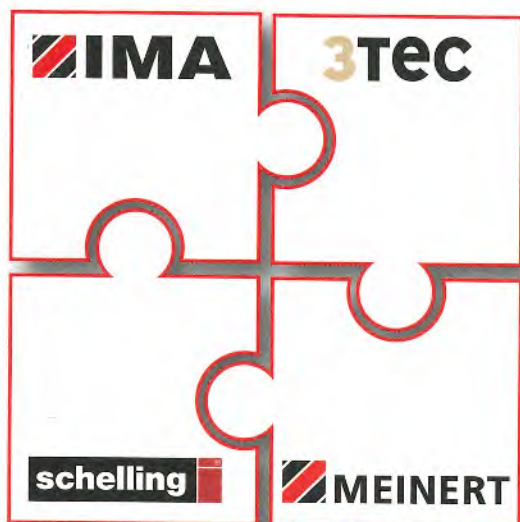
This edition of the i.Magazin is eight pages thicker than usual, and this for a good reason: Aside from the company news, which is a standard feature of the i.Magazin, you will also find an overview of the innovations presented by IMA at this year's LIGNA in Hanover. This industrial fair, which reflects current trends and issues, is considered to set the benchmark for the industry. The LIGNA 2009 will focus, amongst other things, on the efficiency of resources – an issue that will concern all of us in the coming years. IMA, too, has long been focussing on technologies that

need to contribute to a good understanding of ecology and sustainability. This is a continuous process which has to consider bringing all gears of the value-adding process into mesh: from material purchasing to the after-sales service contract for the equipment utilised. The IMA Project Team works continually to optimise and implement a great number of small 'efficiency' steps for sustained economic activity. In this edition, we would like to inform you about this and other topics around IMA.

Your team of i.Magazin editors

company

Complete solutions from one source: IMA Klessmann + IMA Meinert, 3Tec and Schelling



Complete solutions from one source for the production of furniture components – this is the objective of the new cooperation of IMA, and its subsidiary Meinert from Porta Westfalica, with the companies 3Tec and Schelling.

The companies' small and industrial customers benefit from a broad spectrum of experience and know-how – from panel sizing to the fabrication of ready-to-assemble furniture components – which has already been gathered in years of successful cooperation between IMA Klessmann and 3Tec as well as IMA Meinert and Schelling and which is also based on the high competence that each of these companies has in its specific field. System competence in supervisory plant control, material flow control as well as supervisory line control is the area of responsibility of the company 3Tec from Vlotho in the cooperation. The successful co-operation among the companies IMA, Meinert and 3Tec has been lasting for 10 years now. The Austrian company Schelling, another co-operation partner, is considered as the leading specialist in panel-cutting technology. Schelling has been manufacturing panel saws and panel cutting equipment for wooden materials as well as precision saws for plastics, printed circuit boards and non-ferrous metals for more than 90 years. Schelling and IMA supply machines and work cells for the mid-range and high-end market

and co-operated very successfully in large projects of the furniture industry. In order to be able to serve also the low-end market niche with equipment for automated panel sizing, they developed a simple standardised panel storage system which is equally compatible both with the current Schelling saws and the BIMA Cutting Centers. This system can also be used in conjunction with already existing sizing equipment. Also each of IMA' branches in America and Asia is connected through its international sales alliance with Schelling.

Further ideas and know-how come from IMA Meinert, the specialist for handling systems. *»With our new technology consortium we are capable of developing and manufacturing complex panel processing installations, which are tailored to the customer's needs, fast and accurately«,* says IMA Sales Manager Markus von Reden. *»Especially when it comes to bringing these ambitious high-tech projects into being, it is important for the customer to feel he has a competent and reliable consulting partner – with information preferably from one source«.* The No. 1 goal of these co-operations, each time reconfirmed through long-term agreements, is to provide the market with simple solutions at competitive prices which comply with industrial standards as well as with common quality requirements.

IMA service – the professional support



Rapid expansion of the service network

The IMA service team, which consists of more than 60 people now, works all day to supply optimal support in terms of operation, maintenance and repair of IMA machines.

In case of problems, the telephone hotline and remote diagnostics service allow for quick troubleshooting. »Our objective is to offer our customers a comprehensive service that helps them to achieve a high production rate and product quality without any restrictions«, Service Manager Andreas Rudolf explains the philosophy of his team.

Currently, IMA is developing a service package. The IMA service – for professional support stands on six legs which altogether give the best possible guarantee for frictionless, uninterrupted plant operation:

- Training
- Maintenance Manager software
- Preventive maintenance
- ISI (IMA Service Inspection)
- Spare parts management
- Technical support from IMA hotline, remote diagnostics and service engineers

The newly developed **IMA Service Platform** is a simple and fast means to access all the information you need for servicing your machine, e.g. maintenance intervals, preventive maintenance or spare parts lists. Another big advantage of the IMA Service Platform is that it has the internet-based remote diagnostics service integrated into its system. The training offered comprises, amongst other things, an introduction to the use of the Maintenance Manager, component checks as a part of preventive main-

tenance, PLC training for fault diagnostics and trouble shooting.

The Maintenance Manager software is the second leg on which the service network stands: it is an ideal tool for organising the maintenance to be carried out on IMA machines with a clear-cut presentation of all maintenance operations and intervals. Preventive maintenance, the third leg of the service package, will allow for cost-optimised and reliable maintenance before problems occur, which is done with the help of precise test methods and prognostics on the state of the components. The fourth leg of service, i.e. the ISI (IMA Service Inspection), offers the customers various inspection packages depending on the desired servicing intensity.



IMA Service Platform



Innovation

This process will give you perfect joints in terms of visual appearance and functionality. The edging and surface form a decorative bond, hence no joint is visible. There are no capillary holes through which humidity can enter into the glue layer and the panel material. With the laser edging process, IMA offers the most advanced edge banding technology currently on the market.

ADVANTAGES OF LASER EDGING

Perfect visual appearance

→ Joint-free bond between edging and panel

Maximum quality

→ Perfect processing of the joints and of the parts using IMA working units

Laser of protection class 1

→ Small risk potential for your people

Variable

→ A laser system and a conventional gluing unit can be used on the same machine

Precision tape guide

→ Minimum tape overhangs at both ends of the panel can be achieved by innovative technology

IMA Laser Edging: high-end edging

When the standard jointing method, i.e. hot-melt gluing, is used, the joint gap can be minimised through optimisation of the glue application quantity and the glue temperature. Only in rare cases can this technique produce an entirely invisible joint reliably and permanently. Even the best joints, which are almost invisible when supplied, will gradually become clearly visible again due to the ambient conditions the joint will meet in service – specifically condensed steam – and due to the cleaning efforts. In practice, the glue layer can also have very small gaps through which humidity can penetrate into the adhesive joint.

The Laser Edging process uses a special polymer instead of the conventional glues.

This material has the same colour as the edging material and is bonded to the decorative edging in the coextrusion process. It is a uniform layer just a few tenths of millimetres thick. The polymer layer has responsibility for reliably bonding the decorative edging to the panel. For this purpose, it has particularly good adhesion properties in the melted state and a high softening point of approx 135°C. Accurate heating of the polymer layer is effected by a high-energy laser beam. In the case of the laser edging process, the output of the laser source takes the place of the glue applicator. The laser source itself is disposed outside the gluing zone, i.e. beside or above the edge banding machine. A number of guarding measures make the **class 1 laser** as safe as a laser pointer.



The polymer layer absorbs the energy of the laser beam and melts. A few centimetres after the focus of the beam, the edging and the panel are joined together. Due to the force applied by the pressure rollers, the molten mass penetrates and fills the surface structures. The high forces of adhesion on the smooth surfaces and the hardening of the molten polymer, which has become an integral part of the surface, guarantee the excellent tightness and strength of the adhesive joint. Also from the point of view of the machine, the laser edging technique has significant advantages. No pre-heating is required, and hence the machine is operational directly after power-on. The laser technique does not need specific release and cleaning agents, and the pressure rollers are not smeared in the event that tape faults occur. Gluing faults caused by burnt glue belong to the past. There are no glue pots which need to be cleaned; external pre-heating is not required either. Parameter settings can be changed and saved to adapt to variable conditions of use, which allows these parameters to be applied quickly, safely and with great repeatability. Tools are no longer smeared and remain functional for a much longer period.

This process is based on patents of the company Bulthaup Küchen in Aich (Bavaria). The coextruded edging system was developed by REHAU in Rehau (Upper Franconia). With the Laser Edging process, IMA offers an excitingly new edge banding technology which sets completely new standards in terms of visual appearance and working strength of sophisticated furniture components.

product
&
market

The heart of the Laser Edging process: a highly accurate laser beam and the pressure roller station



„Light-weight construction is becoming the talk of the town“

ZOW 2009 in Bad Salzuflen generated positive signals for the industry

»With good business contacts and many interesting topics for the future, the ZOW trade fair for suppliers to the furniture industry which took place in

February 2009 generated positive signals for the industry«: this was the résumé of the fair trade corporation. 619 exhibitors and 15200 qualified visitors, amongst which about two thirds come from the German speaking part of Europe, found their way to Bad Salzuflen and made the ZOW a meeting point of the industry. Among the exhibitors was the *Hunger Möbelproduktions GmbH* from Bünde, a company that has a market position as a high-end supplier to the furniture industry. Hunger has a long-year experience in light-weight construction. At the ZOW, Daniel Joachimmeyer from the *i.Magazin* talked to MD Oliver Hunger about this topic.



Oliver Hunger (left), Hunger Möbelproduktions GmbH, and Daniel Joachimmeyer, IMA Project Manager



Mr. Hunger, how was the in-house evolution of light-weight construction since the last ZOW 2008 for your company?

There were a lot of enquiries at the fair. A number of deals in the real estate construction business were made. The topic is becoming increasingly important, even if only at a small pace.

In the last months, which were the evolutionary advances in the equipment your company utilises?

In order to be able to respond even faster to our customers' expectations in terms of short delivery times, we have invested in a new Novimat machine. This machine was equipped with the new contour milling unit (KFA) and with the contour buffing unit to simultaneously improve both the quality and production times of the furniture components.

How exactly do you improve your quality?

Due to the delicate surfaces, e.g. high-gloss finish, it is extremely important for us to reduce the manual fine finishing operations to a strict minimum. The parts shall leave the machine as components ready for despatch, so that they can be packed directly after a visual check.

What do you think are the sectors, currently, where light-weight materials are demanded most?

Difficult to say. On the one hand, we supply light-weight construction components to our customers in the furniture industry. On the other hand, the real estate construction business too has become a very interesting market. Product applications in this market range from dividers to finished furniture. Last but not least, it is the evolution in the fittings field which is constantly increasing the number of different products. As you will easily see from the products presented at our stand, there are also good ironmongery solutions, e.g. for the insert board.

How do you like the concept of the ZOW 2009 fair?

At the ZOW, we show what is currently feasible for us. We've got the technology to manufacture light-weight boards in the most different designs. That means, in the »board on frame« design with latch just

as well as the frameless light-weight board with reinforcement edging. We can also process light-weight panels such as flax boards. The furniture which is presented here shows that designers have more possibilities to create a variety of furniture systems. Also the contrast between thin and thick panels is shown. We see furniture that uses 38 mm thick light-weight panels for their carcasses and 8 mm chipboard for the back panel. Furthermore, we see a folding door cabinet with 38 mm thick doors and 100 mm thick side panels. Combined with high-end surfaces, we get a high-value piece of furniture which offers great advantages in terms of resource-efficiency.

Are you satisfied with the progress of the fair?

The quality of the visitors compared to that of the last year has improved. I also have the impression that the number of visitors from abroad has increased.

What exactly do you mean by the »quality of visitors«?

You can feel that the visitors engage themselves in the light-weight construction field. At the last ZOW, many visitors asked fundamental questions about light-weight construction, whereas in this year we receive concrete enquiries. There also customers who got tips from us in the last year and as a result have integrated light-weight construction into their daily working routine. The visitors are also aware of the possibilities and trends that emerge from the fittings technology currently available. This year, also many architects came to our stand. In this way, light-weight construction is making further inroads into existing markets. The architects consider the increase in panel thicknesses when they design rooms, and hence also the shop builders will need to meet these requirements in the end.

Will you also be at the ZOW fair in the next year?

Even if it is not yet foreseeable which concrete results this fair will yield, one can say that there were a lot of interesting enquiries for us. This will certainly give us an incentive to be at the ZOW fair also in the next year.

Thank you for this interview.

Helping the climate: efficient IMA panel processing installations make important contribution

Improving the efficiency of resources on new production plants is an important contribution to a reduction of noxious environmental influences. IMA has long been aware of this responsibility. Therefore, the ›Resource Efficiency‹ project team works continually to develop new processes and techniques that will contribute to tailor the entire value-adding chain of the IMA products to these requirements.

The current package of measures taken by the IMA developers is already showing remarkable success and promoting future-oriented developments. The focus of the measures is clearly on reducing the input of primary energy carriers. But there are other important points such as the development of new technologies for increasing the productivity of raw materials, the reduction of raw material input as well as the reduction of organisational requirements on the machine user.

A typical feature of furniture production is dust extraction. In this process, enormous amounts of energy are consumed. The work performed can directly be determined from the motor power or indirectly be measured as the additional cost of building heating. Together with partners from the tooling industry, IMA works and strives to do completely without the extraction systems in the sizing zone which need particularly great amounts of energy. Where extraction is inevitable, optimisations in the areas of the extraction hoods as well as on/off control as a function of demand and reduction of power losses enable the volumes and vacuum pressures of exhaust air currents to be reduced. Moreover, the precise refeeding of the extracted air to the extraction hoods cuts energy consumption for the heating significantly. For example, if the ambient temperature is 0°C, 1 litre of heating oil is saved per 1500 m³ of extracted air. A comfortable side effect is less draughts. This system also saves you a lot of money for the extraction systems.

Compressed air is one of the most expensive energy carriers. Therefore, IMA uses the exhaust air of pneumatic

elements to clean the light beam sensors and for blow-off nozzles. Stand-by mode for glue heaters, replacement of the control cabinet cooling unit with convection cooling, energizing of the working motors on lot-size-1 work-cells only as required as well as optimized milling motors are further ways to save electric energy.

The BIMA Cutting Center has a lot of advantages in terms of resource-efficiency: The floor space is cut by half compared to that of a conventional panel saw. The new possibilities of cutting optimisation can cut the costs of waste by 30 percent. The focus of this technology is, however, on reducing the ›time‹ resource: we have a totally automated unmanned process system with minimized panel throughput times and quick response to special orders. That means, the throughput time as well as the lead time are substantially reduced.

In the past years, IMA more and more resorted to electronically controlled servomotors instead of pneumatic drives such as compressed air cylinders. Reduction of setup times, increase of working speeds and improvements of quality are the sustainable result. With the use of linear drive technology in the boring and dowel insertion units – and most recently also in the contour milling unit (KFA) –, IMA has made another step into the future and has eliminated performance bottle-necks. Moreover, considerable amounts of the expensive compressed air are saved on each stroke.

›Making more out of wood‹. This central topic of the VDMA for this year's LIGNA takes up specifically IMA's commitment in the ›light-weight construction‹ field. IMA has played a major role in the development of technologies designed to substitute light-weight materials for chipboard. Although not typical of a machine manufacturer, it is still an impressive proof of the competence of this technology-oriented enterprise. Today, the user can utilise the full range of edge banding technologies as well as the processes for fitting the ironmongery to sandwich boards.



STATION 1 LOT SIZE 1

›Custom production without compromise‹ – IMA provides future-oriented system solutions for ›lot size 1‹ production which cover all processes in the production chain from *panel storage technology*, through *panel sizing, edge banding, boring*, to *fully automatic customization*. For each customer, our project engineers will prepare an optimal individual concept tailored to his needs.

From this portfolio we will show you our 2nd release of the BIMA Cutting Center for automated sizing at maximum capacity in conjunction with an IMA single-side edge processing machine ›Combima I‹ and Meinert handling systems.

A highlight of the fair: Combima I

- modular layout – the machine can be fitted with additional components/ extended facilities
- KFA contour milling unit for high quality of work
- 2 gluing units for two glue colours which can be combined individually with the 72 edging tapes.
- short setup times
- variable panel infeed system

A highlight of the fair: BIMA Cutting Center [Release II]

The IMA concept is successfully accepted by the market and has taken the lead over conventional saws. Since 2007, seven machines have already run in a production environment.

- additional gantry feeder
- high-capacity with minimum floor space requirements
- angular & dimensional accuracy and repeatability
- economic optimisation through stepped cuts – reduced amount of waste chips

STATION 2 MASS PRODUCTION

We will show you a continuous-operation high-volume line consisting of a Combima II edge bander, an IMAGIC boring machine and an IMA Meinert stacker for high-capacity production.

We provide you with complete, fully automated system solutions from one source. Our mass production lines are a symbol for high availability and high capacity.

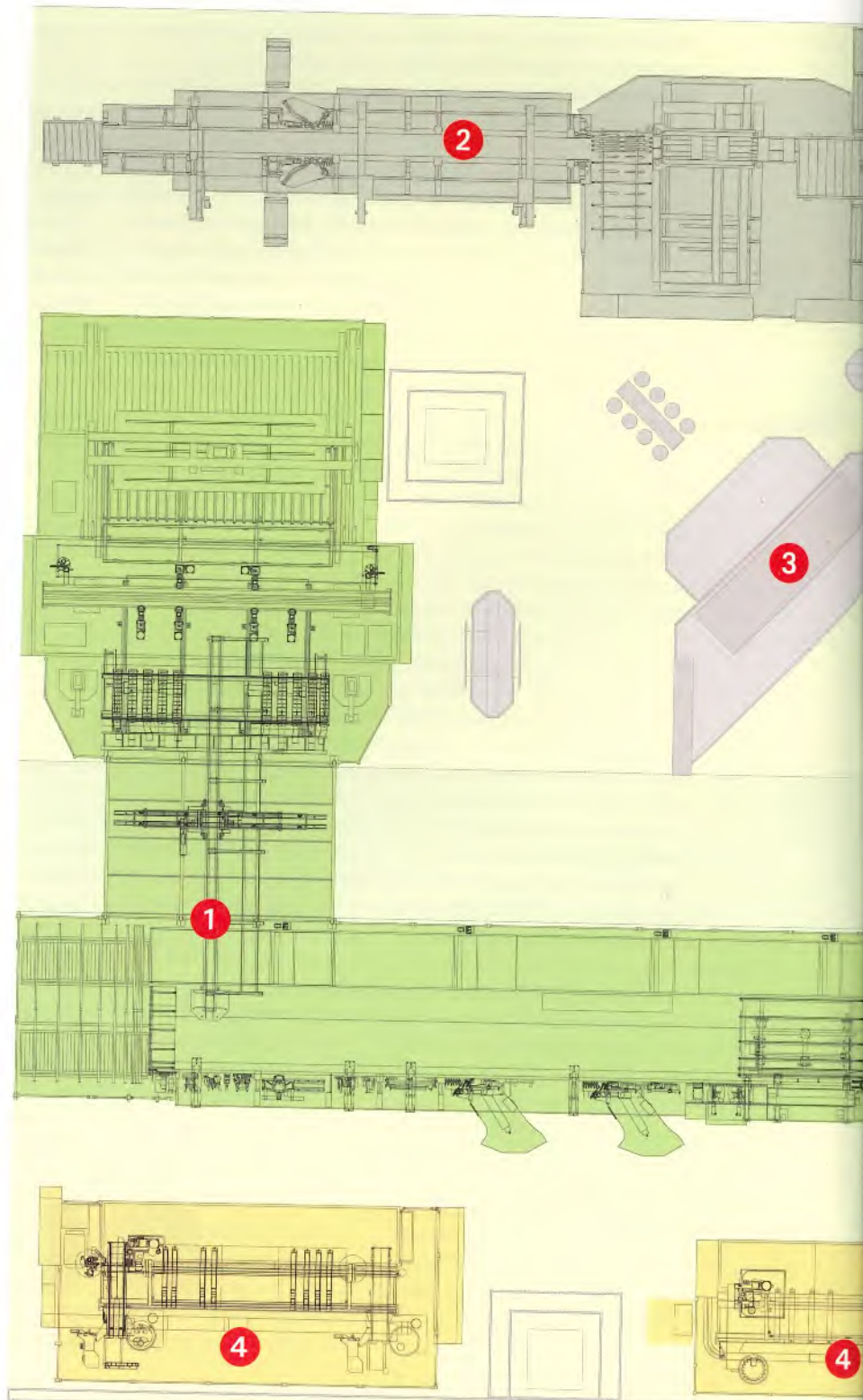
A highlight of the fair: Combima II

- Gluing unit of the latest generation
- Linear end-trimming unit for extremely high processing speeds at minimum wear and tear
- KFA contour milling unit with linear drive technology – high speed, little wear, high quality

STATION 2 MASS PRODUCTION

A highlight of the fair: IMAGIC

Our universal boring system for automated production in the furniture industry: The boring operations – including glue application and dowel insertion – can be performed on the underside face, the side face and optionally also on the upper face of the panel. The compact design of the machine enables multiple machines to be connected in-line to form modules for customer-specific solutions.



STATION 3 COMPETENCE FORUM

We invite you to experience technical innovations and exhibition highlights in a direct dialog with our specialists on such topics as:

- Laser Edging: high-end edging using a laser process
- Simulation: the safe and reliable way to configure your work cell
- IMA Service Platform: professional support of service activities
- IMA Finance: full-service package financed by leasing and many more...

STATION 4 STAND-ALONE MACHINES: INDUSTRY + SMALL SHOPS

Presentation of new series of machines

Advantage – the next generation

In the past years, the ›Advantage‹ series has set standards for universal edge processing. It meets all requirements of current trends and innovations. And it comes up to all expectations concerning the spectrum of edging and panel materials.

Quadromat TS

The automatic single-side edge bander Quadromat TS combines compact dimensions and integrated panel backward pass. High quality of work and short setup times even when large panels are processed are characteristic features of the Quadromat TS. Intuitive machine operation is guaranteed by the ICOS TS controller using a touch-screen with self-explanatory symbols.

Novimat contour

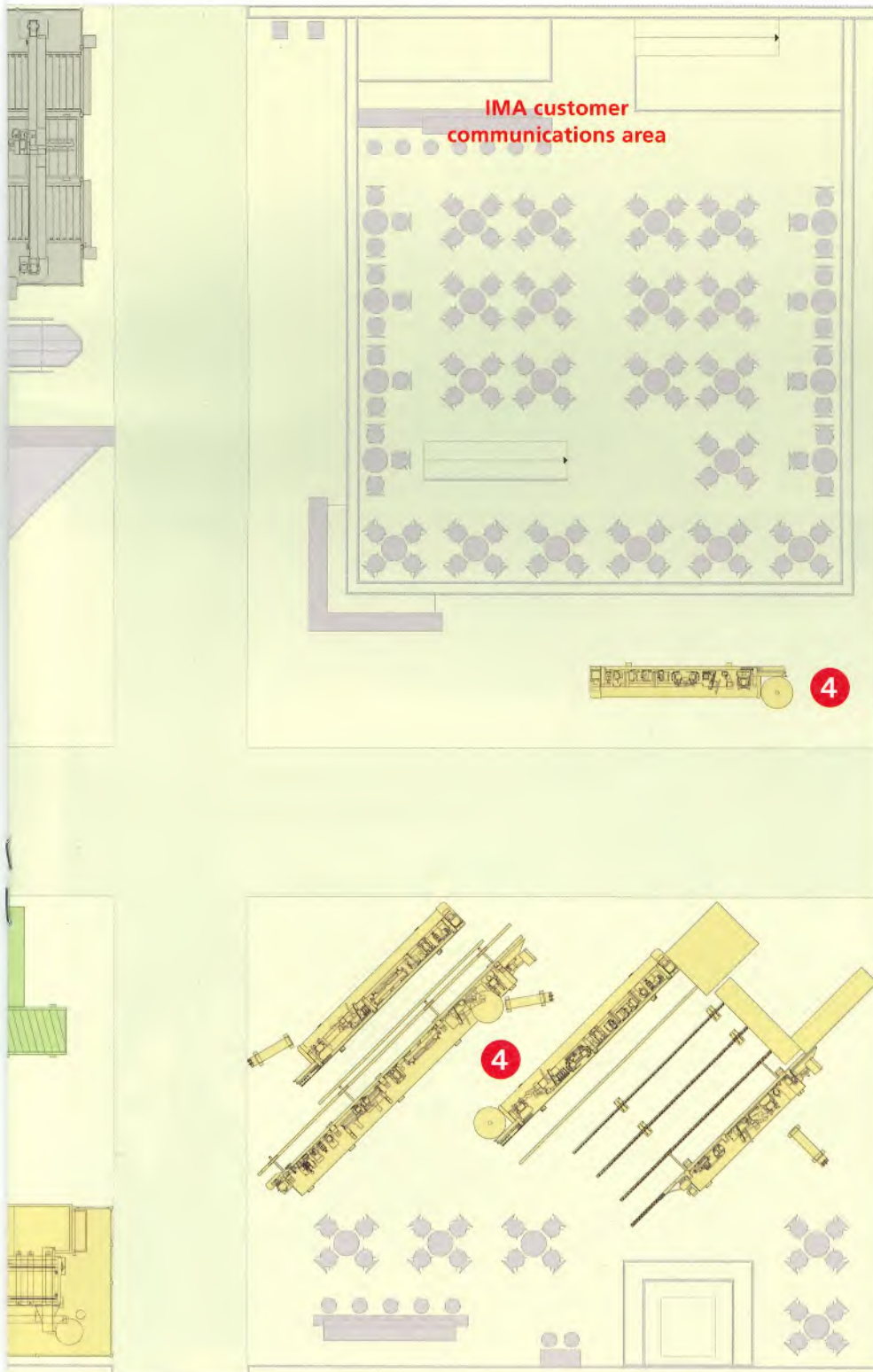
For getting started with high-performance oriented edge processing, the *Novimat contour* offers the full range of equipment at industry standard level – and all this at an unbeatable price-performance ratio. Equipped either with a contour trimming unit (SKF) or with the proven multi-function unit (MFA), it can produce all panel edges with an excellent surface finish.

BIMA 300 V

The BIMA 300 is the CNC machining centre with integrated C-axis and optional Vario NC for flexible processing of furniture components and internal construction parts in small batch production and ›lot size 1‹ fabrication. A system toolkit with individually selectable working units leaves nothing to be desired.

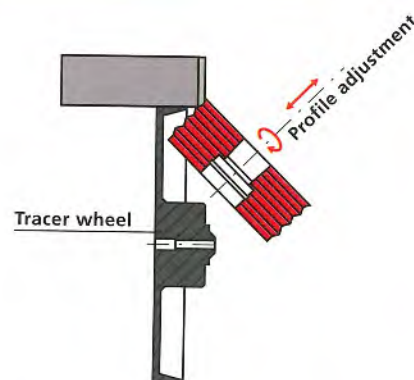
BIMA 400 V

The BIMA 400 series stands for maximum flexibility in complete processing on a minimum floor space. Designed as a milling, edge banding or robot head machine, as required, the BIMA 400 offers the best possible standard for sophisticated ›lot size 1‹ fabrication and small batch production. With the optionally available, customer-specific or industry-specific equipment packages, all machining tasks can be accomplished efficiently and conveniently.



STATION 1 + 2
LOT SIZE 1
MASS PRODUCTION

KFA 30 + KFA 50: perfect edge quality



IMA has the perfect solution for fine finishing of post formed and soft formed fronts or furniture components: With the new contour milling units ›KFA 30‹ and ›KFA 50‹, excellent quality of work is achieved at up to 50% higher feed speeds.

Linear drive technology (a direct drive technology used e.g. by the *Transrapid train*) does not require any mechanical drive elements, and hence it is subject to very little wear, highly dynamic, enormously fast and particularly accurate. With this technology, IMA has gathered the best experience for boring and dowel insertion units.

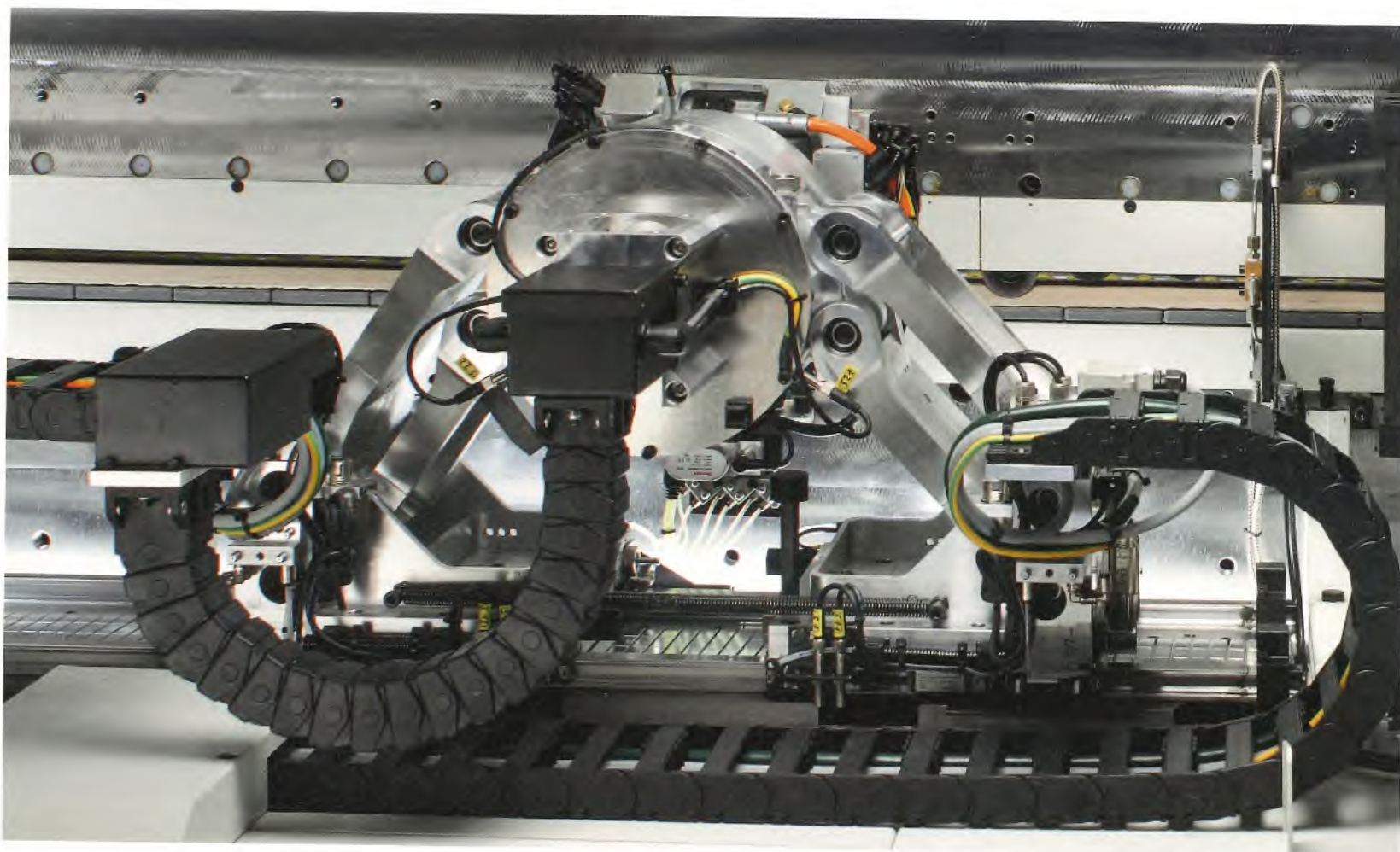
On the contour milling unit, the linear motor moves two tool carriages which are controlled independently of each other by the CNC. They are connected through joints to the cutting head. In the contour

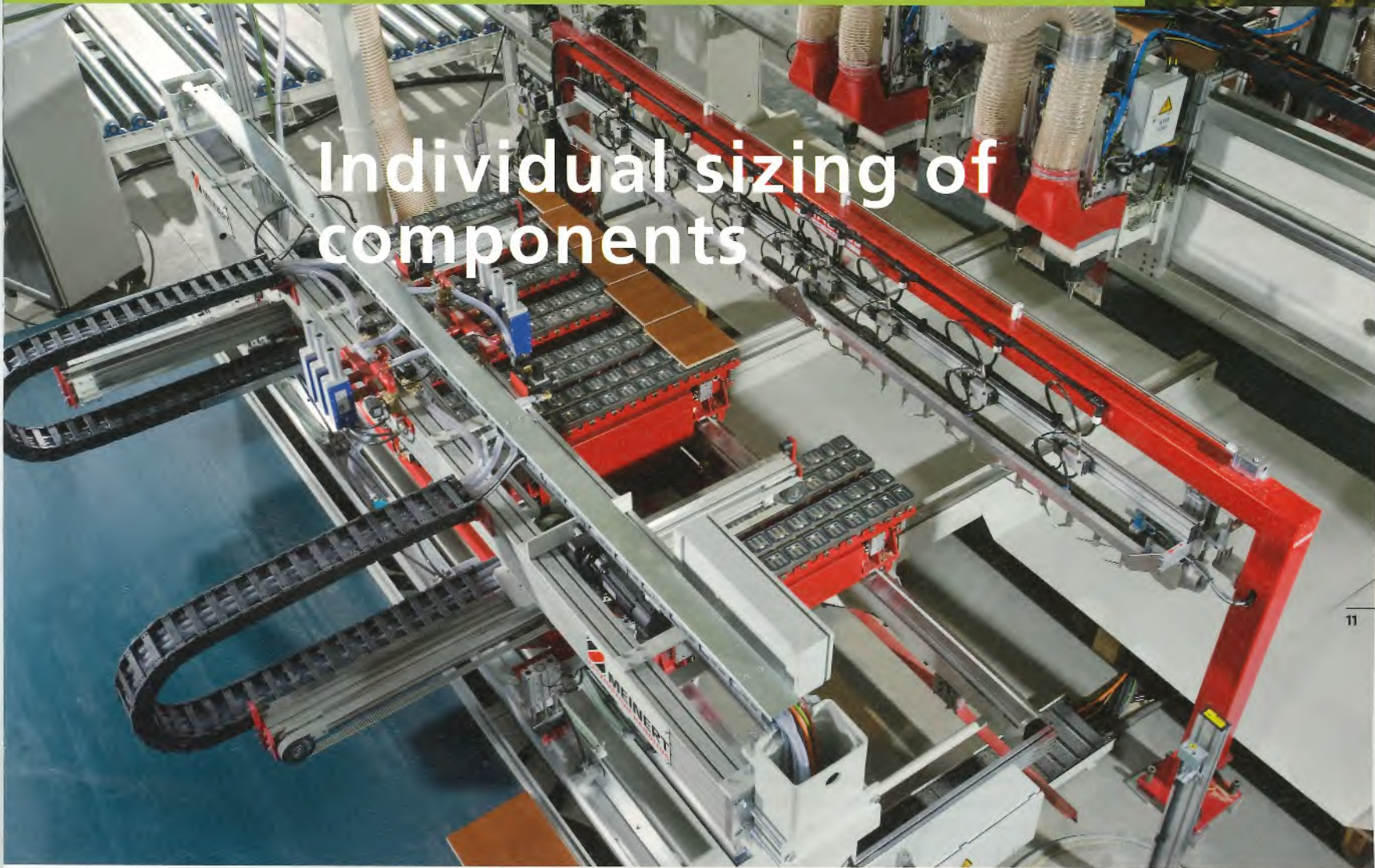
milling process, the cutting motor together with the tracer wheel is rotated about the horizontal axis. Hence, the tracing direction is always perpendicular to the contour. Quality optimisations can be made via mouse click. Due to the oblique arrangement of the cutting motor, the cutting pressure is always directed towards the workpiece. The four profiles (i.e. 1 chamfer and 3 radii) are part of a cylindrical tool of approx. 70 mm diameter. For a profile change, no tracer wheel change is required.

The accuracy of this revolutionary technique ensures a machining result that is better than that of any competitor, not only for thick edgings but also for thin edgings and many types of veneers. There is a smooth tangential transition between the contour of the longitudinal edge and the radiused corner: the quality of the contour is not

compromised by the cutter swinging too far or cutting too deep. The unit performs milling along contours with the smallest corner radii just as well as milling along flat contours with a large radius. Since this design is ideal for light-weight materials, it is also a safe investment in the future. Easy part programming using the IMAWOP contour editor contributes to the good machining result.

In transverse processing, **feed speeds** of up to **30 m/min.** can be achieved depending on the type of machine. For a profile change e.g. from R2 or R4 to a chamfer profile, no setup time gap needs to be generated. On Combima machines with feed speeds of up to **50 m/min.**, the KFA 50 with two in-line contour milling units is used; these two units share the work without any losses in quality.





Individual sizing of components

For fully-automated optimized cutting of raw boards IMA offers the best machine concept – for gantry and as well as for outrigger machines.

Flexible cutting of sheets is accomplished with high speed cutters, given the opportunity to split the board into rectangular panels, as well as into any possible shaped panel. The software »BIMACut Editor« ensures minimal cut-offs, considers wood grains or structure and administrates partial sheets.

High powered routing milling spindles, precise spindle bearings and high cutting speeds provide high-quality cutting results: Cut panels can be used for subsequent processing steps without any further finishing. Automatic retrieval of partial sheets as well as positioning of subsequent full size or

partial sheets onto the machine table is accomplished by an automatic feeding gantry. A process step, which is accomplished already when the last panel is still being processed. Cutting panels out of the sheet is accomplished by multiple routing units depending on the capacity requirements, reducing the processing time considerably. Removal of cut to size parts is accomplished via an automatic stacking gantry. This is done simultaneously while processing of the next panel has already started. Direct linking of the BIMA Cutting Center with the edge banding line via conveyor belts und roller tracks is optimal and achieves the utmost efficiency.


**STATION 1
LOT SIZE 1**



»IMA Finance« is the new financing concept

IMA offers full-service package financed by leasing

With **IMA Finance**, the Lübbecke based manufacturer of woodworking systems, IMA Klessmann, offers another bargain to its small and industrial customers for financing their investments. The customer can choose from various contract models, such as leasing, hire purchase or project rent, which will save his equity capital and liquidity. Particularly interesting are leasing models where the leasing rates are paid flexibly from the receipts generated, i.e. the so-called »earn before pay« model. *»These financing possibilities will help our customers to increase their productivity and competitiveness. Financing by leasing gives the customer more liquidity and thus the possibility to make periodic investments in new equipment and technologies«,* says IMA Managing Director Andreas Bollmann. *»The customer's credit line is not affected, he can finance his investment at sensational conditions.«*

Moreover, similarly to the new »don't worry service« package, the »IMA financing by leasing« model offers a complete package solution from your one-stop-shop: This includes, aside from the actual machine leasing, all maintenance items and insurances. This gives the IMA customers clearly definable, fixed planning costs during the entire contract period, with minimum administrative expense and substantially reduced risk. *»Especially in economically difficult times – as we are currently facing them – »IMA Finance« offers our customers the monetary freedom required to simultaneously both minimize the entrepreneurial risk and increase the competitiveness«,* Andreas Bollmann explains. The first enquiries already show that this offer meets great interest.



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STATION 3 COMPETENCE FORUM

The new »Advantage« series

It has its premiere at the LIGNA: the new »Advantage« generation. Just as surprising as the new form is the highly efficient technology of the new edge bander – of course at the much-noticed IMA quality level. Due to its attractive price-performance ratio, it is equally interesting both for beginners and professionals.

The new machine technology is easy to use and offers a higher degree of protection for the production environment; the quality of work has been increased noticeably, and also the capacity has been increased significantly through shorter panel throughput times and reduced setup times. The data input on the new Advantage, managed by the proven ICOS TS technology, is user-friendly as usual. With individually selectable options, the »Advantage« will perfectly suit the requirements of your workshop.



STATION 4 STAND-ALONE MACHINES

New CNC machining centre BIMA 400 | V | R



STATION 4
STAND-ALONE MACHINES

Speed, flexibility and dependability

With its machining centres, IMA covers all core areas of panel processing: Sizing technology together with the classic tasks of stationary machining is offered by the BIMA CUT. Universal machining tasks in stationary operation are solved by the BIMA centres of the **new BIMA 200, 300 und 400 families**. For the first time, these machines are now presented as the products of evolutionary advances. In special cases and when large panels are processed, our customers also put their trust in the BIMA Px80 gantry machining centres.

Whereas worktable sizes of the BIMA 200 and 300 series range up to 5300 mm, the BIMA 400 covers the range up to 7300 mm. The two smaller types permit a panel width of 1250 mm, the BIMA 400 covers the range up to 1450 mm. Spindle powers of 7.5 kW up to 16 kW – for the BIMA 400, from 6 to 18 kW – have to be chosen depending on the machining tasks. The use of adapter units and the number of tools define whether an 8-station tool change carousel suffices or whether the big one with 18 stations or even the so-called 40-station chain-type tool changer is re-

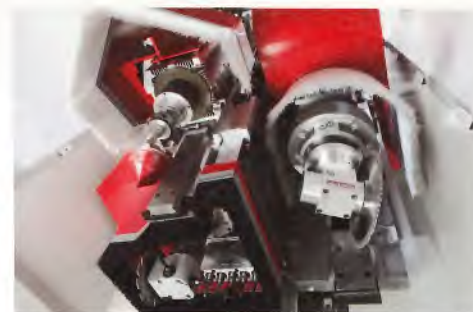
quired. The BIMA 200 enables adapter units to be manually inserted into the spindle at a snap grid setting of 45°. For all other types, the angular rotation occurs automatically about the integrated C-axis. If boring is one of the main tasks, then 21 instead of 14 spindles will reduce machining times.

The mostly chosen type of worktable, i.e. the standard console table with vacuum pods and optional LED setup aid, offers the most universal method of workpiece clamping. But a solid table with a smooth or vacuum grid surface has advantages whenever work that requires vacuum templates or special clamping devices is to be performed. If panel sizes change frequently in the production of single components, the automatic setup table or DynaPoint table (BIMA 400 only) will reduce setup times to almost zero.

With the new VT 45 beginner's system, IMA – as a pioneer in edge banding on machining centres – offers solid edge banding technology in the 270° range at remarkably good conditions. The VT 50, VT 100 and VT 105 units have integrated a much larger number of functions and hence offer edge banding technology tailored to your needs. Tape feed by hand or automatically from single-reel or multi-reel magazines,

very small contour radii through special heating processes, 360° butt-joint edge banding and the technique of internal radiused corner notching are the criteria to choose from.

If a 5-axis robot head is used instead of the conventional main spindle, this machine is denoted as BIMA 400 R. In conjunction with the 5-axis programming technique, which IMAWOP has integrated into its system, this machine can accomplish milling tasks with high accuracy using a powerful (up to 16 kW) and tilted main spindle. Compatibility with special 3-D software of other suppliers makes the BIMA 400 R a specialist for e.g. stairs and doors. Aside from this, the BIMA 400 R can of course also be equipped with boring, sawing and edge banding units.



Successful IMA suppliers awarded

1st IMA Suppliers Day meets great interest

»Success does not come out of individual peoples' doing, it is usually the result of teamwork«, says Jörg Böhnke, Purchasing & Production Manager of IMA in Lübbecke. The 1st IMA Suppliers Day, which took place at the IMA premises in Lübbecke, showed that this was not just words but followed by action. The topics of this event were **›giving information – thanking – discussing‹**. Invited were 19 suppliers who had qualified themselves through particularly high standards of performance. Rüdiger Schliekmann, Spokesman of the Management, gave detailed information on the current situation at IMA and pointed out that the outstanding tasks would be very demanding both for IMA and the suppliers. Prior to the awards ceremony, seven categories were defined for each of which the three best suppliers were nominated and invited. The suppliers were nominated by a cross-functional team from various departments. In this process, the suppliers below were nominated:

›System Suppliers‹ category

- Beckhoff
- Teschma
- Weidmüller

›Overall Performance‹ category

- Stöber
- Vetterkind
- Siemens

›Logistics‹ category

- Lohmeier
- Wiemann
- Bosch Rexroth

›Quality‹ category

- Perske
- Pfannenberg
- Block

›Crisis Management‹ category

- Igus
- Stöber
- KEB

›Innovation‹ category

- Fischer-Motoren
- NUM
- Wittenstein

›Newcomer‹ category

- Teschma
- Atemag
- Westermann

»This was not an easy decision for the jury“, Böhnke explains: »Even if there was only one number one per category after the award ceremony, the atmosphere among all of the guests was so positive that each of them could feel as a winner.«

Among the seven categories, the company Beckhoff from Verl was awarded for its particular engagement in the ›System Suppliers‹ category. The company Stöber from Pforzheim was elected as the supplier with the best overall performance. The ›Best Logistics‹ award was given to the company Lohmeier (Vlotho). The company Perske from Mannheim was awarded as the supplier with the best quality. This year's ›Best Crisis Management‹ award was given to the company Igus in Köln. Fischer-Motoren from Billigheim-Allfeld ranks at the top for innovativeness, and Teschma from Lübbecke was elected as the best newcomer among the suppliers.

Representatives of all suppliers then identified open optimisation potentials in several workshops about such topics as

- ›New System Partnerships‹,
- ›Modern Logistics Concepts‹,
- ›Transport Optimisations‹ and
- ›Energy Efficiency Projects‹.

In a positive atmosphere, it was possible to discuss approaches to practical solutions and implementations. »The positive response of all companies, also of those who didn't get an award, has confirmed us in our view that the ›IMA Suppliers Day‹ should be scheduled as a periodic event in the future«, says Jörg Böhnke at the end of the Suppliers Day.

Satisfied suppliers: On the 1st IMA Suppliers Day, seven companies were awarded for particularly high standards of performance



High-tech for door rebates

In the internal door production field, IMA is the market leader for so-called door rebating machines. Within the entire range of edge processing techniques, the technology of these machines has a leading position. Very complex operations need to be performed in order to produce a smart, clean finished door leaf from a non-sized panel.



product & market

IMA has climbed this summit in 25 years of intensive development. All over Europe, **125 machines** in more than 50 panel processing installations of the leading door manufacturers are a proof of the competence of the IMA development team. The door construction technology with rebates, which is the common technology used by German door manufacturers, is becoming increasingly stronger in all of the other European markets.

The current developments will push the success story of IMA door machines still further ahead. They cover the entire business chain from customer acquisition through specification and customer-specific development, to service. After a comprehensive series of re-engineering operations, IMA now presents a future-oriented technology portfolio.

Door processing is a complex issue with many facets. Specific check-lists and rebate selection catalogues are used to determine all the requirements in the customer's specifications. IMA's long-year experience in this market is expressed in predefined blocks for the machine equipment. These blocks allow us to compile offers for the different types of machines with great accuracy. The subsequent competent project management in the IMA premises plays the decisive role for

safe and fast order processing down to the implementation of the technology at the customer's premises.

At the machine level, the entire hardware and software has been revised. All of the working units now move on improved guides and have been standardized. Significantly less maintenance, improved accuracy and a higher machine utilization rate are the measurable results. With the technology of the infeed table to allow for a production of workpieces with right angles and accurate dimensions directly on the edge processing machine, the so-called 1.5-side machine design has conquered the market as the most economic solution.

Therefore new technologies, such as an all-side softforming and postforming for doors with U-shaped profiles, were introduced. Also the new design of the Combima machines, which remarkably reduces production times, has shown noticeable success. Intelligent parametric programming of the machine settings is done at the factory using the ICOS software. This enables the machine user to program the most different external edges of doors in a variable manner and with few parameters and to produce them in a fully automated process.



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IMA continues to expand

New sales company established in Changzhou

IMA, manufacturer of machine systems for the woodworking industry, has passed another milestone on its way of continuous expansion in the Chinese market. On 1st January 2009, **IMA Int'l Trading Co., Ltd.**, which is situated in Changzhou/China, started its operative business for the Chinese Market with five employees. This step was being prepared since October 2006. *»With the foundation of this company, we systematically expand our presence in the fast-growing Chinese market«*, says Burkhard Sydow, Managing Director of **IMA Asia Pacific Pte. Ltd.**, also an IMA sales company, which is situated in Singapore.

Expansion in China, one of the fastest-growing markets in the world: IMA continues to expand its presence in Asia. Burkhard Sydow (left) with employees of both IMA companies in front of the skyline of Singapore.



»The strategic partnerships with Chinese corporations are on a very good way«, Burkhard Sydow explains. »We currently cooperate with a partner in the province Guangdong, and we are intensifying our own sales efforts in the greater Beijing and Shanghai areas. Moreover, we are proud of our good business relations with big customers all over China.« IMA has been active in Asia since 1994; in 2001, it started to establish first business relations with Chinese customers. Today, a total of twelve people work for the sales companies **IMA Asia** and **IMA Changzhou**.

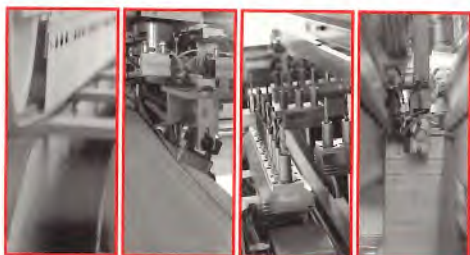
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International fairs

May	18.05.09 – 22.05.09	LIGNA Hanover, Germany www.ligna.de
July	15.07.09 – 18.07.09	AWFS, Las Vegas, USA www.awfsfair.org
Septembre	09.09.09 - 13.09.09	BIFE, Bukarest, Rumania www.bife.ro
	15.09.09 – 18.09.09	Woodworking, Minsk, White Russia www.minskexpo.com.by

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