

International Woodworking Machinery: Five decades of expertise, precision and partnership

An Introduction to Ian Brown

Ian Brown is a well known figure in the UK woodworking machinery and manufacturing industry, with a respected career spanning more than 50 years. Having entered the sector in his teens, he has developed deep technical expertise in woodworking machinery, production processes, and the operational realities of joinery and furniture manufacturing.

As Managing Director and Founder of **International Woodworking Machinery Ltd (IWM)**, Ian leads a business supplying a wide range of woodworking machinery — from CNC machining centres and window production lines to briquetting presses and solid wood equipment. His hands on approach, technical insight, and commitment to honest, practical advice have earned him a strong reputation among manufacturers across the UK.

Senior Industry Leadership

Before founding IWM, Ian held senior leadership roles at several major woodworking machinery manufacturers, namely Wadkin, SCM Group Ltd and Homag UK, reinforcing his influence both in the UK and overseas.

These roles gave Ian a panoramic understanding of the global machinery market - knowledge he now applies directly to supporting UK manufacturers through IWM.

IWM - an overview

IWM was founded to bring precision engineered woodworking machinery to the UK market, backed by genuine technical expertise rather than catalogue driven sales. Over the years, the company has built a reputation for reliability, transparency, and deep industry knowledge.

Today, IWM is also a supplier to global woodworking machinery manufacturers, reflecting the trust placed in the company's technical insight and its ability to specify equipment that performs at the highest level.

Strategic Partnerships

IWM works with a carefully selected group of European and global manufacturers who share its commitment to engineering excellence, long term reliability, and robust technical support. Two partnerships in particular have become central to IWM's offering.

Soukup

IWM has a long standing association with Soukup, a respected European manufacturer specialising in high precision joinery production machinery. Soukup's solutions are engineered specifically for timber window and door manufacturing, delivering exceptional accuracy, configurability, and long term durability.



Falach Machinery

IWM also maintains a long term partnership with Falach Machinery, a leading producer of briquetting presses. Falach systems convert wood waste into high density briquettes, giving workshops a cleaner, more sustainable, and commercially valuable approach to waste management.

Industry Impact

For more than five decades, Ian Brown and IWM have helped woodworking businesses across the UK modernise their production, adopt advanced machinery, and significantly improve efficiency. This includes supporting the nationwide rollout of Soukup CNC window machining centres, enabling joinery firms to increase accuracy, throughput, and competitiveness.

Transforming UK Joinery with the Soukup Crafter

One of the most influential developments has been the introduction of the **Soukup Crafter**, now recognised as the **UK's best selling CNC Sliding Sash & Casement Window and Door Machining Centre**. This machine has already transformed production in **over 65 leading joinery companies**, allowing them to manufacture faster, smarter, and more profitably - often with just one operator. Joinery firms using the Soukup Crafter consistently report:

- Increased production capacity
- Reduced lead times
- Improved customer satisfaction
- Consistent, high quality results
- Higher profitability

With only one operator, a workshop can produce in a single day:

- 8-12 complete Sliding Sash Windows
- 15-20 Casement Windows
- 30-40 Single Sashes

This level of output has redefined what small and medium sized joinery businesses can achieve, enabling them to scale with confidence and deliver superior products with shorter turnaround times.



Environment and Economic Impact

Alongside advancements in joinery production, IWM has made a major environmental and economic contribution through the widespread adoption of **Falach briquetting technology**. Having supplied **over 850 briquette machine systems** across the UK, IWM has helped manufacturers convert wood waste into high density briquettes — a renewable heating fuel that dramatically reduces reliance on increasingly expensive traditional heating sources.

This shift delivers substantial cost savings at a time of rising energy prices. Just as importantly, briquetting prevents large volumes of wood waste from being sent to landfill, reducing disposal costs, lowering carbon impact, and supporting a more sustainable, responsible approach to waste management.

A Comprehensive Machinery Portfolio

IWM supplies a comprehensive range of woodworking machinery, including:

- CNC window & door machining centres
- Edgebanders and panel processing machinery
- Sanders and finishing equipment
- Standard woodworking machinery (classical machines, planer moulders, saws, planers, and more)
- Dust extraction and filtration systems
- Briquetting presses and waste management solutions

IWM also provides technical consultation, installation, commissioning, operator training, and ongoing after sales support - always specifying machinery based on what will genuinely improve workflow and output.

What Sets IWM Apart

Three core strengths differentiate IWM in a competitive market:

1. **Unmatched experience** - Over five decades of hands on industry knowledge inform every recommendation.
2. **A curated product range** - IWM represents only manufacturers whose engineering quality and long term reliability meet its standards.
3. **A reputation built on trust** - Customers rely on IWM for honest, transparent guidance. Many relationships span decades.

The long standing partnerships with Soukup and Falach further reinforce IWM's position as a trusted specialist supplier.

Responding to Today's Market Challenges

The woodworking sector faces rising material costs, labour shortages, and increasing pressure to automate. IWM addresses these challenges by supplying machinery that reduces waste, increases throughput, and simplifies skilled processes. The company works closely with manufacturers to future proof their investments.

Focus for 2026

In 2026, IWM is prioritising the expansion of its CNC and automation offering, strengthening its technical support capabilities, and refining its product portfolio to meet evolving customer needs. Investment in customer training and digital support tools will also play a key role.

Exhibiting at PWE

IWM is still considering the option of exhibiting at PWE this year, as the company evaluates the best ways to support and engage with the industry. Regardless of the final decision, IWM remains fully engaged and available for demonstrations, consultations, and site visits throughout the year.

Future Plans for IWM

Looking ahead, IWM plans to **continue expanding its partnerships** with high quality European manufacturers, enhance its **technical service network**, and introduce **new machinery solutions** that support automation, accuracy, and sustainability. The long term vision is clear: to remain the UK's most trusted specialist supplier of woodworking machinery by staying true to the values of quality, integrity, and technical expertise.

