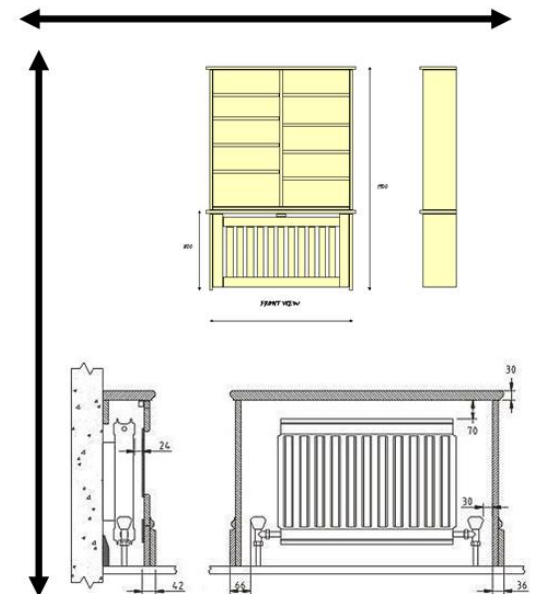




- **Dermot McNally MSc**, Owner of McNally & Finlay Ltd.
- **Background:**
 - Established in 1962 as furniture manufacturers.
 - Employment peaked at 100, when we sold to over 500 furniture retailers across the UK and Ireland.
- **2013 Overview:**
 - Turnover approx' €1,000,000 and employ an average of 10 full and part time staff.
 - Our production system enables seamless Screen to Machine Production of Mass customised products, using best lean manufacturing techniques and predefined product templates upon which made to measure solutions are offered. See bookcase/radiator covers -
 - Joined 2 EU Funded Programmes in 2013.
 - ***Next Slide: our core business areas for the future...***

MASS CUSTOMISATION



Our Core Business Area's for the Future...

- Cabinet Furniture Design, Manufacture and Production.
- Research and Consultancy.

Our Core Skills and Research Consultancy Area's are:

- Design for lean manufacturing systems, Mass-Customisation, Digital Fabrication
 - Maximisation of CNC technology for furniture production...
 - CAD-CAM-to CNC integration and evaluation...
- Exploitation models: e.g., exploring methods of integrating online ordering systems for customised furniture with advanced back end production systems

"Mixing Brains with Hands"



Next Slide: 2 European Funded Projects:





The Wood Footprint Project is funded through the Urbact EU Funding Programme.

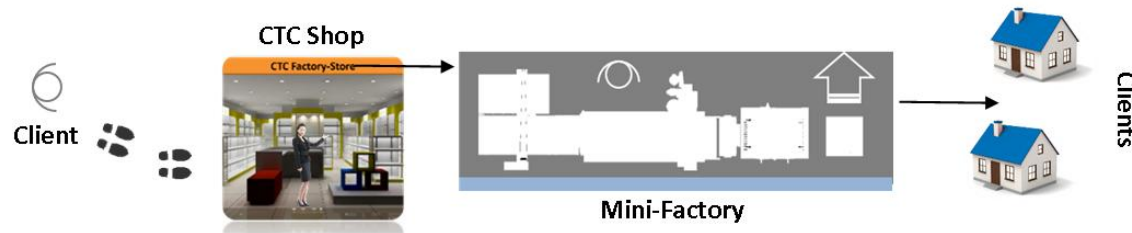
This EU Programme supports projects which focus on specific urban issues and enables those involved in these projects, through the sharing of information and experiences, to develop and implement solutions to these urban challenges.

Monaghan Local Support Group

- I am the Chair of Local Support Group and Chair all meetings and coordinate all activities with the local Project Coordinator including Transnational Events
- Identifying and Involving all local stakeholders
- Study trips to Universities and to High Wycombe
- Analysis of issues using Problem Tree Methodology
- Development of Local Action Plan with specific focus on the thematic groups: 1) Diversification 2) Skills and Employment and 3) Public Private Partnerships
-

Thematic Groups:

- Abandoned Buildings.
- Skills and Employment.
- Industrial Parks (entrepreneurs & growth).
- Diversification.
- Public and Private Partnerships.



The CTC Project:

Aims to develop local flexible manufacturing of green personalized products **close to the customer (CTC)** in terms of features offered, place of fabrication, time to deliver, and cost. Implementation envisions a “green factory behind a glass pane” directly in the Shopping Mall, where the customer witnesses the manufacturing of its personalized furniture....

Role of McNally & Finlay Ltd

- Development of Original Concept (based on our existing production system and research).
- I worked closely with SUPSI in the formal application preparation and consortium member selection.
- McNally & Finlay is providing the industrial expertise on cabinet manufacturing, and exploitation models available.
- CTC Project has an EU Budget Contribution of €4,000,000
- Innovawood are consortium members of CTC.

Expected results

- 1) **Formalized Design Approach and related software technologies to empower “design to manufacturing in one step”**
- 2) **Standardized mini-factory Production System Model**
- 3) **The CTC woodworking machining system**
- 4) **A CTC Green Label.**



Wider Industry Involvement

- Very active in industry and academic networks and advocacy.
- Member of Steering Group for the Monaghan Furniture Committee. This is the only active furniture network in Ireland.
- We plan to re-activate the Irish National Furniture Manufacturers Association in May 2014 which has lapsed since the Economic Crisis.
- We organise collaborative trade exhibitions and work with local government on common issues.
- We are pressing national government to proactively engage with industry in the implementation of the EU Timber Regulations. The improvement and proper implementation of these Regulations could have a hugely beneficial effect on European domestic manufacturers who source and manufacture ethically. I've been involved in information dissemination to the wider public through articles in national news media.
- I formed a local cooperative furniture retail outlet for small local manufacturers which operates from McNally & Finlay premises in Monaghan.

Next Slide: Summary





SUMMARY

- **Core Areas:** 1) Cabinet Furniture Design, Manufacture and Production. 2) Research and Consultancy
- **Core Skills:** Design for lean manufacturing systems, Mass-Customisation and digital fabrication.
- Maximisation of CNC technology and CAD-CAM-to CNC integration and evaluation...
- Exploitation model development:
- **EU Programmes:**
- URBACT Wood Footprint
<http://urbact.eu/en/projects/urban-renewal/wood-footprint/homepage/>
- CTC—Close to Customer
<http://web.ttsnetwork.net/CTC>
- Very active in industry and academic networks

“We are very keen to collaborate with partners on new and challenging research projects and we feel that the nature of our industrial experience and applied research methods gives us a strong ability on a wide range of topics.”



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