



EDGE BANDING: SUCCESSFUL RETROFIT IN WOODWORKING COMPANY

Roller or nozzle? Schneebeli Woodworks' answer to the key challenge in edge banding is pragmatic and well-considered.

Martin Berli, Regional Sales Manager at Robatech, clearly remembers the call at the end of 2023 from Urs Wyss, Operations Manager at Schneebeli Woodworking. The two have known each other for a long time and maintain a good business relationship. The premelter for the adhesive tank had broken down. A service technician from Robatech's nearby headquarters was quickly on site, but repairing the pump was no longer possible because spare parts were no longer available. Instead, Robatech immediately organized a replacement device to prevent downtime in Schneebeli's edgebanding machine. This gave Urs Wyss time to consider Martin Berli's offer to switch to a closed nozzle system.

New premelter or change to nozzle system?

The advantages of closed adhesive application systems in edge banding are well known: High precision in adhesive dosing, large adhesive savings, perfect optical zero joints, high operator safety, simple operation and maintenance. Despite these benefits, closed nozzle systems still face persistent skepticism within the industry. «The function of a roller is simple: It automatically applies adhesive to the wood as long as it is pressed against it. However, contamination in the adhesive can cause

variations in the application quantity,» explains Urs Wyss. A nozzle, on the other hand, always applies the same amount of adhesive but must first be precisely adjusted to ensure accurate application. In the past, when control systems were less precise, this adjustment was difficult to achieve. While technology has significantly improved, the skepticism has remained. «I had the same doubts,» Urs Wyss admits. «Because that's all I knew.»

Urs Wyss weighed up his options. Should he take the simplest approach and buy a new premelter? Robatech had also provided an offer for that. Then everything would stay the same. Or should he go for something new, despite his own skepticism? What would he have to deal with? Would the effort be worth it for a small business like Schneebeli Woodworking, which specializes in custom-made pieces? Their daily edge banding meters are modest.

An attractive offer

The conditions for a potential switch were clear: The new system had to integrate into the existing edge banding machine and meet Schneebeli's high quality standards. «We have a strong relationship with Robatech. They are always there for us. That builds trust.» Robatech had already



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THE CUSTOMER

Schneebeli woodworking company employs 44 people in Ottenbach, Switzerland. They specialize in woodworking for kitchens, shopfitting, and custom furniture, all proudly «Swiss Made» and of the highest quality.



«We needed a replacement for a broken premelter. What we got was a newer, better technology—at a very attractive price.»

Urs Wyss

Operations Manager, Schneebeili
Woodworking Company

conducted tests at Schneebeili in the past. «We saw firsthand that the nozzle application could actually work,» says Urs Wyss. «When it became a real option, we took a closer look, of course.»

Was it curiosity, pioneering spirit, or simply the price that convinced Urs Wyss and his colleagues to try something new? “We received an attractive offer for the Robatech nozzle system with premelter, hose and coating head, which was cheaper than the competitor's premelter alone.” This made it clear from the outset that the investment would be worthwhile - because an investment had to be made either way. What's more, the EdgePro nozzle system

from Robatech met Schneebeili's requirements 100%.

The conversion

Robatech's EdgePro nozzle system was installed in a short retrofitting process at the same location as the previous roller system. It consists of the EdgePro coating head, which can automatically adjust from 0 to 65 mm (optionally up to 105 mm) depending on the workpiece thickness. This system is used for the frequently processed white adhesive. For the few applications requiring transparent adhesive, Schneebeili Woodworks still use an old roller system. One major advantage is that **both systems are interchangeable**. «This flexibility allows us to quickly switch

adhesive colors without any cleaning effort,» says Urs Wyss. For irregular transverse edges, the roller system is still used.

The biggest change: One third less adhesive consumption

For the operating personnel, the conversion has changed little in their day-to-day work. Initial skepticism is gradually fading. The benefits are clear: The new system applies the adhesive with high precision. This is on the one hand due to the RobaPur 2 MOD premelter, which melts adhesive as needed, allowing precise dosing to the coating head. The EdgePro coating head, on the other hand, makes a significant contribution to the even application of adhesive.

Greater precision in adhesive application leads to improved quality whi-

le reducing adhesive consumption.

«**The biggest change was that our adhesive consumption decreased by one third,**» notes Urs Wyss. The PUR system can also be restarted after several days without needing to replace the partially used PUR cartridge.

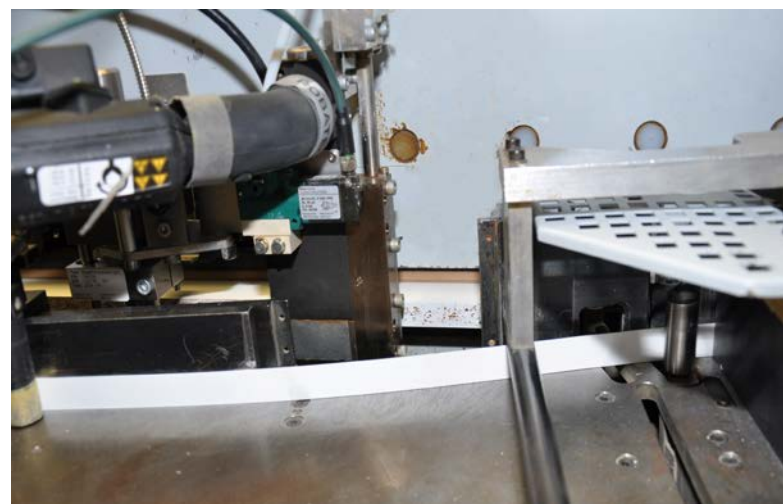
The closed system also ensures that no contaminants enter the adhesive – essential for uniform application. There is no question about how important this is for edge banding. «The worst thing is when an edge is not waterproof,» says Urs Wyss. “This is the top priority alongside appearance.”

A clear recommendation

So, the answer to the question «Roller or Nozzle?» is: Both! Urs Wyss is pleased with the decision to switch to



The edge banding machine: Edges with optical zero joints are realized here



The EdgePro coating head applies adhesive evenly from start to finish

a closed nozzle system. The investment has paid off in multiple ways:

- lower acquisition costs
- 30% adhesive savings
- Reduced maintenance costs

«I can highly recommend this system to other woodworking companies if their edgebanding machine is in use several times a week, even with low production volumes,» concludes Urs Wyss. «Once the system is set up, it runs very reliably, always applying exactly the same amount of adhesive.»

Urs Wyss also appreciates the flexibility of using both a nozzle and a roller system in alternating operation. This setup will remain at Schneebeili Woodworking in the future. However, when the edgebanding machine is eventually replaced, Urs Wyss will consider whether the adjustment of the nozzle width should be completely integrated into the machine control system, which is possible with Robatech.

ROBATECH

Robatech optimizes the industrial hot melt and cold glue application with sustainable and innovative adhesive application systems. Since 1975, Robatech has been developing and producing high-quality control systems, application heads, melters, and dosing systems that make gluing processes more environmentally friendly, safe, and straightforward. The Robatech Group, headquartered in Muri/AG, Switzerland, is represented in more than 80 countries. More than 670 dedicated employees worldwide provide personal and fast customer support in a wide range of industries.

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