

# SYNWOOD TRAPPEN: DRIVING GROWTH AND QUALITY WITH COMPASS SOFTWARE

A family business with over a century of tradition is thriving with the help of Compass Software. Synwood Trappen, led by 31-year-old owner Gertjan Haase, has doubled its production output while raising the quality of its most complex staircases. From paperless workflows to precision machining and annual optimisation coaching, Compass Software has become an indispensable partner in their success.

## A Family Tradition of Stairbuilding

Synwood Trappen was founded in 2016 as a spin-off from the long-standing family company Roelofs & Haase, which has been making staircases for over 100 years. Today, Gertjan Haase runs the company together with his father and brother, continuing the proud family tradition. And it truly is a family affair: his mother – and sometimes even his other siblings – also lend a hand, making Synwood Trappen a hardworking family business that achieves greatness together.

Since 2016, Synwood Trappen has stood for staircase production that combines tradition, quality, and craftsmanship.



Gertjan Haase, Managing Director of Synwood Trappen, continues the family's more than 100-year tradition with great

dedication: "We are good at making quality stairs, we don't care what it is, a very expensive custom stair or a series product."

With around 30 employees working in two shifts, Synwood Trappen produces 70 to 80 staircases per week, serving customers across the Netherlands with both wooden and steel stairs. Gertjan Haase proudly proclaims: "We are good at making quality stairs, we don't care what it is, a very expensive custom stair or a series product."

Their stair production is powered by two CNC machines working with Compass Software: a SCM Accord 25 fx with 5 axes and a SCM Record 132 TV with 4 axes. These machines, combined with Compass Software's advanced options, enable high precision and efficiency in every step of the process.

### Unlocking Growth Through Smart Options: Mastering Complex Staircases with the Wreath Option

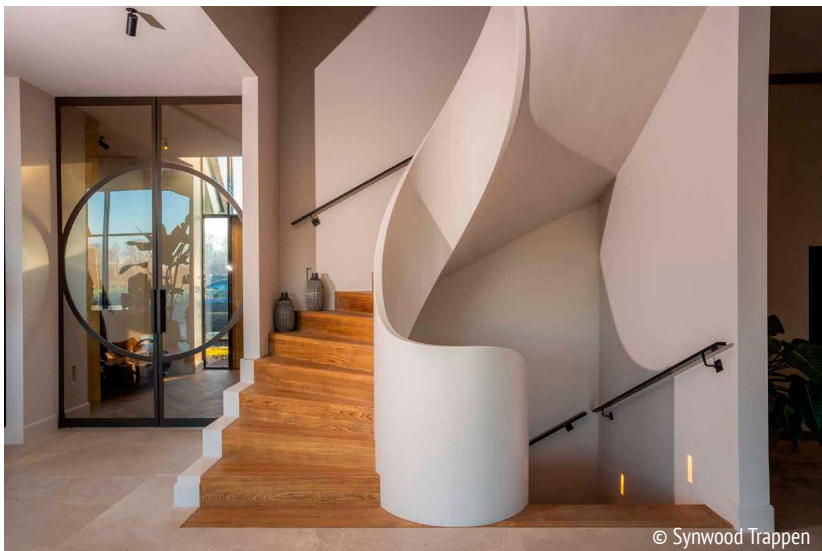
A real turning point came about 1.5 years ago, when Gertjan invested in Compass Software's wreath option. This feature enables users to design and produce complex, curved, 5-axis wreaths that would otherwise be extremely tedious and time-consuming to make by hand. What once took days of painstaking labour, can now be done automatically, producing a smooth, precise finish. The result is beautiful, high-quality staircases that fit perfectly with no need for additional post-processing.

"It is really plug-and-play," Gertjan recalls. "Everything fits perfectly, and the clients are thrilled."

Compass Software's wreath option enables the creation of elegantly curved staircases with exceptional precision.



In combination with Compass Software, two CNC machines deliver maximum precision and efficient production.



### Doubling Production with the Table Option

During the installation of the wreath option, Compass support technician also pointed out additional ways to work more efficiently, including the table option. With this feature, users can arrange identical or different parts on a plate on the machine table, enabling the CNC to machine all parts simultaneously. Because processing steps (such as drilling, cutting, or milling) can be carried out on all parts before switching tools or reclamping materials, the time savings are massive.

For Synwood Trappen, this optimisation was transformative. Output jumped from 40 staircases a week to as many as 80, without any increase in staff or facilities. This demonstrated to Gertjan just how much untapped potential there was in Compass Software: "The software offers so many great options, it's almost impossible to use it all".

To maintain this momentum, Synwood Trappen now books a yearly optimisation coaching. A Compass support technician reviews workflows, highlights overlooked features, and introduces smarter ways of working. "Everyone with Compass should do this," says Gertjan. "It is easy to get stuck in old habits, but there are always smarter ways to work."



Perfect fit down to the last detail: Intelligent 5-axis machining enables complex curved components of the highest quality – all parts fit together perfectly, with no manual rework required.



## CASE STUDY



### Reliable Partnership and Support

Gertjan praises Compass Software's support service and long-standing Dutch dealer, Erwin Kamp, who is the first point of contact. If further support is needed, the support department in Germany resolves issues quickly and effectively. "We have a good and personal relationship," says Gertjan. "In all these years, I've never had a problem that couldn't be solved."

Thanks to the personal support from Compass Software and long-time distributor Erwin Kamp, the CNC machines at Synwood Trappen run smoothly and efficiently – any issues are resolved quickly and reliably.

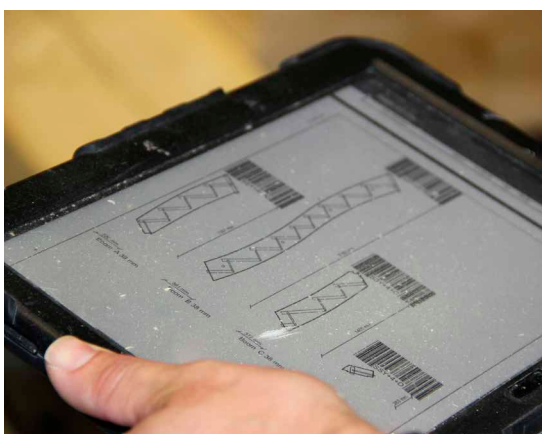


### Paperless and Future-Ready

The company also benefits from Compass Software's digital-first approach. Synwood Trappen operates entirely paperless, using tablets in the workshop to ensure that all information is available at the push of a button. This not only simplifies workflows but also makes collaboration between teams easier in their open, non-hierarchical working environment.

### Looking Ahead with Compass Software

With the strong growth achieved so far, Synwood Trappen has no plans to slow down. Gertjan is already exploring opportunities to expand further with Compass Software – including the possibility of investing in additional CNC machines to meet rising demand.



Paperless and efficient: With tablets and a digital workflow, all information in the workshop is instantly accessible.

### Why Compass Software?

Gertjan's choice is clear: „All the major staircase companies in the Netherlands use Compass Software, so why switch to a competitor when it works so well?“ Compass Software's unmatched precision, efficiency and support have proven to be the key to scaling production and unlocking new market opportunities for Synwood Trappen.