



NORMAND is proud to underline the success of Foliot inc., a dynamic and progressive company that employs today more than fifty people and that has experienced, for the last 3 years, an impressive growth in the area of contract furniture.

Foliot inc. is above all, the result of the tenacious efforts of Daniel Foliot, president and founder of the company. Having started his career more than 25 years ago as an apprentice carpenter for a cabinet manufacturer, Mr. Foliot has always been associated to the woodworking industry. He worked for many years at NORMAND, as a specialized machinery representative. This experience allowed him to use all the potential offered by the latest technology.

Mr. Foliot is a passionate individual who knows how to transmit to his entourage his taste for quality and work well done. The growth of the company does not prevent him from seeing to all the different aspects of the manufacturing process, from the product design to production including, of course, quality control. He is well assisted by his associate and production manager, Mr. Régis Wilhelmy, who joined him in the early days.

Following the expansion phase recently completed, Foliot inc. now has a 5600 m² plant with state-of-the-art equipment, supported by advanced computer systems and



software that integrate the whole manufacturing process.



Alberti through-feed boring line, model TF36/CN



Since the people at Foliot Inc. were already users of a Format 90/CN machining center, they were aware of the particular expertise of Alberti for its special boring solutions. The TF36/CN line was selected and composed following a careful and detailed study of their specific requirements. This very **flexible system** allows the processing of one piece of furniture at a time, which means each component of a piece of furniture can be processed one after another. The possibility of having such small batch sizes allows for reduced parts inventory, better use of floor space and efficient material flow. It also helps Foliot inc. reduce delivery time to its customers.

The machining section of the line has **33 vertical spindles and 3 horizontal double spindles**. It automatically adapts to the size of the introduced pieces and will perform machining according to the set program. **Two routing heads are integrated in order to make the openings for the cables** as well as other profiles. The line is completely automatic with **vacuum loading and unloading** as well as a **panel turner** for when the pieces have to be machined on the second side.



Italpresse through-feed pressing line model Storm

The flexibility of production required by Foliot inc. could not be limited by such restraints as minimum orders for panels, by color and species or supplier delivery time. In addition to bringing the desired flexibility, the Italpresse line supplied by Normand contributes to reduced panel inventory.

The line includes a lifting table, an automatic feeder, cleaning brushes, a glue applicator, a section for the preparation of the panels, the Storm press and an out feed conveyor. **This high-performance system requires only two operators, one at the control and the other for preparation of the panels.**

With his competent and experienced staff, an integrated business applications computer system and highly productive equipment, Daniel Foliot is ready to face new challenges. The Normand team is proud to contribute to this success.

