



Karimoku equips itself for future success with Furniture On Demand by Lectra - Made to Order

The Japanese furniture maker, reputed for high quality and craftsmanship, tackles the challenges of made-to-order furniture with Lectra's new solution

The challenge

Karimoku was searching for a partner capable of providing them with new ideas and technology that would enable the company to respond to their current market challenges by transforming its production process with Industry 4.0 solutions. The well-known brand was particularly interested in finding a way to quickly, efficiently produce their made-to-order furniture, which accounts for the vast majority of its upholstered furniture production.

Lectra's response

During a visit to Lectra's International Advanced Technology Center for a Versalis cutting test, Karimoku executives also saw a demonstration of the then yet-to-be-released Furniture On Demand by Lectra - Made to Order solution. They were so impressed by what they saw that they chose to become the first company in Asia to serve as a pilot for the brand-new solution.

Lectra solution

FURNITURE ON DEMAND
by LECTRA

Reinvention is one of the key factors behind Karimoku's success. Founded in 1940 as a wood mill, Karimoku began producing wood parts in 1947 before launching its own line of wooden furniture in 1960. The esteemed furniture brand is now a full-scale furniture provider, of both wooden and upholstered furniture, doing everything from sourcing parts to manufacturing furniture through to selling its products in 28 sales offices and 26 showrooms throughout Japan.

Creating furniture that feels like home

Karimoku's customers can customize over 100 models of upholstered furniture with a wide variety of fabrics, leathers, and woods in different dimensions. The company receives 300 orders a day and uses, on average, three types of material per order, which equals 900 cutting orders per day. Of those 300 orders, 80% are for made-to-order furniture.

Karimoku sets itself apart in the marketplace by producing furniture that embodies its motto, "Quality First". In addition, Karimoku's manufacturing concept is high-tech and high-touch, meaning they try to find the ideal balance between machine-made and handmade.

A new way to manufacture premium products

As Hiroyuki Hayashi, Karimoku's senior managing director explained when Lectra approached Karimoku, "We wanted to not only accelerate made-to-order production, but also manage complexity, and by improving the quality of cut parts, we aim to show fabrics to their advantage, enhancing the attractiveness of the finished product."

The solution's pattern-matching capability was a standout feature to Mr. Hayashi. "Furniture On Demand by Lectra - Made to Order solution is excellent in pattern matching and skew adjustment. Karimoku uses high-end fabric. If we can match patterns and skew perfectly, we can put our products in a higher position," says Hayashi.

Karimoku's future with Furniture on Demand by Lectra - Made to Order

Implementing Furniture On Demand by Lectra- Made to Order into their production process enables Karimoku to connect its IT system to its cutting room, transform and digitalize its fabric cutting process, and set the foundation for expanding its sales footprint into other countries. "The native connection between the digital cutting platform and Virga limits the number of markers we need to manage. The whole production process is faster, shortening lead-time," states Hayashi.

Karimoku chose to collaborate with Lectra on this project not only because of its advanced technology but also because of its extensive knowledge of the global furniture industry. "We want to radically change our manufacturing process and Lectra is the ideal partner for a change of this magnitude," says Hayashi. "I think Lectra's solutions are the best in the world. By integrating such solutions in our production process, we can stay one step ahead of our competitors," he continues.

For Hayashi, Furniture On Demand by Lectra - Made to Order holds great promise for Karimoku's future success. "In the future, we will be able to monitor multiple production sites remotely from a central location. Our ultimate goal is a direct link between factory and customer. Lectra is leading the way, allowing us to make our ambition a reality," concludes Hayashi.

"Our ultimate goal is a direct link between factory and customer. Lectra is leading the way, allowing us to make our ambition a reality."

Hiroyuki Hayashi
Senior Managing Director

About Karimoku

The Karimoku brand is synonymous with high quality, reliable furniture. Relying on its technology and creativity, Karimoku remains committed to its quest for quality as a comprehensive furniture maker with an integrated system for manufacturing to marketing. For more information, please visit www.karimoku.com

The Hive 
@LectraOfficial 
LectraFurniture 

About Lectra

For companies that breathe life into our wardrobes, car interiors, furniture and more, Lectra is crafting the premium technologies that facilitate the digital transformation of their industry. Lectra's offer empowers brands, manufacturers and retailers from design to production, providing them with the market respect and peace of mind they deserve. For more information, please visit www.lectra.com

LECTRA