Connecting.
Inspiring.
For the past 50 years.
“Our business philosophy has never changed since the founding days – we strive to create practical solutions for our customers.”

Susanne Affolter,
CEO and main shareholder, Lamello AG
Karl Steiner, former owner, CEO and current Chair of the Administrative Board of Lamello AG
Dear readers,

The original wood biscuit is a joining element which joins wooden panels precisely and firmly. Yet my father Hermann Steiner’s phenomenal invention is much more than that. This little wood biscuit is a joining element also in a figurative sense, marking an important turning point in our company’s history: thanks to the biscuit, the Hermann Steiner Joinery evolved into a public limited company 50 years ago, now known as Lamello AG. The family business no longer focused on cabinetry work and interior fit-outs, instead becoming an industrial business. From this point on we dedicated ourselves fully to the production and development of innovative joining systems.

Deciding on the company’s future direction was not easy back then. Yet it was important to make a decision. After all, if you dither, you stand still. And at Lamello AG, we want to move ahead, develop, and continue to create new things. And make decisions. This was the case 50 years ago and still is today.

In this spirit, I would like to thank everyone who, in the years since Lamello AG was founded, has made and contributed to decisions, stood up for their visions and made dreams come true.
The spirit of invention lives on
Karl Steiner, as a teenager in the mid-1950s, you witnessed how your father invented the Lamello system. What do you remember about this time?
The company became part of our family life. For us kids it was normal for our father to return to the workshop after dinner to work on his inventions. My mother would also return to the office to do the book-keeping for the business, which was then still a Joinery.

Susanne Affolter, you grew up a generation later in the entrepreneurial family. How present was the company in your childhood?
It affected our lives in a number of ways. My father often went on business trips or travelled to trade fairs. If he was around I would often go to work with him on school-free afternoons. I also had a close relationship with my grandparents and spent a lot of time with my grandmother in the office.

Your family’s inventive spirit is legendary. Was it consciously encouraged?
Karl Steiner: My father’s commitment didn’t make sense to everyone in the family. There’s a letter to that effect from an uncle in Davos. He wrote that my father would do better to go and earn money and give up tinkering about.

The success of the Lamello system should prove your father right. When you took over the company, you developed the machinery and joining systems further.
I was interested in mechanics and developed a knowledge of metal-working. This enabled us to develop new machinery and improve production workflows. It is still to be seen, however, that our family background is in cabinet making: we continue to develop our products with the aim to make a cabinet maker’s work easier.

Susanne Affolter, you are now running the family business in the third generation. You are the first woman in company management and have a commercial background. What are the differences between you and your predecessors?
Although not a tradeswoman, I am interested in mechanical and technical issues. The spirit of invention continues on through my search for pragmatic solutions. My highly skilled staff then develops these.

Before taking on the role of CEO, I had worked in Lamello’s HR department for many years, earning my spurs. As the daughter of the owner, this was especially important to me and helped the staff accept me as their new CEO. As for the company, I run it in the spirit of my predecessors.

What did your father teach you along the way?
A principle that he himself learned from his father: “Don’t buy anything you can’t pay for”. We’re still proud of our financial independence. I also aim to be a socially responsible employer and maintain the family-style company culture that my predecessors built.
In the words of the Lamello family

Kerstin Hauptvogel (61), Internal Sales, Germany

“I love communicating with our diverse and interesting customers. I enjoy coming to work and help them find great solutions.”

Marco Ress (48), International Area Sales Manager

“I get to travel the world representing products I believe in 300 percent.”

Judith Freudiger (53), Packaging/Assembly

“Appreciation of the employees is always clearly felt here. This contributes to an harmonious working environment, such is only possible in a family-owned business.”
Stefan Rudin (59), Repairs Service

“Coming up with something that makes work easier – we have great people doing this here.”

Fritz Burri (62), Assembly and Packaging

“Hi, I’m Kari.’ That’s how the senior manager introduced himself to me on my first day. I was speechless.”

Rolf Fricker (36), Product Manager

“Lamello AG created an invention of a century with its original wooden biscuit. My wish for Lamello is, that the P-System will become the next standard of the same magnitude.”
It’s as simple as it is brilliant: the wooden biscuit of the Lamello System with which millions of wooden components have been joined since its invention in 1955. The oval wooden biscuits are still produced from A to Z at the company headquarters in Bubendorf. This is made possible with our own sawmill, wood kiln and several machines we specifically developed for biscuit production.
1. **The raw material:** The Lamello biscuits are made from beechwood. This comes from sustainably managed forests growing within 20 kilometres of the company headquarters in Bubendorf. Around 3,000 cubic metres of beech trees are processed every year. The local origin of the raw material and the associated short transport enable environmentally friendly production of the biscuits.

2. **Cutting and drying:** Logs are sawed into cant in the modern and efficient sawmill. They are then stored in a drying hall for 24 days until their moisture level is between eight and ten percent. In this state, the conditions are ideal for form-stable biscuit production.

3. **Stamping:** The dried cant is cut into beech strips. These are compressed into four-millimetre-thick biscuits using 25 tonnes of weight. During this process the stamping machine presses the Lamello logo and the distinctive cross-hatch pattern into the wood biscuits. This makes it easier to slide the biscuits into the grooves and for glue to be absorbed. The stamping process is precision work: the biscuits are checked for the correct thickness using a micrometer several times an hour. Lamello AG is the first Swiss company to press solid wood.

4. **Sorting:** The sorting machines developed by Karl Steiner filter out defective parts using infrared cameras. Incidentally, when developing the machine, Karl Steiner took his inspiration from postal letter sorting facilities. The prototype conveyor belts were also equipped with ski skins to help the biscuits stick to them.

5. **Packing and dispatch:** The packing facility was developed by Karl Steiner to meet the company’s specific needs. Here, the wood biscuits are packed in boxes of 1000s and then made ready to ship to our customers globally.

6. **Energy generation:** 20 percent of the raw material used is turned into biscuits. The remaining material is not disposed of, but is used for different purposes: large pieces of wood make for good fire wood. Wood chips and shavings are partly sold as fuel for heating and partly used for our own heating system. Lamello AG operates its own wood chip heating system, which is used to heat all company premises. Excess energy is fed into the Bubendorf district heating system.
1944
Joinery founded by Hermann Steiner in Liestal

1955
Lamello System invented by Hermann Steiner

1958
Invention: First stationary Lamello biscuit joiner LO1

1968
Invention: First hand-operated Lamello biscuit joiner

1969
Founding of Lamello AG under the leadership of company founder Hermann Steiner

1970
Invention: Wood repair system

50 years of success thanks to innovation and persistence
The invention of the Lamello system set a new course for Hermann Steiner’s Joinery: a local cabinet maker grew into a globally active company. Ever since the company’s founding, innovative products have been produced at the headquarters in Switzerland’s Bubendorf – products that have become indispensable in the wood working industry. In the past 50 years not only the products, but also the family business itself, have kept growing and developing, as is testified to by the many mile stones in the history of the company.

1973
Purchase of new production and administrative premises in Bubendorf

1979
Karl Steiner takes over company management with his brother Alfred (who passed away in 1981)

1981
Invention: Tanga 150, window cutter

1984
Founding of first German subsidiary. Subsidiaries follow in Austria (1985), Belgium (1990), France (1993) and Italy (1994)

1985
Expansion of administrative premises in Bubendorf

1988
The production plant is expanded with a second building. In the same year the Lamello biscuit joiner Top 10 is introduced and becomes a bestseller
1996
Acquisition and development of Schneeberger glue system

2001
Invention: Invis Interzum award

2004
The Lamello system is honoured along with other innovations as part of a special exhibition at the Museum of Modern Art (MoMA) in New York entitled “the most humble innovations of the 20th century”. Ever since then, an original wood biscuit has been on display in the museum.

2005
Karl Steiner hands over company management to Erich Zeller

2009
Invention: Clamex P Interzum award

2009
Creation of the Partner Network, now consisting of more than 40 leading partner companies in the industry (CNC, tooling, aggregates, CAD / CAM software)

2010
Invention: Zeta, power tool for the P-System
2019
Invention: Tenso P-10
Interzum Award

2018
Commissioning of new plastic injection factory in Bubendorf, where parts of the P-System are produced

2017
Invention: Cabineo CNC connector
Expansion of the logistics and production buildings

2015
Invention: Divario P-18
Interzum award

2013
Invention: Tenso P-14
Interzum award

2019/20
Commissioning of the new logistics centre in Grenzach-Wyhlen (Germany)

2016
With Susanne Affolter another member of the family takes over company management
In the centre: the customer

Lamello AG products are distributed and utilised globally. Cabinet makers, joiners, furniture manufacturers, carpenters, shop-fitters, furniture designers, kitchen manufacturers etc. have been using and relying on the innovative system solutions from Bubendorf for years. Some of these are longstanding business partners, who will be sharing some of their experiences with us for the anniversary. We appreciate the trust that we are met with and thank all our customers for the good teamwork.

Leland Thomasset
CEO, Taghkanic Woodworking VP, Cabinet Makers Association, Pawling, NY, USA

“After purchasing my Zeta P2, I couldn’t be more surprised – in a good way! I had the perfect job for it, and ended up having to help out with production, so I used it, and used it, and used it.”

Sander Schuiten
Owner, GereedschapPro B.V., Haarlem, Netherlands

“We hope that in the years to come Lamello will continue to surprise us with new joinery solutions and innovative machines for woodworkers, maintaining the impeccable Lamello quality. Keep up the good work!”

Samuel Rüegg
Owner, Samuel Rüegg Cabinetmaker GmbH, Dällikon, Switzerland

“The workmanship and handling are excellent – Lamello has demonstrated its quality and reliability – properties crucial to our collaboration.”

Andy Gray-Ling
Designer and Maker Manorwood Designs, Shropshire, UK

“The perfect and stress free mitre every time.”
Franz Gross  
Owner, Furniture store Gross GmbH & Co KG, Fehring, Austria

“High quality, reliability, speed and safety – that’s what makes Lamello AG stand out.”

Hans Wilke  
Cabinetmaker Schöffel GmbH, Budenheim, Germany

“Lamello AG doesn’t simply react to change – it orientates itself towards customer wishes and processing options offered by modern machine technology, developing it’s own innovations.”

Josef Eibl  
Managing Director, Josef Eibl GmbH, Aham, Germany

“I wish for Lamello AG that their customers and workers may continue to be enthused – and that they may develop more such brilliant inventions like the wood biscuit, Clamex and Tenso.”

Florian Hesse  
Owner, Carpentry Hesse, Bosseborn, Germany

“Lamello AG has strong values and outstanding products. That’s what makes the company so successful.”

Hannes and Daniel Kofler  
Kofler Srl, San Felice / Val di Non, Italy

“Thanks to the Lamello products we save valuable time in production, enabling us to meet the wishes of our customers.”

Heng Rong und Xue Wenqiang (CEO)  
CEO, Furniture Co Ltd., Tianjin, China

“Furniture joined with Lamello P connectors displays perfect aesthetics and high furniture quality.”
Into the future with new innovations

It all began with wood, and now the future is in plastic: the powerhouse of ideas in Bubendorf never stands still – Lamello AG is heralding a new era with products made from plastic and further raising its profile with innovations that customers can benefit from in their daily work around the world. “Our new profile groove anchoring method offers our customers a decisive advantage when it comes to connector installation which can be completed very quickly with no need for glue or screws”, Head of Development and Product Management Samuel Hänni explains. The prominence and popularity of the original wood biscuit paved the way for the successful market launch of new product lines with high customer benefit. The evolution from a simple wood biscuit to today’s sophisticated plastic joining systems hasn’t just enabled the company to add unique innovations to its product range: “With the new functions came new customer segments, as well as new possibilities for use in digital manufacturing”, Samuel Hänni recounts. And the great thing about it: the use of plastic as a material in combination with metal offers an incredible range of possibilities that are still far from exhausted. This means you can look forward to many more brilliant inventions from Lamello in the future!

Magnetic and invisible: Invis Mx2

Invis Mx2 can connect and detach wooden panels with its magnet drive as if by magic. It is the world’s first detachable connection that is completely invisible from the outside. The prototype for the idea, which was the brainchild of inventors Franz Baur and Franz Haser, was developed into a user-friendly product by Lamello AG and the innovation launched on the market in 2001. The Invis joining system swiftly picked up the first ever Interzum Award in Lamello AG’s history that same year.
The tried-and-tested evolves: P-System connectors

In 2009, Lamello AG heralded the beginning of a new era in the industry with its P-System connectors. Clamex P was the first detachable furniture connector to be compatible with all angles and joining situations whilst simultaneously providing first-rate aesthetics. New additions Tenso and Divario soon joined the P-System family, is constantly growing through new innovations. P-System connectors continue to offer uniquely efficient assembly to this day. Lamello AG naturally also provides a biscuit joiner, the Zeta P2, which enables cutting of grooves for P-System connectors in just a few seconds in the well known, tried and tested Lamello technique.

The CNC connector of the future: Cabineo

The youngest member of the Lamello joining elements has been bridging the gap to automated production since 2017: Cabineo was designed specifically for use with all CNC machines. Thanks to its surface machining, the cabinet connector can be pre-installed during production, thereby offering unique benefits to the customer. Processing from above also enables connector assembly using robots. The Cabineo family continues to grow, and this connector with high clamping force will soon be available with additional screw versions.
We have gained trust through transparency and authenticity: trust in us as a company, in our products, but also in our employees and cooperative partners. We wish to maintain and deepen this trust.

We are open to change, building our business together, and simultaneously and continuously search for ways in which we can improve.
50 years of Lamello AG – for half a century we have been working hard for our customers. In a rapidly changing world of innovative technologies, we understand the needs of the wood industry – direct contact with our customers is the key to our success. Our many years of experience enable us to combine product and service quality with our collected knowledge. Thanks to our extensive expertise, we are able to seek new paths to simplify our customer’s work.

... responsible & reliable
We are conscious of the consequences of our actions. We see challenges as an opportunity and an inducement to learn. We boldly take the responsibility in accordance with our capabilities and tasks.

... constant & steady
Family values and tradition have always been important to our company. We are proud of what we have already achieved and take pleasure in maintaining these values as we work together to expand our business.
Inventive & imaginative

We are connected by the desire to succeed and a passion for new tasks and inventions. We strive to remain recognised as a leader in innovation and to overcome technological limits time and again.
First-class & flawless

Quality is the cornerstone of what we do – from making the wood biscuits to global delivery – it sets our company apart. To this end we are continually furthering our knowledge and optimising our internal working processes.

Independent & self-determined

In expanding our business, we constantly adapt to changing requirements. This helps us secure the long-term independence of our family company – it is a key element to maintaining our financial autonomy.

Personal & unconstrained

As a family company, we cultivate a culture of appreciation. We encourage initiative in our employees and support them in taking on new responsibilities. In striving for improvement we always look for fast and pragmatic solutions.

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In the words of the Lamello family

**Stéphanie Godot** (44), Purchasing

“The anniversary is a good opportunity to pause, look back on success and consider the future.”

**Bernhard Niederhauser** (41), Biscuit production and Joinery Team Leader

“I’m a conscientious person and work very precisely. That means I identify very strongly with Lamello AG.”

**Werner Wahler** (36), Sales representative, Lamello Austria

“Lamello AG stands for accuracy, precision and for top-quality work.”
Laurent Valensi (39),
Sales representative, Lamello France

“We are a company in which it is still possible to drink a coffee with the owner. That is something really nice.”

Pietro Fiorentino (63),
Sales Manager, Lamello Italia S.r.l. in Angera / VA

“I work for a stable, family-run company, in which performance and the human factor are in harmony.”

Felix Gysin (59),
Internal Sales, Switzerland

“I sell innovative products. That’s incredibly motivating.”
Thanks to innovative ideas, reliable partners and loyal employees, Lamello AG has grown steadily over the years. With the commissioning of our plastic injection factory in Bubendorf in 2018, we continue to push forwards in the spirit of our company culture. Thanks to producing our own plastic parts, we remain independent and loyal to our production site. This will allow us to pursue our aims in the future – both to further develop existing connection systems as well as to work on new solutions in ideal conditions. This is possible due to the extensive expertise of our personnel and because we created a suitable environment for this development.

In the coming years, we will be busy developing our products. However, generating and implementing innovative ideas is only possible in a constructive environment. This is why we will continue to build reliable partnerships.

As a company we are proud of our spirit of invention and our pioneering products. Yet we are also a family owned business that appreciates all its employees and wishes to support them as much as possible in their personal development. We want to maintain this working culture.

We are looking forward to the next 50 years of our company’s history with you.