

# Fourteen optimising cross-cut systems for a satisfied customer

Firstwood Company, based in Vietnam, is a manufacturer of dining room furniture and chests of drawers for the American market and a user of Paul Maschinenfabrik optimising cross-cut systems. Paul Maschinenfabrik shares more.



The cooperation between Firstwood and Paul began in 2020, when the Vietnamese company invested in a secondhand optimising cross-cut system from the South German machine manufacturer. Due to the positive experience Firstwood had with this circular sawing machine in terms of availability, reliability, user-friendliness and material savings, the company wanted to gradually replace its manual under-table

cross-cut saws with C11\_MKL optimising cross-cut saws from Paul, and ordered three more new cross-cut saws of this type in the same year.

“The C11\_MKL is a cross-cut trim saw for small to medium cross sections with a separate measuring station where the workpiece length and the manually marked wood features are precisely detected before the cross-cutting process,”

explained Michael Brosy, sales manager at Paul. The MAXI 8 control system uses the data to calculate the optimum cutting result on the basis of stored cutting lists. The compact C11 series machine is designed for a long service life and ensures accurate and clean saw cuts at a high cycle rate. It can be expanded by modular upgrades to a high-performance system with automatic defect detection and powerful handling

equipment. As an option, the quality-overlapping value optimisation maximises added value and yield.

According to the owner of Firstwood, Scott Luu, the use of the optimising cross-cut systems has minimised waste by "a double-digit amount", which means that with the current timber prices and the current sales input, the acquisition costs have already paid for themselves after "just a few months".

Moreover, he is satisfied with the response times, the good support and the service quality of the local dealer Truong Hung Machinery, which is based in about an hour's drive from Firstwood.

"My employees thought I was crazy when I told them that I wanted to buy 10 optimising cross-cut systems at once. For me, however, this was the only right decision after the


experiences I had with the first cross-cut systems from Paul," said Luu.

After the delivery of these 10 cross-cut saws, Firstwood recently invested in a 14th optimising cross-cut system, so that the Vietnamese company now cuts all the material for its furniture production with its systems from Paul. Luu's beaming smile says a lot when he thinks back to the purchase of his machinery: "I am so happy." **P**




**LEGEND**

- 1 A factory building full of optimising cross-cut saws from Paul
- 2 The type C11\_MKL optimising cross-cut saw
- 3 From left: Xie Zhong Quan, owner of Truong Hung Machinery; Scott Luu, owner of Firstwood Company; Michael Brosy, sales manager of Paul Maschinenfabrik; and Wei Lee-Tsung, president of Formosa Kuang Yung Enterprises





*Short cycle hot press*




*Veneer laminated production line*

**CE VARIO Press**  
Fast pressure machine 万锐机械







*Multi-layer hot press*



*Multi-layer feeding and discharging press line*



*Glue spreader*



*Multi-layer hot press*

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