

[ExportNZ](#)[ManufacturingNZ](#)[BuyNZ](#)[Sustainable BusinessNZ](#)[EMA](#)[ECCC](#)[CECC](#)[OSEA](#)[INZ](#)

[ManufacturingNZ](#) > [News & Info](#) > [Latest](#) > [Wairarapa manufacturer is first in NZ to exploit German technology](#)

Wairarapa manufacturer is first in NZ to exploit German technology

Published 30 April 2012, from BusinessNZ

By Catherine Beard

In a New Zealand first, Wairarapa manufacturer Cameron Shaw is injecting modern German technology into a traditional exterior joinery business, after a 14 year search for the perfect machine.

When Cameron brought [Renall Doors](#) out of receivership nearly 20 years ago, while he was impressed that the technology had not changed for hundreds of years, he also realised that to take the business forward, it needed to change.

“The first thing we did was buy a computer and digitise all of our products,” says Cameron. I selected some really clever people to work for me who understood how to connect Excel spreadsheets into number crunching for componentry.

“A door is the perfect product for this because it’s only a selection of pieces of wood of critical dimensions. Excel is the perfect tool for crunching those numbers.

“The next thing we did was go hunting for a machine that would read that software. That was 14 years ago.

“We first came across the technology in 2005 during a trip to Europe. That’s when we seriously started thinking about how we could buy it, manufacture all of our existing products on it and also start producing European style double-glazed wooden windows – which we had always thought we should get into.

“It’s very sophisticated software – all we need to do is select the window or door that we want to make, in terms of the hole that it’s got to fit into, and press “Go”. The software will calculate all the critical dimensions of not only the door or window, but the frame that goes around it, and the glass. We can then connect this to a saw that will cut the timber and barcode it so the machine can read each piece of wood.”

The unique quality of this machine is that it is made specifically for the window and door components. No other machine is as sophisticated and dedicated to the task, and that’s what’s giving Renall Doors a huge efficiency boost and competitive edge.

“We’re introducing a product that has never been attempted before in New Zealand,” says Cameron. “You have to import it from Europe or the USA, and it’s not cheap. The whole package here on the ground and running is about \$1.5m – that’s the machine, tooling and saw that goes with it.”

It’s a big leap of faith for a small business, but customers are already lining up and Renall

Doors is surprised at the support it has already received.

After telling architects for years that this technology is coming, Cameron and his team had housing projects lined up with half a dozen parties before the new machine even started production.

People who have lived and travelled overseas, understand how good the window and door systems are over there, and now want it here in New Zealand. Windows are double and triple glazed and are virtually air tight. Up until now, NZ systems have been severely lacking – the double glazing is not fitted into frames to the same degree, and is not as efficient or air tight.

Both home owners and architects are seeking out this technology, and of course it is ideal for creating bespoke products – a trend we are seeing right across the board in manufacturing.

For example some Americans developing a lodge in Glenorchy were expecting to have to import products from the States. Now a Kiwi company is meeting the market demand and keeping business in New Zealand.

“We’re starting a totally new ballgame in exterior wooden joinery in this country,” says Cameron.

What’s next? Well this product is not offered in Australia yet either, so watch this space.

Follow ManufacturingNZ

To stay up-to-date on the latest news, events, and resources that are relevant to manufacturing, enter your name and email address below.

[LinkedIn](#)
[Facebook](#)

[Twitter](#)
[YouTube](#)

By Email:

Yes, I agree to the

[Privacy Policy](#)

Need Assistance?

Contact us or your local **Employer Organisation** at anytime for qualified, professional advice.



Find your local Employer Associations

The Voice of New Zealand Business

Through **OSEA**, **CECC**, **ECCC**, **EMAN** and **BusinessNZ** you have a team of experts who will ensure your voice and the voice of New Zealand business is always heard. Your voice in local government and in national government.

