

Intech designer kitchens

Garth Linell & Dean Kinvig go back a long way. They first met working together at Beauty Craft Surfaces Ltd in Maungaturoto, Northland making benchtops. In 2016 they started Intech which essentially specialised in kitchen and cabinetry installations. The business name was founded on a combination of “installation technicians” Intech. Initially it was just a “side-hustle” but as demand grew, Garth went full time while Dean helped out after hours when and where he could. As it often does, one thing led to another and the business had gone from installations to supplying the actual cabinetry as well.

Facebook paid ads generated a lot of enquiries. The guys were doing well so they opened a showroom in nearby Managwhai Heads a small coastal town just over an hour north of Auckland. They used local cut and clash manufacturers such as Cutshop to make the cabinetry. This kept their capital outlay low but also presented a major issue when Covid hit. With Mangawhai just over the border from Auckland, when Auckland went into lockdown the guys were cut off from their supply chain. “We almost had to shut down the business we’d spent years building up. The showroom turned out to be a bit of a lifesaver in that we could use materials in the showroom to at least fill some of our orders,” said Dean.

Having made it through the lockdowns, as things returned to normal the business soon began to flourish again. It wasn’t long before the outsourcing model needed a review. “We worked out we were spending \$180K a year on outsourcing the cabinetry. Outsourcing is a good way to get started but as you get busier it gets harder to manage” added Garth. Garth contacted Jacks and lined up a meeting with Technical Sales Consultant, Wynand Louw. “After our first meeting with Wynand we quickly realised the machinery was a lot more affordable than we’d thought”. Basically, we’d almost cover our outsourcing costs in the first year” says Garth.



Dean Kinvig (left) and Garth Linnel with the WDMAX DN-3409DE CNC nesting line they purchased from Jacks.

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Garth and Dean decided on a WDMAX CNC and Homag Edgebander. “We went with the fully automated WDMAX nesting line with automatic label printing, panel loading, machining and unloading. Wynand estimated an automated line would increase our productivity by 30%. I actually think its higher than that. We wanted our productivity to be dictated by the machine and not by an employee which would vary depending on an employee’s energy levels on the day. Although we weren’t familiar with WDMAX as a brand, we know Jacks has been around a long time so we felt confident the machine would have good back-up.”

“We’ve had the WDMAX for 8 months now and I can honestly say its an awesome machine. It literally hasn’t skipped a beat. The dust extraction is fantastic. Blowers aimed at the tool blow a jet of air in the channel cut by the router bit which helps the dust get sucked up the extraction chute. Then the vacuum arm removes any dust left behind” says Dean.

“When it came to the edgebander, we knew Homag edgebanders had a great reputation so it just came down to choosing the right model for us. When we learned the Homag 1130AT model comes with a glue-pot and an airTec unit to process laser tape we were in.

It’s also been a fantastic machine. The only advice I’d give to anyone looking at this model or any edgebander for that matter, is to edgeband on the same day as you cut. With so much rain and humidity up our way, we’ve found that really important.” Says Dean.

Intech specialise in kitchens in the \$50 to \$70K range but will also take on smaller jobs. They’re already one of the biggest manufacturers in their area and have plans to start their own online cut and clash service for local builders and installers.

“With our WDMAX and Homag we have the capacity to manufacture our own cabinetry and flatpack cabinetry for others looking to outsource. It’s really cool that we’re in a position whereby we can give back and help others that are in the same situation we were when we started out.” Says Dean.

Not bad for a couple of guys that started with a side-hustle installing kitchens.

