

NEW BRUSH SANDING MACHINE

- Flex Trim helped and guided Nobia to get "the perfect surface" with a new brush sanding machine

Some time ago Nobia Production in Sweden contacted our Swedish Flex Trim department. Nobia was searching for a new sanding machine for their paint line and therefore they asked for Flex Trim's expertise in the selection and buying process.

The old machine was now more than 20 years old and Nobia estimated that the machine needed replacing and upgrading. The machine was equipped with sanding products from Flex Trim and therefore Nobia asked us for advice about a new machine. As usual, when a customer asks for advice, we examine the needs and requirements of the customer - also on a long-term basis, to ensure that a new machine will be usable for several years.

Flex Trim is proud to be a part of this process and through dialogue and cooperation with the machine supplier and manufacturer, we know that the customer will get the best solution.



Nobias old brush sanding machine



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FACTS ABOUT NOBIA

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Nobia is Europe's leading kitchen specialist with some twenty strong brands

- Manufacture more than 140,000 cabinets pr. week
- They meet more than 60,000 consumers in their stores
- Approximately 6,000 employees
- Net sales of about SEK 13 billion

In such a situation it is of great importance for us, not only to recommend a machine, but also to recommend more possible machine suppliers and manufacturers. In the end, it is the customer to choose which machine and supplier they want to continue working with.

Flex Trim is always a neutral part when the customer chooses a machine supplier as we are cooperating with the biggest machine suppliers and manufacturers on the market.

Nobia Production Sweden AB was examining more machines on the market before they decided to test a Homag machine in Germany. This decision was made in cooperation with Thomas Frick AB which is a Homag dealer in Sweden.

As Flex Trim also has a department in Germany, we could send our technician, Timo Heile, to assist in the testing of the machine and this made us capable to follow the whole process in Nobia's search for a new machine.

After the test in Germany, Nobia decided to buy the machine from Homag.

FLEX TRIM CASE



Even though sanding with the old machine was still satisfactory, Jonny Claesson from Nobia Production AB says that today he is happy for the change because the new machine also meant saving time when adjusting the machine set up and the consumption of brushes was smaller as well. Also he finds it reassuring to have a future-proof investment having a machine with the latest technology.

Flex Trim is happy and grateful having been involved in the whole buying process with Nobia ensuring that all parties are satisfied with the solution. Most importantly we can make sure that both machine and tools work well together and not least that all expectations are met.



If you also want to get "The Secret of Perfect surface".
Please do not hesitate to give us a call or sent us an email.
Together we will then find a solution where we can optimize your
production. We look forward to hearing from you.

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