# COMPANY REPRESENTATION

#### SHORT REPRESENTATION

Ludy Machinery N.V produces machines for the edgebanding industry and exports worldwide, the tool manufacture produces the parts and works also for different branches of the industry.

# HISTORICAL BACKGROUND

In 1955 Alfons Spoelders started the fabrication of parquet for tabletops made by crafting method. Veneer guillotines were not known and Alfons built the first manual double knife guillotine.

In 1968 Ludy Spoelders began with the invisible lengthening of veneer in the company of his father.

In 1979 he started his own company, which mainly produced edgebandings for the veneer industry with self-made machines, because proper machines were not available. Each company had their way of producing, even now they still does. On demand of competitors, Ludy started to build machines for "competitors" and limited the edgebanding company to the local market and to test new innovations.

In 1987 the company divided in BVBA Ludy Spoelders (manufacturer of edgebandings) en LUDY MACHINERY N.V. (machines).

Ludy Machinery started the development, the design and the assembling of the machines.

Ludy Machinery was the pioneer in innovation:

- first computerised machines with error code
- fast cycle time
- automatic lubrication
- eye for design
- got off the green colour peculiar to woodworking machinery Its colour is now the most occurring at machine builders, even big ones.

In the course of the time, they started to produce the parts themselves and an own tool manufacture was born, equipped with the most modern machines. For this, skilled personnel with years of experience in the matrix industry were hired.

The strongest point of the company is that the machines are developed straight from practice. In this way, new developments can be tested and the touch with the practice won't be lost. It is the only company who delivers machines <u>and</u> know-how for the complete production process as far as sanding inclusive.

### **EXPORT**

The machines have been sold all over the world, namely in Germany, Spain, Italy, Czechoslovakia, U.K., Canada, U.S.A., Brazil, Japan, Malaysia, ...

Due to the diversity of the international market, it was no longer sufficient to make just one type of machines. The machines are now complementary to one another. The latter had always been the weak brother in the veneer industry. Machines only aren't enough, a thorough know-how is also necessary.

## TOOL MANUFACTURE

To maintain the position of market leader in the production of fingerjointers, it is necessary to have an optimum working tool manufacture.

A modern machinery and the most modern tools are used to help the customers as soon and as good as possible.

The information roadway has also become an indispensable link here.

The tool manufacture has skilled personnel and progressive machines, which give the possibility to deliver to all branches of the industry. They can compete with the best.

#### **MACHINERY**

Due to years of experience in the veneer industry, Ludy Machinery has the possibility to perfect the machines more and more. A big advantage is an own veneer production department. So the needs and imperfections of existing machines can be very well valued.

The biggest renewals, what concerns the invisible lengthening of veneer, are developed at the company:

- the automatic infeed which, once the veneer has been checked, offers the veneer sheets one by one to the fingerjointer for processing.
- the automatic rollexchange, which provides the finished roll with tape and pushes him out of the machine, without intervention from the operator. In this way, the production capacity, along with the quality, are properly increasing.

Fully-automatic steerings have been worked out, which calculates the necessary machine settings, what concerns pneumatic pressing, speeds, etc., and this depending on veneer kind, width and thickness. Like this, wrong settings will be avoided and the operator can concentrate completely on the veneer.

Through a MMI (Man Machine Interface), the operator can call in all the settings and adjust them, if necessary. Through this panel, possible defects will be pointed out to the machine and corrected fast, in most cases without intervention from the technician.

Due to an own production department, which provides the necessary know-how, many errors can be received automatically and the machine programs can be adjusted regularly in order to optimise the speed and business certainty. This is possible because all aspects from the construction of a machine can be executed in economy:

- 1) design of mechanical parts (tool manufacture)
- 2) pneumatic and electrical work out of the machine
- 3) complete assembly
- 4) programming and testing of the machine
- 5) on-line connection with the customer through ISDN-modem

The last few years, there has been a displacement from the production to Low Wage Countries from as well raw material (veneer) as the product mother rolls. The market share from cheap and/or second-hand machines has increased. Through the needs of the market, Ludy Machinery also produces an economic type, which includes basic innovations.

The quality of veneer, especially on technical level, has gone down strongly, with as biggest problem the thickness tolerances.

That's the reason why Ludy Machinery recently introduced the fingerjointer with glue.