

Guild Anderson moves into CNC with Felder

GUILD Anderson is a leading supplier of bespoke kitchens and has seen business grow despite the economic downturn. To cope with demand, company owner, Nick Anderson, has recently invested in a Profit H 22 CNC machining centre, part of Felder's Format-4 range.

Guild Anderson was formed six years ago by husband and wife team Nick and Hannah Anderson. With a background in naval architecture and computer programming, Nick moved into kitchen design "as I had a strong desire to design and make beautiful things". He trained in the workshops of leading kitchen designers Mark and Cynthia Wilkinson before stepping out on his own.

"Every one of our kitchens is a unique creation, made from scratch," says Nick. "We do not use any standard units, designs or sizes."

The key to his success is his design philosophy: "We believe kitchen design is not just about using beautiful materials to create stunning kitchens. A well-designed kitchen not only looks good but also allows you to create food quickly and easily. In fact, great kitchens inspire you to cook better because they are such a joy to work in."

Guild Anderson's association with Felder goes back a long way: "I bought a Hammer table saw from them seven years ago, when I first started the business. It has performed well: it was relatively inexpensive and, for its price, has done us proud," Nick told *PW&SS*.

Since then, Nick has been pleased with the support he has received from the company, as well as with the quality of the mar-



keting team. The sales representative that Nick liaises with most is Steve Janes, and Nick adds, "Steve is very good at keeping in touch: he puts a lot of effort in!"

Initially, Guild Anderson outsourced all of its CNC work. Although the service was prompt, there were clear advantages in terms of cost and time in bringing the service in house. "We are completely bespoke, so every carcass is different," commented Nick. He aims to get as much work onto the CNC as possible and is also looking forward to exploring the Profit H 22's capabilities in producing more complex products. "Curved cabinets raise particular problems, and the only way to make them efficiently is on the CNC."

Nick visited W8 in October 2008 and spoke to a variety of manufacturers, including Felder. He produced a shortlist of three, all of

whom had come highly recommended: and although he was keen to buy at this point, the effects of the recession meant he had to wait. "Business is good now, and this has given us the confidence to move forward," says Nick.

As the economic climate improved, Nick resumed his investigations into CNC. After careful consideration, and attending the Felder In-House show at Milton Keynes in March, Nick selected the Profit H 22 from Felder. "When it came down to the detail, at the amount of money we wanted to spend, Felder offered the best package," says Nick.

"There are three elements you need to look at when selecting a CNC: the machine itself, the software and the support. Taking these in reverse order, Felder has a good UK presence, and the software is easy to use and delivers

the level of sophistication required for what we want to do. With regards to the machine, what Felder offered that the other two finalists didn't was the fact we could install a C axis later: and that was crucial as it saved me having to spend money now but did not restrict us in the future."

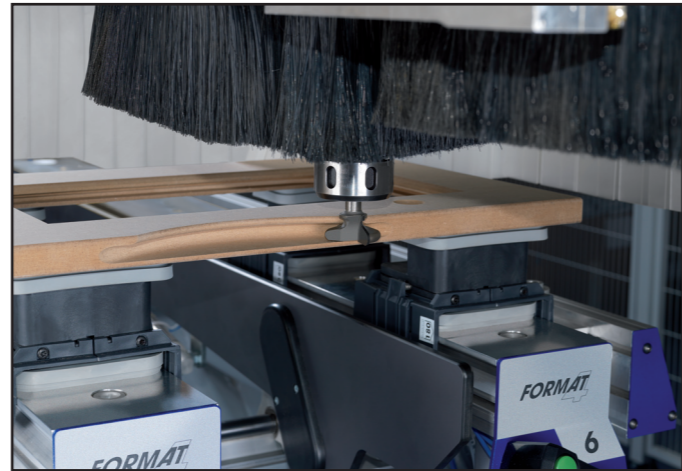
The Profit H 22 CNC offered Nick a winning combination. "We had a certain amount of money we felt we could afford on a monthly basis and we had to stick to our budget. This machine fell within our budget and specification."

"We went for a pod & rail machine versus a matrix bed to give us the flexibility to do curved components and more solid wood machining."

The Profit H 22 CNC machining centre is one of nine CNC machines produced by the Felder Group. With a working area of



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A Guild Anderson kitchen recently installed in Ibiza. Every project Guild Anderson works results in a unique creation.

3,060 mm x 1,260 mm, it can cope easily with large workpieces.

Set-up is quick, thanks to the hose-free vacuum system, which is simple to operate and adapts quickly to the workpiece size and shape, utilising a variety of different suction pad shapes and sizes. Feeding rails ensure easy loading and unloading of workpieces.

The Profit H 22 is packed with features designed to ensure that work is carried out to the highest standards of accuracy. The drilling head boasts 14 vertical drill spindles and six horizontal drill spindles, as well as an integrated slot cutter in the X-axis.

A variety of options in the vacuum pods, the drilling head and the tool changer ensure that each machining centre is designed specifically for the needs of the individual customer.

Nick speaks very highly of the training offered by Felder. "Three days' training was included in the purchase price. We spent two days at Milton Keynes, and then we had a day on site here a few weeks later, which was a good way to do it, as we had come up with a lot of other questions! The training was very good: it was much more about day to day operation than about writing programmes."



Nick Anderson and Felder product specialist, Steve Janes, with Guild Anderson's Profit H 22 CNC.

He continues, "One thing we have always been very sure about is we don't have a dedicated CNC operator: we want the machine to be like all the other machines in the workshop where, with care, anyone can go and use it. The use of the machine is not that daunting once you get to grips with it. I found it very easy as I used to be in software, while our two-year apprentice, Steve Joyce, has taken to it like a duck to water."

Asked if he would recommend the Profit H 22 CNC to others, Nick responded: "Absolutely: I wouldn't hesitate to. The software and support distinguish it."

He continues, "Overall, it has been an excellent experience: the machine was delivered quickly and on time, and Felder has been very good to deal with."

"Guild Anderson is a highly reputable company producing top quality kitchens and we are de-

lighted to be selected to meet Guild Anderson's CNC machining requirements," says Felder sales representative, Steve Janes.

Felder will be present at W10, where the team will be very happy to talk to you about your requirements. Visit them on stands 6C380 and 6C395.

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