

## Soft-closing – now an essential function for contemporary furniture



**Our recent visit to the IMM Cologne exhibition in Germany, where the world's biggest furniture manufacturers were showcasing their concepts for the home interiors of the future, made it clear that soft-closing systems have made the transition from a function that is desirable to one that is now essential.**

This trend is being driven by demand from both furniture retailers and consumers for high quality furniture that offers an excellent, safe, easy-to-use and quiet user experience. As one furniture manufacturer commented: "until recently, soft-closing was seen as a nice option to offer, today, for the largest furniture retailers like IKEA, it is part of their standard range."

## For every room – not just the kitchen

**Nearly every manufacturer was talking about the need to focus on differentiation and brand building, as well as the need to ensure an excellent customer experience.**

Further discussions also revealed that the requirements for soft-closing went well beyond the confines of the kitchen. In fact, they extend to just about every room in the home, including living rooms, bedrooms, bathrooms and children's play rooms across all segments – higher end, middle and lower – and all types of cabinets, including small doors, large doors and corner applications. Within these rooms, soft-closing adds valuable functionality to all kinds of furniture fittings such as drawers, sliding doors, hinged doors and lift-up mechanisms.

## Stand out from the competition with Glissando "One for all"



**The clear message from IMM Cologne is that high-quality soft-closing systems are now regarded by furniture manufacturers as a vital component that adds a consumer-friendly feature to their finished product, helping them to stand out from the competition.**

This is where we come in, as we believe that our new generation Lama Glissando family of unique soft-closing solutions is the perfect way to meet these changing trends in the market. Whatever the need, from a simple RTA (ready to assemble) cabinet to top of the range, branded furniture, the Lama Glissando offers an universal 'one for all' soft-closing solution. Its key feature is a superior damper that provides a reliable and consistent soft closing action. The adjustable damping force achieved simply by rotating the adjuster ensures perfect functioning across a broad range of weights and sizes of furniture doors. The damper assures a reliable closing, regardless of the closing speed. The value of Glissando is already recognised by many of TitusPlus OEM customers who are now fitting it as standard to a large percentage of their door assemblies. [More>>](#)

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## Lama damper assures consistent and reliable damping



**In the summer of 2009, we carried out an important upgrade on the Glissando range. We changed the core component – the damper – from an outsourced part to our new Lama damper that is fully manufactured in-house.**

By taking total control of the quality of design and manufacture of the damper, we can assure our customers that the new Glissando TL offers unrivalled performance, consistency and reliability – a claim now supported by over six months of excellent customer experience.

Benchmark tests on dampers, carried out in our own test lab, showed that the industry's average deviation on nominal performance values is almost 20%, presenting a very real risk of failure during the lifetime of the furniture. So, we engineered the Lama damper to meet the specific requirements of high volume manufacturing while minimizing the possibility of quality variations. We were also able to take the advantage of the innovative production technology designed and developed by our own Lama Automation division, incorporating automated 100% quality control checks. As a direct result, the Lama damper registers a minimal +/-7% range of deviation, meaning that its quality is much more stable and consistent than the industry average. In addition, the innovative sealing process minimizes the risk of oil leakage during the lifetime of the damper. [More>>](#)

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## ZOW Bad Salzuflen – the leading exhibition for furniture suppliers – reinforces the soft-closing message



**The same messages about the importance of soft-closing emerged from our discussions with some of the market-leaders in the industry at February's ZOW exhibition in Bad Salzuflen, Germany.**

Furthermore, after comparing Glissando with the various competing products on show, visitors to the TitusPlus stand confirmed that the Glissando range is the most efficient, universally applicable and reliable standard production soft-closing solution available today. They also praised the way that the Glissando 'one for all' concept provides extra flexibility for furniture manufacturers as well as simplifies stock management and ordering processes and contributes to reduced costs.

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