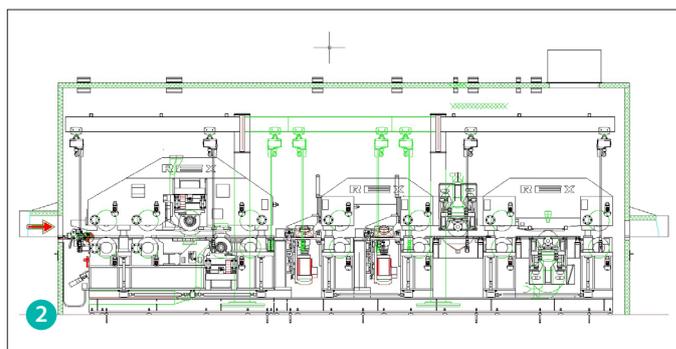
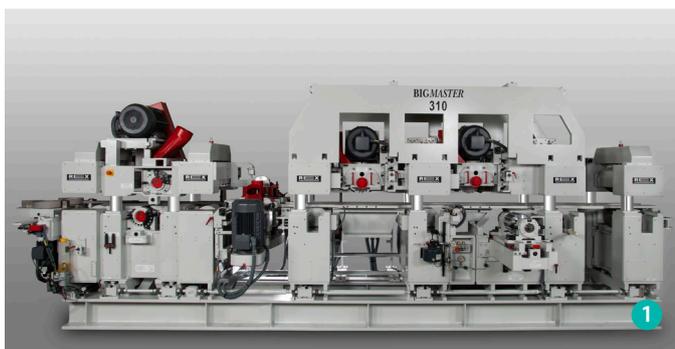


Setting oneself apart from the competition

Market success with quality or price? This machine manufacturer says better with both.

📷 Rex Hobelmaschinen



Many companies produce planed timber. For this reason, competition is fierce in this segment. So, what can you do to set yourself apart from your competitors? Basically, there are only two things a company can do: deliver better quality on the one hand and offer a better price on the other. Those who can combine these two factors will be the most successful on the market. This is what machine manufacturer Rex of Pinneberg/DE is convinced of. In order to make this a more achievable goal for its customers, Rex greatly advanced the development of planing machines. With the Multitool system and the profile management, Rex presents the results of its development work.

With the Multitool system, several tools can be positioned on one spindle. This way, profiles can be changed via the machine control without having to stop the machine. Changing the profile does not take longer than the positioning of one tool. Thanks to this system, Rex customers have an unprecedented availability of their machine and thus a significantly higher material output in the same amount of time. Furthermore, a profile database can be created in the profile management program where all machine settings for each profile can be saved individually. Thus, whenever the operator wants to change the profile, they only have to select the profile created in the profile management, and the machine then adjusts itself fully automatically depending on the respective machine equipment. According to Joachim Schwarzbeck, managing director at Rex in Pinneberg/DE, this system is already in use at several companies, for example at A&J Scott, a fully satisfied customer. For over one and a half years, this England-based company has been working with a Bigmaster

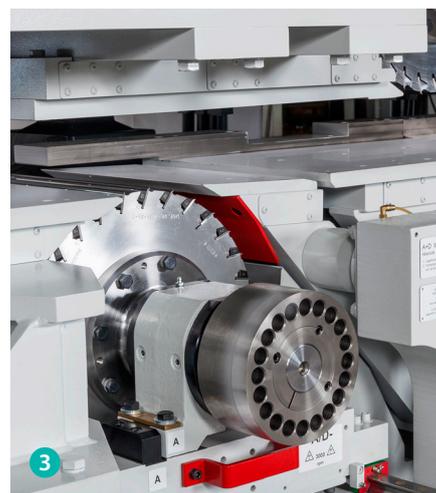
- 1 Profile plane of Rex's Bigmaster line
- 2 Rex developed the Speedmaster for really big tasks
- 3 Close-up of Rex's Speedmaster

which is perfectly equipped for the production of high-quality planed timber with its profile management system and profile jointers.

Furthermore, Rex recently sold a machine for planing timber with the Multitool and profile management systems. For example, a sawmill from the Sauerland region bought a Bigmaster with the Multitool system. Another example is that of a sawmill in the north of Germany which opted not only for a Bigmaster with Multitool, but also for the profile management when purchasing a new planing line. This customer bought the entire line from Rex. "We are not only going to supply the planer, but also the associated mechanization," says Schwarzbeck happily, referring to Rex's all-round carefree package. This package consists of a perfectly equipped machine and the associated mechanization which is tailored to the customer's requirements.

High-performance planing

The Speedmaster line is an important further development in Rex's product range. Designed for feed speeds of up to 500 meters per minute, it completes the high-performance part of Rex's product range. "This autumn, a Speedmaster SPM 8/31-WW will be installed at one of our customers in Thuringia. With this machine, wood is pre-planed at 500 m/min for the adjoining glulam plant, and planed and cut-off timber is produced as well," announces Schwarzbeck. Another one



will be installed in Bremerhaven/DE. "In this case, our customer opted for a Speedmaster with maximum equipment," explains the managing director and adds: "In addition to the standard equipment, this Speedmaster has additional special features and equipment, such as an Equalizer to save raw material, profiling on all sides at high speeds, profile jointers on the vertical and horizontal shafts and the profile management system." Here, too, the machine will do the pre-planing for the adjoining glulam plant. Furthermore, it will be used for the high-performance production of planed, profiled and cut-off timber in a third shift.

The Pinneberg-based company will not only deliver the above-mentioned high-performance machines but also the required woodworking tools. "We are very happy about these great projects and we would like to thank our customers. We are always ready for new challenges," says Schwarzbeck. //