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+ CONVERT CRISIS INTO OPPORTUNITIES + NEWS UPDATES**

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Dear Reader,

In first week of February, DelhiWood 2015 will, once again play a vital role in introducing the average Indian woodworking professionals - the high level manufacturing technologies which will be displayed by exhibitors-representing prominent Indian Companies as well as global level suppliers.

Modern Woodwork, as the Official Publication of the Show since 2009, has presented a novel interview feature in this Exhibition Special issue. Readers will find the COVER STORY - "DelhiWood Preview" & "Voice of Leaders" - the exclusive collection of outlooks of industry leaders-that offers an overview on almost entire Indian woodworking industry. The views presented induce us to think and ponder over the milestones attained by us. They have also pointed out the inadequacies which demand our attention. Just a few quotes from VOICE OF LEADERS:

"The panel based furniture manufacturing sector has immense potential for growth in India. The sector is still being serviced mostly by carpenters or smaller manufacturing units. With the present government pushing for more economic reforms and luring potential investors with the "make in India" policy, we should see momentum in the India growth story."

"The consumption of wood-based-panel, mainly meaning PB, MDF, is almost double the scale of production capability here [in India] ."

"Observing the market for about than 15 years now I could see the Indian furniture industry on a steady growth that transformed from a market that was led only by small handicraft production to a much more industrialized market."

"Soon the Indian market could be one of the biggest destinations for European hardwood lumber"

Readers should see the full article for more details.

Current Issue: **WOODWORKING AROUND THE GLOBE:** Articles based on technology advances compiled from Shows has been the forte of Modern Woodwork magazine. In current issue we have brought the updates about Furniture Accessories, Sanding Machines, Decorative surfaces, Drawer Slides, R.F Heater, Doors, acoustic solutions, fasteners, sawmill products, molded parts, veneered MDF & wooden frames etc. Guidelines & information described "CONVERT CRISIS INTO OPPORTUNITY" should prove as a precious bit of counsel to distressed community of manufacturers who regularly face a plethora of technical as well as management problems too. Regular feature "News Updates" should help regular visitors to mark travel itinerary for Indian as well as worldwide Exhibitions spanning from March to May.

All these regular as well as special features, news & views presented should make this issue a treasured compilation.

Awaiting your feedback,

Shanti Mansabdar

editor@modernwoodworkindia.com

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High frequency heating is internal heating method. HF generator is the main part of HF machines. It generates electromagnetic field with electrodes (Positive pole and negative pole).

The glue and water molecules between the electrodes will be polarized and move in high speed (millions of times per second). The impact and friction among the molecules will bring very high temperature in short time. It means that HF power does not heat goods directly but let water molecules in the goods heated themselves. So HF power only heats the glue line not the wood. HF woodworking machinery can help you save the production time, energy, and improve the efficiency greatly.

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- HF Vacuum Wood Dryer: Hard wood, wood beam, rosewood, veneer, saw timber drying. (Wood moisture lower than 15%, drying time is 20-30 hours; Wood moisture is lower than 40%, will take around 75 hours)
- HF Frame Assembly machine: Solid wood door, window, cabinet door making, edge banding, door pocket line making (1-2 mins per wooden door)
- HF Cabinet door Assembler: Solid wood and MDF cabinet door, photo frame assembly (10-20 seconds per pc)
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All 1-component PUR prepolymer adhesives are free of formaldehyde, which means when fully cured they are not classifiable as health risks. The new adhesives can be processed with very high yields, thereby making manufacturing economical. Comparatively low grammages are

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The new 1-component PUR prepolymer adhesives were certified in June 2014 and have already been introduced at the first customers, with

excellent feedback. All products can be purchased also from retailers in the standard packaging units.

The comprehensive Jowat portfolio of adhesives certified according to IMO provides a safe and efficient bonding solution for all applications in shipbuilding interiors, with the tried and proven, as well as with the new Jowapur® products. The product range is completed by certified reactive PUR hot melt adhesives from the group of Jowatherm-Reaktant® and water-based Jowacoll® dispersion adhesives.

Introducing Jowat

Jowat AG with headquarters in Detmold is one of the leading suppliers of industrial adhesives. These are mainly used in the woodworking and furniture manufacture, in the paper and packaging industry, for graphic arts, in the textile, automotive as well as in the electrical industry. The company was founded in 1919 and has manufacturing sites in Germany in Detmold and Elsteraue, plus four other producing subsidiaries, Jowat Corporation in the USA, Jowat Swiss AG, Jowat Manufacturing in Malaysia, and the Jowat Universal Adhesives Australia Pty. Ltd. in Australia. The supplier of all adhesive groups is manufacturing over 73,000 tons of adhesives per year, with around 900 employees. A global sales structure with 20 Jowat sales organisations plus partner companies is guaranteeing local service with close customer contact.

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Salient Features:

- Automatic Edge loading system for rolled edges with pneumatic shear for the coil cut.
- Powered and automatic edge feeding at work piece infeed.
- Electric control panel positioned on the front side to facilitate its use any working conditions.
- Machine base made of steel is stable and rigid, keeping the adjustments.
- Front telescopic support with roller conveyor for bigger work piece.
- Glue temperature electronic control with digital read out.
- Easy adjustment of trimming & Buffing Units.



The machine is suitable for radius trimming / chamfering of the Panel Corner (manually) with radius tool.

MODEL# J-1250.IN (COMPACT)



VACUUM MEMBRANE PRESS



"Vacuum Lamination with high quality high production"
Most Suitable for factories having space constraint



Easy accessible Control Panel at front provides convenient operations. Display with digital temperature controllers & adjustable timers for fully automatic & manual cycle.

Salient Features:

- Used for applying a uniform lamination of PVC, Decorative papers and Veneer till 0.4mm on top surface & borders on flat & designed work piece having smooth shape.
- Vacuum abnormality wrapping technology.
- Lamination on one sided Prelam MDF / Particle board.
- One set of tray minimizer with m/c for optimal usage of work tray.
- Silicon membrane offered for veneer application on flat surface only.
- Superior quality pump fitted in the machine for better performance.
- Silicon membrane sheet is standard supply with the machine.
- In-built PVC foil roll holder for space saving.



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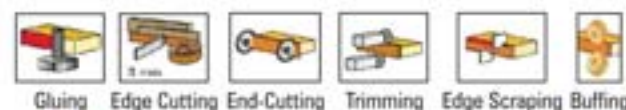
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J-3000.in (manual)
Curvilinear Edge Bander



Edge Trimmer J-3003R.in (manual) (Radius Trim)



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WITH PRE-MILLING & ROUND CORNERING

NOTE: MODEL WITH ROUND CORNERING J-5100RC.IN ALSO AVAILABLE



Sturdy built heavy-duty machine to suit Indian working condition for precise application of edge banding material with round cornering. Edge banding machine for edging the required materials of veneer, melamine, PVC or ABS to the linear edges. **"Advanced technology & highest features at unbeatable price"**

Salient Features:

- High performance machine with feeding speed of 14 m/min gives more production. Very easy to operate & nominal setting required during operation
- Innovative pre-melting glue tank system consumes less than 50% glue compared to other edge banders
- Robust feed chain & Double conveyor system with German gearbox (with long life synthetic lubricant) for effective pressure on small /big panels
- Specially designed glue tank which consumes less glue
- Three edge banding pressure rollers actuated by pneumatic cylinders & gas spring, gives adequate pressure on edge for effective banding
- High frequency Italian motors sliding on prismatic guide ways for perfect finishing with trouble free performance
- All electronic & pneumatic parts are from well known international brands Schneider & Pneumax (Italy).
- Easy accessible, user friendly PLC touch screen control panel positioned at machine in-feed, for quick operations.
- No setting required to change thin to thick PVC edge band.
- Low maintenance machine, easily available cost effective spares with best service support.



Pre-milling unit: An optimal unit for panel edge pre-milling with two high frequency motors. Individual pneumatic cylinder for perfect preparing

panel for gluing. Smoothen panel for achieving perfect joint line of the edge.

Gluing, banding, edge cutting unit:

A special glue spreading roller provides precise & consistent glue application. Perfect adhesion with 3 pressure rollers actuated by pneumatic cylinders & gas spring. Ensuring pressure for effective banding of PVC /ABS strips. Heavy duty knife & pneumatic pressure cuts the edge banding materials up to 50mm height & 3 mm thickness



Trimming, rounding, cutting unit:

Compact and powerful, it guarantees great finish on edge.

Trimmer 2R cutter for PVC/ ABS gives perfect rounding on straight, chamfered and regular post formed edges. Always the best finishing on all operations, using high frequency motors (12000 rpm) sliding on prismatic guide ways.

Edge scraping unit: Gives the best finishing touch to the PVC/ABS edges, leaving no trimming marks on the job. Unit completes with rotating copiers.



Anti adhesion liquid unit: In order to prevent glue to adhere on panel, this liquid is sprayed to edge surface of the panel

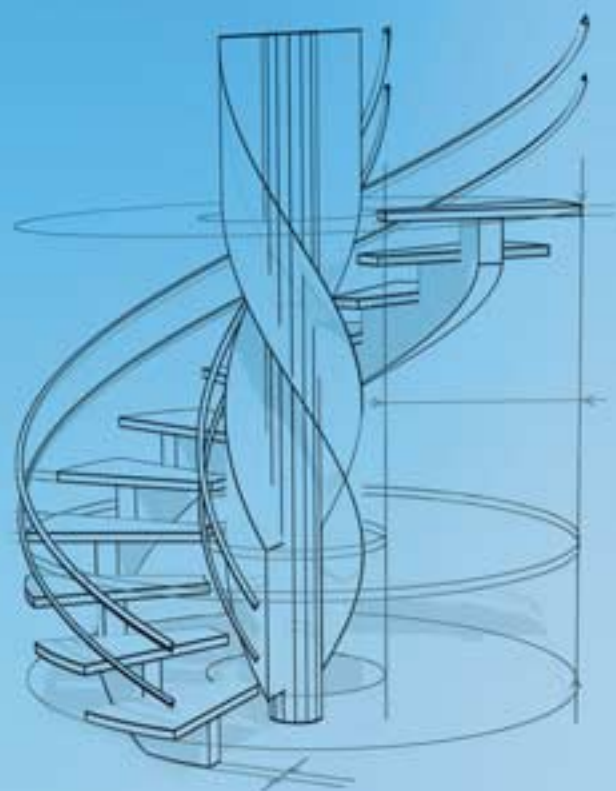
Buffing: Independently adjustable buffing wheels, for cleaning & polishing of the edge.



Machining Examples with Round Cornering Group: Easy selection to change over in control panel as per profile. Rounding of edges on straight, chamfered and simple post formed 50mm thick panels up to 3mm edge banding thickness & for full rounding, edge banding thickness should be 1mm.

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MODEL# J-2102.IN DOUBLE HEAD



DOUBLE HEAD MULTI BORING



This machine is useful for vertical and horizontal drilling to the surface or edge of the work piece. A pneumatic cylinder achieves lifting of drilling unit with 21 spindles. Mainly suitable for making knock down furniture & most preferred machinery for the modular furniture industry.



Horizontal & vertical Boring

For vertical boring application, both heads work parallel vertically



MODEL# J-2103.IN TRIPLE HEAD



TRIPLE HEAD MULTI BORING



Semi automatic boring machine equipped with one horizontal & 2 rotating vertical boring heads (0-90°) with 21 spindles for executing holes in a line for the wardrobe side processing. Easy setting with quick & precision boring. **"Offering multiple application, flexibility and high-productivity"**



The two vertical heads can slide away from each other depending on the center distance required between them. They can also be rotated by 90° giving more locational positioning.

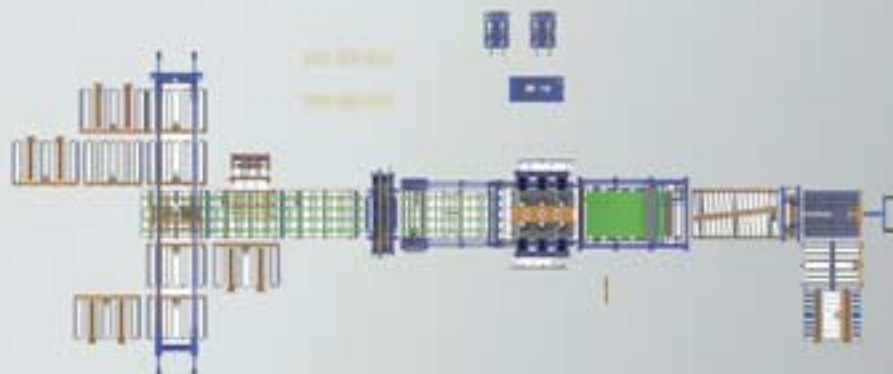
The aluminum fence has 4 reference stops that slide on support rollers for smooth positioning. This makes it easy to feed long workpiece



Salient Features:

- Auxiliary support frame gives better solution for long panels.
- Anti-sliding working table
- Pneumatic cylinder for head tilting of the tiltable head
- Locking system for vertical heads
- Elegantly designed, electro pneumatic control panel

Also available: J-2100.in Single Head Multi Boring



New Design Short Cycle Lamination Line (KT Line) from D-SWPM

- D-SWPM New Style KT Line is integrated with Dieffenbacher advanced design concept.
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MODEL# J-50T COLD PRESS



Machine suitable for pressing various types of laminations on composite wood, cork board, fiber board, honeycomb board. Having various applications for furniture & boards lamination industry. Mainly used to press various glued wood parts in usual temperature. **"Panel board strength & durability, as never seen before!"**

Salient Features:

- Platen designed to take heavy compression loads. Pressing Platen is synchronized geared bar for smooth up-down movement.
- Control panel for controls & display with Compression holding timer, Pressure settings with indicator. Limit switch for use to limit the pressing workpiece.
- Machine has characteristics as good splicing effect and fast high efficiency.

Machine also available in different pressure i.e. 50 ton, 80 ton, 100 ton, 200 ton.

MODEL # J-4700 AUTO EDGE BANDER



PERFECTLY PLACED BETWEEN THE ENTRY LEVEL
HIGH-END MODEL



Salient Features:

- Automatic Powered and automatic edge feeding at work piece infeed.
- Edge loading system for rolled edges with pneumatic shear for the coil cut.
- Easy accessible mobile Control Panel at machine in-feed provides convenient operation.
- Machine base made of steel is stable and rigid, keeping the adjustments.
- Front telescopic support with roller conveyor for bigger work piece.
- Glue temperature electronic control with digital read out.
- Easy adjustment of trimming & Buffing Units.

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ABOUT US

Wuxi Huasheng Machinery Co., Ltd is professional manufacturer of various kinds of hot Press Machine, and we have specialized in this industry for more than 10 years. With the advanced production equipment, perfect detection methods and strong technical force, Huasheng had already co-operated with many customers from the worldwide, such as Malaysia, Brazil, South Africa, India, Dubai, Uzbekistan, The Azerbaijan Republic, Russia, New Zealand, Saudi Arabia...



2014-India wood exhibition- Bangalore

Our hot press is widely used in wood processing, building material and decoration, etc. It is our honor to have the chance to cooperate with you. We will provide you our best service, offer the high-quality commodities and the most favorable price. Huasheng machinery will be always with you to your success!



PRESS

S

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Veneer hot press
Multi-layer hot press
Furniture board hot press
Door skin hot press
Plywood hot press

Flooring hot press production line
Laminated hot press production line



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F I N I S H I N G > S I M P L I F I E D

IFT's 'Rain spray' offers cost-effective painting solution

Indian Finishing Technology, a Bangalore-based start-up, completed a year in Indian market operations in September. In this short span it has come out with its own cost-effective models of paint mixing units, sanding stations and automatic door coating machines.

The machine has four circuits for different applications, reducing the consumption of solvent involved in the cleaning process. Each circuit is dedicated for top coat, sealer, pigmented and stains application.

The conveyor belt with holes comes with a vacuum-operated system which holds the paper in its position, preventing the paint from entering the panel below. The dirty paper is automatically rolled, protecting the belt from the paint. The system reduces the time spent on cleaning of the machine. To Know More Please visit our Demo Center at Bangalore Facility Where you can see from your own eyes the machine performance and the end results of the finish

Indian Finishing Technologies Pvt.Ltd

45/125, 1stFloor, Hanumanthanagar, Sriganthadakaval, Magadi Road, Sunkadakatte, Bangalore-560091, Karnataka State, India.
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- Wood based panel processing product line
- DIY woodworking machine

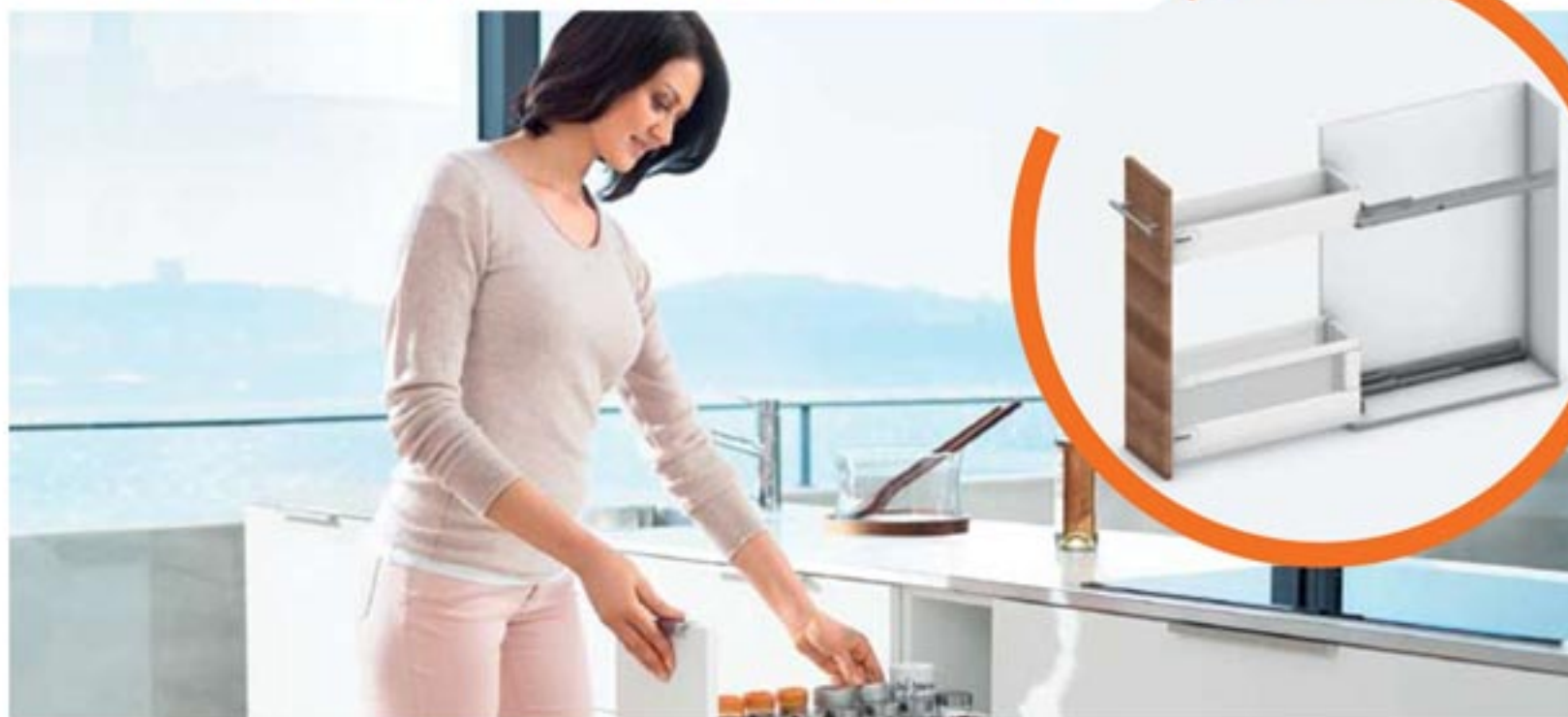
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BLUM'S PRACTICAL IDEA FOR NARROW CABINETS



Fittings manufacturer Blum's latest idea for narrow cabinets delivers stability and quality of motion and enables end users to make the most of every inch of storage space in kitchens.

Narrow cabinets with a width of 200 mm are frequently used in kitchens. They normally serve as fillers at the side of cookers or between a kitchenette and wall. Most conventional solutions on the market use runner systems that are attached to only one side of the cabinet, i.e. only the left or right runner in a cabinet. Blum has now developed a special solution for narrow

cabinets that offers enhanced stability and greater load bearing capacity.

Simple idea – big impact

Diagonally fitted runners produce far greater side stability than runners mounted to one side and can withstand loads of 20 kilograms per base unit. Additional plus: You only need one set of runners per base unit. All components stem from Blum's existing product range, ensuring that the overall look of the kitchen is harmonious. The idea can be implemented with the Tandembox box systems as well as with the Tandem and Movento runner systems for wooden drawers and pull-outs.

Advantages for manufacturers, fitters and end users

Using Blum standard fittings for most or even all applications (also for narrow cabinets) facilitates inventory management for furniture manufacturers. In addition, the same drilling patterns and enhanced adjustment ease make manufacturing more efficient and assembly easier. Last but not least, kitchen buyers are pleased with the harmonious look of the interior of their furniture and enjoy Blum's tried and tested quality of motion, for narrow cabinets also excel in terms of little opening force, feather-light glide and soft-close Blumotion.

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www.blum.com/ideas

 **blum**

INVENTIVE THINKING, INNOVATIVE PRODUCTS

Established in 2005, Vishwa Safety Glass Private Ltd is an Original Equipment Manufacturer and supplier of glass products to leading workstation manufacturers. Our technologically advanced products are crafted at our plant in Bangalore's industrial hub of Peenya. We are committed to a green environment as well as the safety of our people, and adhere to the high standards set by regulatory bodies at the state level.



Vishwa SpanLam™

Designed to work seamlessly with contemporary open office plans, Vishwa SpanLam™ is a desk-mounted glass partition that saves valuable floor space. These 8mm thick marker-friendly glass partitions can also be used as writing boards. Available in translucent, opaque and magnetic variants, Vishwa SpanLam™ is durable, laminated & shatter-proof.

Vishwa SpanLam™ KLL series:

Available in a range of 20 colours, our translucent line of desk partitions contribute to a clutter-free, luminous and spacious work environment.

Vishwa SpanLam™ KOL series:

Available in 20 plus exciting colours, our opaque line of glass partitions divide the entire office area into neat little private cubicles, economising on space and guaranteeing peace of mind in the work environment.

Vishwa SpanLam™ KMG series:

Available in all our opaque colours, the magnetic glass partitions double up as personal pin-boards. Stick and remove flyers, notes and pictures with ease, leaving the fine glass surface absolutely spotless.



Vishwa spanlam™ is a registered trademark of Vishwa Safety Glass Pvt Ltd.

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A partition-cum-white board, ideal for posts which can be erased with one quick swipe



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Available in a palette of vibrant colours, both translucent and opaque, to match your brand identity



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FEVICOL MEMBRANE ADHESIVE LC



Fevicol Membrane Press adhesive LC



Membrane Press Hardner

Fevicol Membrane Press adhesive LC is a water based adhesive specially designed for application in PVC moulded doors. Its unique formulation ensures high green tack resulting in strong bond strength on difficult substrates. The product does not release any harmful emission and is safe for users with no adverse effect on the environment.

The product can be easily applied using an air compressed spray gun. Its distinctive features gives excellent uniform spray pattern ensuring effective deposition on the substrate resulting in higher coverage. The water based

formulation helps ease of cleaning of spray gun by using tap water.

Fevicol Membrane Press adhesive LC is recommended to be used along with 5% Fevicol Membrane Press hardener to get improved heat and water resistance. Excellent compatibility with the hardener achieves long pot life hence giving working time flexibility to the user. This product gives bonding of PVC to most of the wood substrates like MDF, Particle board, etc.

FEATURES

1) Water based product having a low VOC hence a green product

- 2) No thinner needs to be added which is a requirement in solvent based solutions
- 3) Pot life 3 – 4 hrs after hardener addition
- 4) Higher coverage of 6 – 7 doors compared to 4-5 doors in solvent based system
- 5) No choking and blocking of nozzle orifice unlike solvent based adhesive
- 6) Spray gun can be cleaned with normal water, no solvents, thinners required
- 7) Excellent heat and water resistance
- 8) No volatile losses



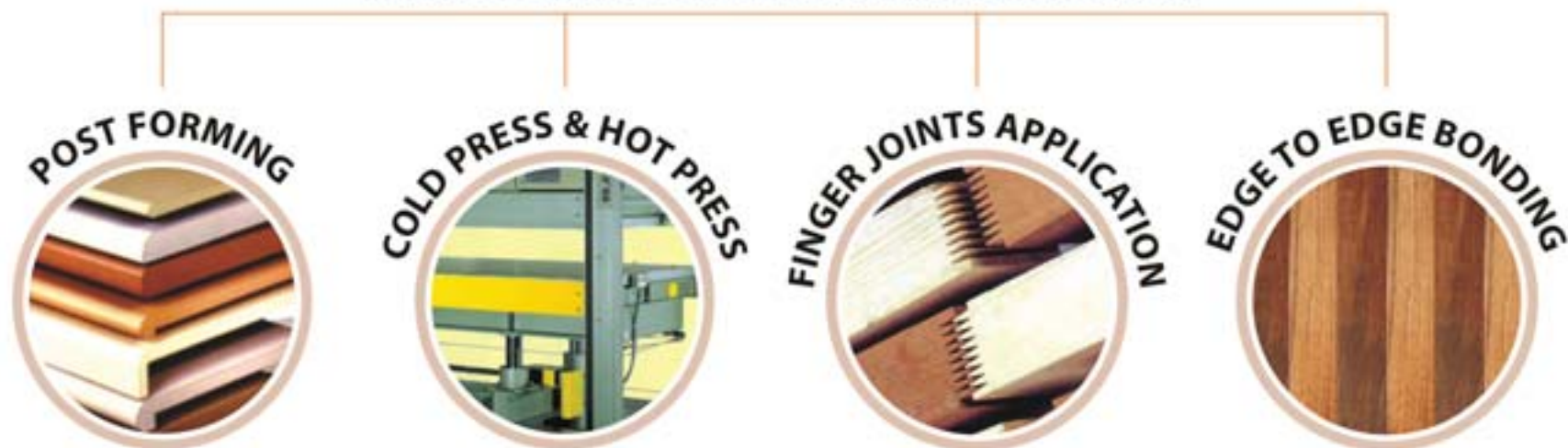
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- HIGHER COVERAGE & SUPERIOR BONDING
- FASTER DRYING

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FEVICOL SWR IS THE IDEAL ADHESIVE FOR USE IN



“PLUG AND SAW”: THE NEW HOLZMA HPP 130 AT DELHIWOOD 2015

Buy, plug in and experience precision. It has never been easier to achieve efficiency in cutting than with the new HPP 130 from HOLZMA. From February 4 to 7, visitors to DELHIWOOD 2015 will have the opportunity to witness this live in New Delhi. The HPP 130 will be celebrating its world premiere there.



“Simply better – from the very beginning” is the motto of the new HOLZMA HPP 130. With this compact panel saw, the German mechanical engineering company is launching a new product on the market that will make it easier than ever to enter the world of high precision manufacturing. The HPP 130 will cost little more than a conventional table circular saw, but will cut single panels and small batches to a much higher level of precision and with far greater efficiency. This is achieved by technologies that reflect the high quality for which HOLZMA is renowned and

options for processing and automation that are unthinkable in a table circular saw.

Equipped with outstanding technology as standard

The new HPP 130 impresses not only with an outstanding price but also with outstanding technology. No matter whether for processing single panels or small batches, this panel saw comes with everything customers need for high precision cutting.

Technological highlights and facts at a glance:

- 60 mm saw blade projection

- Rugged, maintenance-friendly steel-design saw carriage with patented side pressure device
 - Electronically controlled program fence with an electromagnetic measuring system for a positioning accuracy of ± 0.2 mm
 - Sturdy pressure beam with large-area pressure zone directly at the cutting line – for precise cutting results, also when cutting books
 - 3 air cushion tables, each 400 mm wide, for easy and gentle panel handling
 - 19" TFT flat screen monitor and HOLZMA control software CADmatic 4 BASIC – proven and easy to operate
- HPP 130 – entry-level model for upgraders

More is always an option with HOLZMA, and the same holds true for the HPP 130. For example, more efficiency, achieved by professional parts labelling using the optionally available label printer. Or more automation, due to intelligent cutting pattern optimization in the office with the HOLZMA optimization software Cut Rite. Or more processing options, such as kerfing directly on the panel saw.

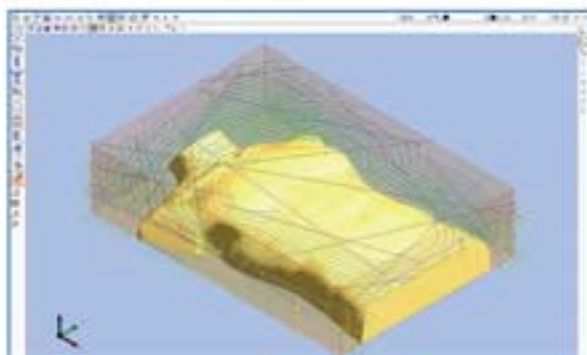
HOLZMA will be showcasing the extensive range of options live at DELHIWOOD 2015. HOLZMA stands for innovative panel cutting technology for craft enterprises and industry, powerful software solutions and tailored services. Visitors can also look forward to seeing many other innovations for the furniture manufacture and woodworking industry of tomorrow.



For more information, go to:
www.homag.com/software

A preview of the end result. Making dreams a reality with HOMAG.

With woodWOP 7 in a whole age of machine-oriented programming. Besides numerous new functions, the CAM plugin in particular offers ground-breaking new possibilities for fast and simple programming of 3D single components.



New 3D-CAD/CAM functions

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- Import of 3D models from external CAD systems
- Automatic generation of routing paths from 3-axis through to 5-axis processing for roughing, finishing and sizing of 3D objects
- Simulation with stock removal and collision detection



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HOLZMA HPP 2 SERIES FOR EVERYONE WHO HAS GREAT PLANS



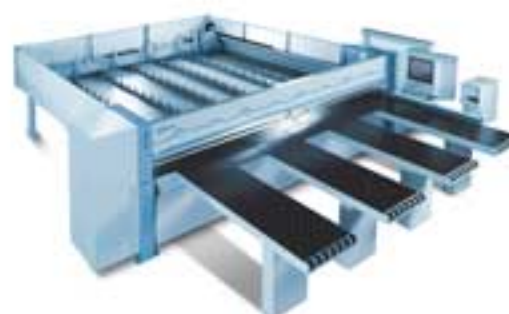
The 2 series from HOLZMA is ideal for entry-level companies and companies upgrading equipment. Plenty of power and functionality at a low cost see to that. However, larger companies that often work with small batches can also benefit from its strong features. Even the extremely compact HPP 230 presents convincing efficiency and performance. The HPP 250 goes one step further. It offers higher performance, with additional flexibility and more optional extras.

HPP 230

The new HPP 230 combines power, reliability and functionality in the smallest of spaces. An innovation which will help you complete your customers' orders swiftly and efficiently. Even in its standard version, the HPP 230 offers impressive state-of-the-art technologies. A lot of machine for a little money. Optional extras allow it to be exploited to its full potential as and when the need arises. That pays off!

The advantages:

- Compact price, compact size, genuine HOLZMA technology and quality
- Speed gives a competitive edge; shorter cutting cycles free up personnel
- Numerous optional extras provide even greater efficiency
- The only one with 3D graphics
- One-man operation
- Options can be retrofitted
- Ready for storage link-up



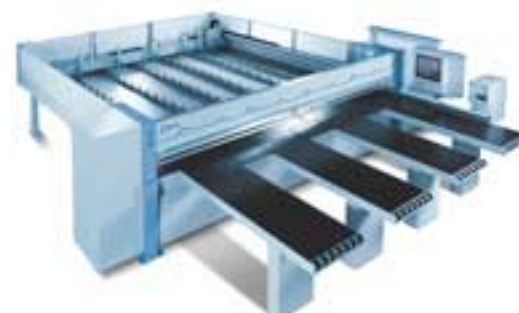
HPP 250

The HPP 250 is the champion among small horizontal beam saws. A successful model, that HOLZMA has enhanced still further. The result: significantly shorter cutting cycles and more configuration options. That makes the HPP 250 more than ever the ideal choice for cutting smaller batches and books fast. The many optional extras leave plenty of scope for more.

The range now includes an HPP 250 profiLine model. This saw is particularly suitable for complex storage link-ups. It also offers the possibility to incorporate the new feed-stacking table with integrated infeed – in combination with the new panel labelling system if wished.

The advantages:

- New design
- Encircling, transparent protective enclosure
- Manual trim stops
- Manual pressure regulation now in the operating area
- Energy chain now lying on the support
- More speed
- HPP 250 now available as profiLine version – for complex storage link-ups
- Enhanced range of optional extras



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ALTENDORF PANEL SAW MACHINE

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ITALPRESSE HYDRAULIC PRESSING MACHINE

ITALPRESSE is Leading Italian company producing Hydraulic pressing machine. The machines are built in boiler for heating the platens. The machine is useful for pressing laminates, veneers, plywood etc.

KDT THROUGH FEED EDGE BANDING MACHINE

KDT Edge Banding Machine is very user friendly and totally maintenance free machine. It is used to Paste PVC tape, Melamine tape, Paper tape, veneer, wooden strips, mica strips on the edges of prelaminated board, ply, particle board, to cover the edges.

HYDRAULIC PRESSING MACHINE



WOODMASTER POST FORMING MACHINE

WOODMASTER Post Forming Machine is very user friendly and totally maintenance free machine. It is used to Paste the mica on the profiled Edges of Table Tops, Kitchen Shutters, Drawer Fronts and various types of Office Furniture Items.

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EDGE BANDING MACHINE

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The JADE 345 is an extension of the heavy duty workhorse the JADE 340, that has been much appreciated by our customers over the years. The JADE 345 has a GROOVING / MILLING UNIT, that makes possible grooving on the panel with edge banding for back panel insertion. With this option, one additional back panel insertion operation can be carried out in the edge banding machine itself, ensuring faster production cycles, less panel handling ensuring less damages on the panels and a superb finish.



The JADE 345 is an automatic single-sided edge bander capable of applying a perfect finish to edge-banding material such as PVC, Veneer Coils, and Single Strips of HPL & Solid Wood. The machine working speed is 12 – 18 mtr/min and can apply edging material from 0.4mm to 3 mm and solid wood strips of 12mm thickness.



The machine can process panels between 10mm to 60mm thickness. The hallmarks of these machines are perfectly edged panels time and again.

For more information please visit:
www.biessemanufacturing.com



JADE 345

Edgebanding and grooving operations in a single machine

Delhiwood 2015

4th - 7th Feb
Hall 1

Jade 345 is capable of carrying out edgebanding and panel grooving / milling operations for back panel insertion applications in a single machine. The ideal solution for companies who look for productivity and flexibility without compromising finished quality.

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 **BIESSE**

ALTENDORF: NEW DEVELOPMENTS

2014 has been a significant year for Altendorf in terms of innovation and development. New features on the legendary F45 panel saw and introduction of higher end features on budget machines confirm commitment to markets in the developing countries.

F 45: The legendary F 45 from Altendorf is now available with a feature not earlier available on panel saws. The main and scoring saw blades can be tilted to 45° in two directions.

This feature offers great flexibility for bevel ripping of boards, solid timber, plastics, honey comb panels etc.

WA-8X: A motorised rip fence greatly increases the productivity and accuracy of the panel saw. This feature is now provided on WA8X which will be displayed at Delhi Wood 2015.

- Altendorf the pioneer and industry leader in panel saws
- Continues to innovate and offer to the industry a range of panel saws from entry level to custom built machines for special applications.

- Plastics, Corian (from Dupont) extruded aluminium profiles, honey comb panels, non-ferrous boards and a variety of other materials are sized on heavy duty Altendorf machines.
- Currently manufactured at wholly owned and managed plants in Germany, China and Brazil.
- Dimensionally accurate and chip free cutting, reliability and lowest maintenance costs give Altendorf users an advantage.

APPLICATIONS:



Saw blade tiltable both sides



Grooving on panels



Precise cutting of non-ferrous metals



Bevel cutting plastic with clear edges

There's an Altendorf for everyone.



*For those who love performance:
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Kalyan Industries was established in 1952, a family owned company has been manufacturing Plywood & Wood Working Machines.

Kalyan Industries is participating in Delhi Wood 2015 exhibition to offer total solution for Doors and Windows, Solid Wood & Modular Furniture with the latest technology. We are also importing machines from Europe, Taiwan & China. Being the manufacturer itself, Kalyan Industries understands the machines better than any other dealer while well equipped for providing training & efficient service after sales to the utmost satisfaction of the buyer.

The drying of wood from green to fiber saturation (about 30%) requires a specific technique and the drying from fiber saturation to below 10% requires another. This Seasoning Kiln gives years of trouble free and highly efficient drying with extremely good quality drying of Timber.

The Automatic Kiln Controller, heat Exchanger is made of Stainless steel base tube with Aluminum fins, that gives years of efficient service. The Aluminum Door has extremely good sealing and Insulation with an easy to open hydraulic assisted door trolley.

Wide Belt Sander under the brand name of Sanding Max being imported & marketed by Kalyan Industries since year 2004 has gained enormous popularity in Plywood & Wood Working Industry. The profile sanders brought by Kalyan are used for sanding custom figured and complex mouldings in the Panel Door/Designer Door etc.



Automatic Through Feed Edge Banding (Compact Machine)



Manual Edge Banding



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PU Castor Comparison

Our Products



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Other Products



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- Corrosion test & functional test.
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V 313 PARTICLE BOARDS THE IDEAL CHOICE FOR KITCHENS

Particle board technology is highly advanced paving way to ecofriendly panels and an excellent alternative for Plywood. Indians are still under deep obsession for using Plywood not only in Kitchens but also in other furniture fabrication.

State of art production facilities with latest resin technology is now making particleboards available with very low thickness swelling even after 24 hour testing. HeveaBoard have pioneered with in-house

Research and Development efforts a low formaldehyde emission particle board which meets the E1 as well as E0 emission levels as required by buyer without any compromise in the Internal bond or Bending strength. Infact it is most sought after particle board with a Win Win situation with improved all round performance. It has become a market leader focusing on quality attributes tailored to provide an alternative to plywood.

India is still heavily dependent on plywood to the extent of almost 85%

market share. This is mainly because of lack of knowledge on application tailoring of panel product. Price PricePrice demands by demanding buyers have forced the industry to compromise in area of Quality which is unpardonable. With utterly poor performance of low cost particleboard panels the user confidence is absent and the lean continues heavily towards use of plywood for making furniture in kitchens as well as other home items.

On the other hand in all developed



On the other hand in all developed countries and many developing countries the market share of plywood is mere 15% and reducing every year. Particleboards are extensively used extensively because of the QUALITY ensuring long life of furniture.

countries and many developing countries the market share of plywood is mere 15% and reducing every year. Particleboards are extensively used extensively because of the QUALITY ensuring long life of furniture.

A low formaldehyde emission board E1 norm which has an internal bond of $>0.60\text{N/mm}^2$ and bending strength of $>15\text{N/mm}^2$ is expected to give thickness swelling $<9\%$ even after 24 hour test. The price difference is so nominal that it is still cheaper than plywood. What the industry needs is to promote value of long life, long performance and an affordable price for durable kitchen made from Melamine faced V313 particle boards which are available in both popular sizes $2440\text{mm} \times 1220\text{mm}$ and $2440\text{mm} \times 1830\text{mm}$ on order for projects as well as OEM.

HeveaBoard has several short cycle laminating partners to cater to PAN India requirement for E1 and E0 low thickness swelling particle boards for fabrication of kitchen and other machine made furniture in many textures and designs. The melamine faced low swelling low emission particleboards still work out more than 50% economical than the plywood + laminate combination



PROPERTIES	MIN. REQD AS PER EN	VALUES OBSERVED
INTERNAL BOND N/MM2	0.35 MIN (EN 312:2010)	0.60 MIN
BENDING STRENGTH N/MM2	14 MIN (EN 312:2010)	15 MIN
THICKNESS SWELL 24HRS IMMERSION (%)	14 MAX (EN 317:1993)	<9

with better finishing, speedy project execution and a higher ecofriendly content.

The author Mr. Nitin Vaze is a well-known figure in the world of panel products in India and international markets, having been in the business for several decades. His company, Sleek Boards (India) LLP. is one of

the country's leaders in marketing a variety of technologically advanced panel products.

Contact for more details:
nvaze@heveamart.com
020 -25463471/25421021

Important Circular from Maharashtra State Fire Service department

The Maharashtra Fire services have issued a circular that necessitates enhancement in quality from the door industry on the manufacture of fire rated doors. It is already uploaded on the MFS website <http://www.mahafireservice.gov.in/Site/RoleOfMFS/circulars.aspx> | Many other states are also expected to develop similar content circulars shortly.

SAUERLAND INTRODUCES FIRE CONTAINMENT DOORS FOR INDIAN MARKET

Sauerland has been active in the Indian door industry since 2008 and has introduced the tubular door concept enriched with their vast experience for 63 years and spanning export to 65 countries. This year Sauerland have upscaled the technology to introduce fire containment cores in India for doorsets passing the 30 minutes and 60 minutes rating using the Sauerland

Cores as per BS 476: Part 22: 1987 or as per IS 3614 Part 2 (1992) and also sound reduction up to 38 dB.

Sauerland Cores are having very low formaldehyde level of E1 that mean they are safe for internal use in residential buildings. Customers can now avail a Green Initiative in Fire and Sound Containment with door sets in their projects.



FINSA LAUNCHES ANTIBACTERIAL PRE-LAMINATED BOARDS WITH SYNCHRONIZED DESIGN + TEXTURE

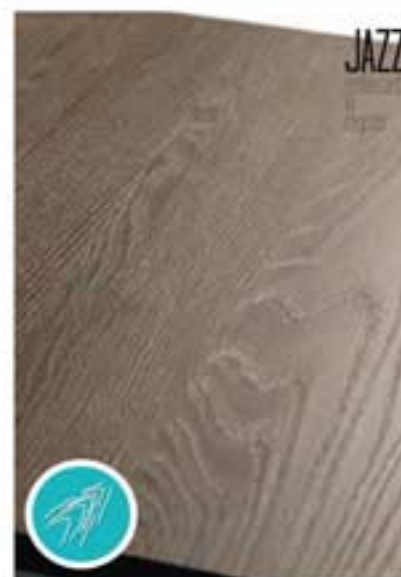
Finsa always stays with the market trends and invests in emerging technologies. The global demands are getting more challenging and demanding melamine boards closer to nature and appropriately Finsa has introduced the JAZZ Collection which has synchronized wood pattern texture matching with wood print. Additionally all JAZZ Collection is certified ANTI BACTERIAL.

The JAZZ Collection is available in size 2600mm x 2050mm in 4 decors. MOQ is just one pallet per design per thickness. It is available in popular thickness of 10mm, 16mm, 18mm, 19mm, 22mm and 30mm

in the Pre-laminated Superpan range and in 18mm in Pre-laminated MDF range.

Please evaluate for introduction for your new furniture range and offer recent and most modern technologies to your customers. It makes great opportunity to introduce furniture even in specialized areas like schools, laboratories, Hospitals, commercial establishment and in general all furniture.

Furniture manufacturers tired of using the same old textures and wanting to offer latest European trends in their furniture contact: sleekboards@gmail.com for more details



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Website: www.modernwoodworkindia.com



The Indian furniture manufacturing industry is pegged at Rs 1,20,000 crore and employs more than 3,00,000 people in the organized sector. While the wooden home furniture is the biggest segment, the fastest growth is seen in the modular kitchen segment. The industry has seen a compounded annual growth rate of 30%.

Indiawood & Delhiwood series of International Trade shows since 2002 have been catalyzing the above growth & demand by opening opportunities whilst connecting the woodworking community with modern production technologies.

The burgeoning market demands of urban and semi-urban India are estimated at Rs 5,00,000 crore. The demand-supply gap has already attracted foreign players to India; and the e-retailing boom offers immense business opportunities. But a mere 15% of India's woodworking industry is organised. Its semi-skilled carpenters, self-styled interior decorators and small-scale local manufacturers will need to be trained and organised to meet future market demands and exploit business opportunities.

DelhiWood 2015 will, once again play a vital role in transforming the unorganised woodworking units in the country into adopters of material and manufacturing technologies for

organised, industrial-scale production.

This will help the Industry meet the growing domestic and international demand for wood-based products such as furniture, joinery and architectural and decorative products for interiors in homes, offices, commercial spaces and factories.

DelhiWood 2015, when it gets underway from 4-7 February 2015, in its fourth successful edition, will be south Asia's & South East Asia's largest B2B Trade Expo for Furniture production Technologies, Tools, Fittings, Accessories for Furniture production and raw materials for Woodworking. DELHIWOOD 2015 will be organized at the India Expo Centre and Mart in Greater Noida, near New Delhi.

Like its predecessors, DelhiWood 2015 will feature more than 450 exhibitors from over 20 countries, showcasing the latest in technology, hardware, software, tooling and accessories.

It will be brought alive with demonstrations of operations of log peelers, panel saws, hot presses, edge banders and other efficient and path-breaking machinery, material and software.

DelhiWood 2015 is expected to attract more than 15,000 business visitors and, as in the past, continue to offer the woodworking industry from across India and South Asia a platform to showcase emerging technologies. It will, in extension, offer a great opportunity to small, medium and large wood-based manufacturers to become competitive and benefit from the burgeoning market.

DelhiWood 2015 will give suppliers of raw material, manufacturers of woodworking machinery, tools and consumables, and retailers of fittings and accessories an opportunity to connect with woodworking professionals from North, Central, East & North-East India, as well as neighbouring countries like Nepal, Sri Lanka, Bangladesh, Myanmar and Bhutan.



www.delhi-wood.com



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GREATER NOIDA, INDIA

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Machinery, Tools, Fittings,
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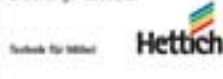
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trade visitors
above 18 years
only



DelhiWood 2015 will attract Furniture Manufacturers, Woodworking professionals, Plywood manufacturers, Architects, Interior Decorators, Saw millers, Timber Importers and Timber Merchants from:

- The National Capital Region (New Delhi, Noida & Gurgaon)
- Haryana (Ambala, Chandigarh, Faridabad, Hisar, Kaithal, Karnal, Palwal, Panchkula, Panipat, Rewari, Rohtak, Sirsa, Sonapat & Yamunanagar)
- Uttar Pradesh (Agra, Aligarh, Allahabad, Bareilly, Bijnor, Bulandshahr, Ghaziabad, Gorakhpur, Kanpur, Lucknow, Meerut, Moradabad, Muzaffarnagar, Saharanpur, Sitapur & Varanasi)
- Punjab (Amritsar, Bathinda, Fatehgarh Sahib, Ferozepur, Gurdaspur, Hoshiarpur, Jalandhar, Kapurthala, Ludhiana, Mansa, Mohali, Patiala, Rupnagar & Sangrur)
- Gujarat (Ahmedabad, Anand, Bhavnagar, Gandhidham, Gandhinagar, Jamnagar, Kalol, Kutch, Mehsana, Morbi, Navsari, Rajkot, Surat, Surendranagar, Vadodara, Valsad & Vapi)
- Madhya Pradesh (Betul, Bhopal, Chhindwara, Dewas, Dhar, Guna, Gwalior, Hoshangabad, Indore, Jabalpur, Ratlam, Rewa, Sagar, Satna & Ujjain)
- Rajasthan (Ajmer, Alwar, Bharatpur, Bhilwara, Jaipur, Jhunjhunu, Jodhpur, Karauli, Kota & Udaipur)
- Uttarakhand (Almora, Dehradun, Haridwar, Nainital, Pauri Garhwal & Udham Singh Nagar)
- Jammu & Kashmir, Himachal Pradesh, Kolkata and from Arunachal Pradesh, Assam, Manipur, Meghalaya, Nagaland, Sikkim & Tripura in North-East India.

PDA Trade Fairs, organizers of DELHIWOOD (also organizers of IndiaWood and MumbaiWood) have in place an elaborate visitor promotion and media campaign including presentations through road shows to large groups of furniture manufacturers and key industry associations, across India & South Asia. To attract the right visitors to the niche industry show, PDA Trade Fairs will reach out to the industry through mass media campaigns in print, radio and outdoor advertising. The organizers will also

distributes exclusive pre-printed visitor badges to Furniture Manufacturers, Woodworking industries, saw millers, Timber Merchants, Merchant Importers, hardware dealers, interior designers & Architects in their Database & to Interested preregistered visitors to facilitate easy access to the show.

Read more at www.delhi-wood.com.
For assistance contact
Mr. Siva Kumar (+91-9036900075)

Getting there

The organizers are extensively promoting the extensive use of Delhi Metro As a fast Efficient & Green Option to reach the Expo Venue. They say, It is quite easy to reach the venue, India Expo Centre & Mart, Greater Noida by using the Delhi Metro and the shuttle bus facility running continually through the day from Botanical Garden (Metro Station) in Noida for fast and convenient travel to and from the venue.



NITSHAW

Nitshaw Surface Technologies, Bangalore

**Nitshaw
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from Europe
who are
leaders in their
respective
fields.**

Venjakob, Germany: Specialist manufacturer in the Automatic Spraying machines and Complete Finishing Lines mainly for panels. Today, approximately more than 220 co-workers are employed by the prosperous company group. At the Delhiwood, Venjakob Finishing Machinery India is going to present the spray coating machine VEN SPRAY SMART which is built in India for the Indian market.

Wemhoener, Germany: With 250 employees in Herford, Germany, 90 employees in Changzhou, China and the agencies in over 30 countries with its own on-site service, Wemhöner Surface Technologies has become the technological leader in Short-Cycle Lines,

Through-feed Lines and 3D Membrane presses worldwide.

Finiture, Italy - Expert in manual and automatic spraying systems for 3 dimensional and preassembled furniture, Pressurised Spray Booths as well as Hanging lines.

Heesemann, Germany - World Leader in Sanding technology for application in the field of Solid wood, Veneer, Lacquer as well as metal.

Along with above principals Nitshaw works with industry experts, leading suppliers of consumables like Paints, Foils, Glues and spraying equipment in order to offer complete solution to the client.



NITSHAW offers Surface Technology Machines & Expertise for

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Automatic Spray
Coating & Drying Lines



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Lamination, Roller Coater and
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that understand Asia and its sawmilling specific requirements.

Contact our country representative in India for advice or to ensure that you buy the right sawmill for the job. Also rely on Wood-Mizer for expert after sales service and spares parts. Wood-Mizer is your Forest to Final Form supplier of choice in India

Wood-Mizer's recently launched WB2000 wideband sawmill offering a six tonne log capacity and 900 mm throat opening. Contact Wood-Mizer India's Area Manager, Bobby Ruban Joseph for more information on the WB2000 and other new exciting product launches from Wood-Mizer.

www.woodmizerasia.com

VENJAKOB MASCHINENBAU GMBH & CO. KG

Venjakob

It has developed itself from an engineering company to an internationally accepted and world wide operating system manufacturer of surface and handling technology. An intensive product development has led to a broad range of standard and special machines for fully-automatic surface treatment - e.g. for the wood, plastic, metal and glass work pieces of various branches. Today, approximately more than 220 co-workers are employed by the prosperous company group, which is certified according to DIN EN ISO 9001 and DIN EN ISO 14001.

At the Delhiwood, Venjakob Finishing Machinery India is going to present the spray coating machine VEN SPRAY SMART II which is built in India for the Indian market. It has the Advantages like: this machine can be used for water and solvent based materials, efficient and environmentally-friendly, paint recovery device, belt cleaning system or/and paper belt conveyor system, gun drive with high performance linear servo drive, low running costs etc

This spray coating machine can be expanded to a complete finishing line. The other machines like dryer, sanding

machine or handling technology will be chosen depending to customer requirements.

In India Venjakob is represented by Nitshaw Surface Technologies Pvt. Ltd.

Venjakob Finishing Solutions Private Ltd.

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VOICE OF LEADERS





Stefano Bottene

Director - Sales & Marketing,
Biesse Manufacturing Co. Pvt. Ltd.



VOICE OF LEADERS

"With the present government pushing for more economic reforms and luring potential investors with the make in India policy, we should see momentum in the India growth story. On the whole we are quite positive about the India growth story."

 **BIESSE**

1. What are your observations about the present situation & growth prospects of Indian furniture & allied industry?

The panel based furniture manufacturing sector has immense potential for growth in India. The sector is still being serviced mostly by carpenters or smaller manufacturing units. With the present government pushing for more economic reforms and luring potential investors with the make in India policy, we should see momentum in the India growth story. Also the Indian customer is well informed and more clued in to products made in developed economies and expect the same quality from the locally manufactured furniture products. This in turn has made the local manufacturers to equip themselves with newer technologies and a paucity of skilled labour towards more automation in their manufacturing process. On the whole we are quite positive about the India growth story.

2. Which new machines / new technology your Company has planned to display at the DelhiWood 2015?

Apart from the regular fleet of machines for Sizing, Edgebanding, Routing and Boring applications. This time around we will be showcasing a new edgebanding machine Jade 345, which can perform edgebanding and grooving / milling operations for the back panel insertion operations in a single machine reducing the panel handling time and at the same time ensuring more productivity and high finished quality. We will also be launching Rover S FT, an evolution of Biesse's most acclaimed Rover series of CNC machining center. Rover S FT is the new flat table NC processing centre with gantry structure. It combines the Nesting technology with loading and unloading solutions for the nesting of panels, small doors, furniture elements, and frames for sofas. It is also capable of processing composite materials like alucobond and acrylic.

Company Profile:

Biesse India is a direct subsidiary of Biesse S.p.A Italy, which produces woodworking machinery and systems in its state of the art manufacturing facility in Bangalore. These machines are used for producing modular furniture by various companies that are into Home and Office furnishing and Furniture manufacturing. Established in the year 2008, the 12000 sq.mtr. manufacturing facility is ISO 9001 certified and the machines manufactured in this facility are exported to more than 30 countries across 6 continents through the subsidiaries and dealers network.



Ji Jianwei

Director for Indian Market,
China Foma Group Co. Ltd.



**VOICE
OF LEADERS**

"The consumption of wood-based-panel in India, mainly meaning PB, MDF, is almost double the scale of production capability here. The diversification of end products is still the main rhythm in the market. This is a symbol which indicates the wood-based-panel industry is still on the initial stage."

1. What are your observations about the present situation & growth prospects of Indian furniture & allied industry?

We can not give you a big picture of India woodworking industry. As a professional wood-based-panel machine supplier, my take is mainly focused on this specific area. The wood-based-panel industry in India is moving forward as this is the trend in same pattern in other Asian countries.. The consumption of wood-based-panel in India, mainly meaning PB, MDF, is almost double the scale of production capability here. From this point of view, the demand is still very strong here. But this demand has not been converted into more production output in India due to limitations present here, such as economical background, raw material shortage, improving but still poor infrastructure, etc. The diversification of end products is still the main rhythm in the market. This is a symbol which indicates the wood-based-panel industry is still on the initial stage. Luckily enough, we have customers like BALAJI ACTION BUILDWELL, GREENLAND PARTICLE

BOARD PVT., Amazon Wood Pvt. Ltd. in India who represent high-end products. We will continue our efforts to explore the market in India which is more unique market where big potential exists as well.

2. Which new machines / new technology your Company has planned to display at the DelhiWood 2015?

We will display the complete product as well as the latest technology at Delhiwood. Main products, such as drum chipper, knife-ring flaker, refiner, triple-pass dryer, Mechanical classifier, continuous press, sanding and cut-to-size line, will have the main exposure there. Among all these quality machines, we will emphasize the latest innovative technology: China Foma continuous press production line. We completed the technical design in 2008, and then we invested one complete 8ft continuous line all by ourselves from which we learned a lot on practical basis. Until now, we have two orders under execution and several potential orders under discussion. We will embrace the new era when continuous press will play a big role in the wood-based-panel industry.



Company Profile:

Formerly the Forestry Machinery Company of the Ministry of Forestry founded in 1979, China Foma (Group) Co., Ltd (China Foma) is currently a subsidiary of China Machinery Industry Corporation (Sinomach).

Headquartered in Beijing, China Foma has 19 primary and secondary wholly-owned and holding subsidiaries of which Linhai Co., Ltd. is a listed company. We have established a joint venture-Jiangsu Linhai Yamaha Motor Co., Ltd. With the world-famous enterprise Yamaha Motor Co., Ltd.

China Foma as well as chairman of the China National Forestry Machinery Association. In 2012, we ranked 40th among China's top 500 machinery manufacturers. With "power equipment, forestry and engineering & trade" as primary businesses, we have accumulated tens of years of experience in manufacturing and operating in small engines and power machinery, motorcycles and wood based panel machinery. Our various wood based panel machinery products are advanced in China, our small engines and power machinery and motorcycles manufacturing enterprise is China's largest designated motorcycle manufacturer and an enterprise included in the motorcycle catalogue. Our products up to domestic leading quality standards have been recognized as "national customer-satisfying products" many times. We have exported products to over 130 countries and regions.



Mr. Geoffrey Nagpal

Managing Director,
Ebco Private Limited



**VOICE
OF LEADERS**

“Organized furniture industry is definitely growing, but these are largely catering to bigger scale projects, not the retail requirement. With more companies setting up Particleboard manufacturing in India, the modular furniture acceptance and usage should grow.”



FURNITURE FITTINGS

Engineered to perform.

1. What are your observations about the present situation & growth prospects of Indian furniture & allied industry?

Organized furniture industry is definitely growing, but these are largely catering to bigger scale projects, not the retail requirement. With more companies setting up Particleboard manufacturing in India, the modular furniture acceptance and usage should grow. The real growth will happen, if the larger scale furniture manufacturers are flexible for retail, supply and installation. This year at Ebco, we have seen sales grow by over twenty-five percent. This is because of the breadth of our product range – our customers see us as a single source for all furniture hardware requirements, from core hardware such as screws to sophisticated products such as the articulated keyboard station. This year has been one of consolidation.

2. Which new machines / new technology your Company has planned to display at the DelhiWood 2015?

At DelhiWood 2015, we are exhibiting following new products:

- Computer Wall Station modularly designed for all kinds of CPUs, Keyboards and Flat Screen Monitors. It has Height adjustable for convenient working without strain and is available in different optional fittings.
- Pro-Motion N Series Drawer System: It is available in White, Silver Grey and Special Finish and also available in 80mm, 176mm and 185mm height. It has Load capacity of 65 Kgs and is tested for 80,000 cycles.
- Combination Lock – 4 Digit: It has four Digit combination lock for keyless Operation and is ideal For corporate Office, BPOs, Banks, Home Furniture-Wardrobe, Kitchen, Lockers-Club, Gym, Hostel, Factory, Retail Showrooms Display Units-Watches, Jewelry, Gadgets, etc. It replaces any standard furniture lock to get instant keyless access. The Combination can be reset to any four digit number, providing up to 10000 possible combinations. It has anti-Bacterial Plastic Key cap with Micro ban Technology.

Company Profile:

Ebco has three manufacturing plants which employ over four hundred people. Our product range spans eleven different segments of various furniture fittings. We have a resourceful design department and a Tool Room which employ state-of-art software and CNC Machining Technology and enable us to launch new products every month. Our products are engineered to perform and our quality control laboratory performs rigorous cycle tests, load tests and other checks in accordance with international quality norms.



Thibaud Le Moign
Export development Manager,
French Timber



VOICE OF LEADERS



"The Indian market is considered to be one of the future major destinations for wood and it's important for the French industry to acquire a leading position among the suppliers of Indian wood professionals"

1. What are your observations about the present situation & growth prospects of Indian furniture & allied industry?

This year, the French Timber association will be taking part in DelhiWood for the second time. The Indian market is considered to be one of the future major destinations for wood and it's important for the French industry to acquire a leading position among the suppliers of Indian wood professionals.

Already, the leading French sawmills are building profitable and stable partnerships with importers, distributors and furniture manufacturers in India; now is the time to consolidate and develop these trade relations in prevision of the high increase in demand for temperate species on the Indian market.

It is obvious the imports of beech, oak and ash sawn timber have shown a lot of progress in the past few years and we believe this is just the start.

Soon the Indian market could be one of the biggest destinations for European hardwood lumber.

2. Which members of your Company have planned to display WHICH PRODUCTS at the DelhiWood 2015?

French companies want to accompany the growth of the wood industry in India.

In that objective, French Timber is organizing a 'French Pavilion' during Delhi Wood 2015, visitors will meet some of the leading manufacturers of hardwood lumber (oak, beech and ash) such as Ducerf and Lefebvre sawmills.

You will also find general information on French hardwood species and its producers at the 'French Timber' booth. To make sourcing easier, visitors can give their detailed lumber requirements to the French Timber association that will then forward the demand to its members.

Company Profile:

The French Timber association was created in 2001 by the French wood federation; its goal is to help French saw millers and companies of the second transformation of wood (decking, cladding, glulam...) to sell their products on export market. With that objective, French Timber is present on all the major markets for softwood and hardwood lumber around the world.

Always studying the market attentively and responding to its evolutions, French Timber considers India as one of the important lumber buyers and has been working to strengthen partnerships between Indian and French companies.



Govind Asudani

Managing Director,
Homag India Pvt Ltd



**VOICE
OF LEADERS**



"The furniture market in India has witnessed a boom in the country. There are a number of factors that have led to a growth in furniture demand in the Indian market last few years. The growing economy of the country has encouraged the spending capacity of the people, which in turn has forced the sales of furniture items in the market."

1. What are your observations about the present situation & growth prospects of Indian furniture & allied industry?

The furniture market in India has witnessed a boom in the country. There are a number of factors that have led to a growth in furniture demand in the Indian market last few years. The growing economy of the country has encouraged the spending capacity of the people, which in turn has forced the sales of furniture items in the market. In the organized retail segment, the market is occupied by leading companies, which have over the years grabbed significant positioning in the domestic market. The furniture market in India is spread with majority of the revenue being generated from the local players.

2. Which new machines / new technology your Company has planned to display at the DelhiWood 2015?

Homag India as always will display machines with latest technology.

Both for industry and traditional craft shops HOMAG offers a complete range of most-efficient and economical woodworking equipment.

HOMAG understands what the woodworking industry needs, offering a range of pioneering production solutions designed to ensure success in every sector. This is achieved by concentrating our experience and know-how in a high-powered company group and by making consistent use of synergy effects. Our plants and machines are designed using a cohesive concept to ideally complement each other.

Now that we have Homag Manufacturing Bangalore manufacturing machines like Manual and thru feed edgebanders, Multi boring machine and CNC routers. This has gained great popularity in the Indian market and will be displayed along with the other Homag European machines.

Company Profile:

HOMAG India is one of the sales subsidiaries of HOMAG Group, Germany and is active in India for over 23 years bringing in solutions to the woodworking and furniture making Industries in India.

The establishment of HOMAG India in August 2002 is the culmination of the Group's commitment and vision for India. As a system partner, HOMAG India's primary objective is to bring HOMAG technology to the furniture and woodworking sector. Consisting of a modern knowledge centre with machines on working display, a training setup, sales and service facilities, HOMAG India is fully equipped to take care of all needs of the Indian industry for production of furniture, interior elements, flooring and more. With a well-trained and highly motivated service team of 40 engineers, HOMAG India today is all geared up to maintain and service the complete range of machines from the HOMAG group in India.



Niraj Shah
Director, Jai Industries,
Ahmedabad



**VOICE
OF LEADERS**

"Industry is looking towards Modular furniture. They require good quality machines at reasonable cost backed by reliable after sales services. They also need expert guidance to start or expand and go forward in this Industry. But these new ventures require huge capital investments in Machines; they also require funds for land, Building and raw material."

1. What are your observations about the present situation & growth prospects of Indian furniture & allied industry?

In wood working Industry, 21st century has shown us that solid wood has become very expensive and time consuming while working. Industry is looking towards Modular furniture. They require good quality machines at reasonable cost backed by reliable after sales services. They also need expert guidance to start or expand and go forward in this Industry. But these new ventures require huge capital investments in Machines; they also require funds for land, Building and raw material. JAI proves to be a great helping hand in this endeavor of new markets. Pride of India range from Jai-Modula has proved to be a boon for such up-coming customers who aim to move forward with reasonable budgets and keep adding to their strength in gradual manner. JAI has always been the leader in the solid wood machinery market. Now during the last decade it has acquired the status of leader in panel processing machinery market as well with the highest number of machines sold in that segment.

To satisfy the needs of high-end market segment gradually growing in globalized India, JAI entered in alliance with 2 European machine

manufacturers. One is SCM Group of Italy and the other is Turanlar of Turkey. With these additions, JAI's basket of machines offering has been the largest in India. A customer that comes to JAI is bound to get a machine most suitable to his plans, projects and budgets.

2. Which new machines / new technology your Company has planned to display at the Delhi Wood 2015?

Jai is constantly innovating on machineries and exploring ways to reach-out to customers, provide value added services and make the whole experience of dealing with Jai fully satisfactory for them. In this exhibition also we are coming up with new launches; panel saw machine with new precision sliding table with linear bearing developed with advanced technology for maximum rigidity of the double roller carriage, auto edge banders, compact vacuum membrane press, combi planer, three side moulder, band saw etc. Including new machines, more than 50 machines from our product range will be on display in this exhibition: Manual edge bander, edge trimmer, multi borings, spindle moulder, post form, presses, CNC router and many more from solid wood working segment. To witness, come & visit us @ Stall # B 207 Hall # 01



Company Profile:

The company is now into 5th decade of its establishment & has become the most trusted brand in India & Abroad. It has grown multifold over its journey of 50 years. It has proved to be the most innovative and happening player in this field, always launching new machines, expanding manufacturing facilities & marketing networks, making everything customer oriented; thus growing the whole industry along with its own growth.

Jai has incomparable manufacturing muscles & people power. A total 250,000 sq.ft. of mfg. floor, staff strength of 550 people, ensure best quality m/cs. always. Reflected in total installation number of 350,000 m/cs!

The work culture at Jai is professional management and personal / friendly rapport. There is a full fledge services department committed to complete customer satisfaction on sales-service & spares support. Jai has established the biggest network of business partners nationwide.

For the Panel Industry, JAI created special outlets, called "International Pan'Wood MachineMall" that provide exclusive experience to its customers. The central hub "PanWood Grand" located at Ahmedabad, is Asia's biggest such machinemall, measuring 25,000 sq.ft.



Fabian Heiliger
Managing Director,
Jowat Middle East FZE



VOICE OF LEADERS

“Observing the market for about than 15 years now I could see the Indian furniture industry on a steady growth that transformed from a market that was led only by small handicraft production to a much more industrialized market. We see especially the demand in higher quality furniture as well as in office furniture as a growing market for our state of the art adhesives.”

1. What are your observations about the present situation & growth prospects of Indian furniture & allied industry?

Observing the market for about than 15 years now I could see the Indian furniture industry on a steady growth that transformed from a market that was led only by small handicraft production to a much more industrialized market. As the economy is growing and with that the middle and upper class the demand for furniture will increase also in future. We see especially the demand in higher quality furniture as well as in office furniture as a growing market for our state of the art adhesives. Over the next few years we also expect the market to open for more international joint ventures that will boost the industry even more.

2. Which new adhesive solutions / new technology your Company has planned to display at the DelhiWood 2015?

At the Delhiwood in Hall3, booth A113, product innovations and services around the adhesive systems of Jowat Adhesives India Pvt. Ltd. for the wood and furniture industry will be presented including practical demonstrations. The real life implementation of the slogan “Your partner in bonding” – the claim of Jowat – is vividly illustrated this year at the Delhiwood fair booth.

Whether in flat bonding, edgebanding or profile wrapping, in serial production, manufacture of individual pieces or assembly, whether water-based dispersion, or thermoplastic - respectively reactive - hot melt: Jowat adhesives are providing substantial input into efficient manufacturing processes and enhanced quality of the final product.



Company Profile:

The Jowat AG with headquarters in Detmold is one of the leading suppliers of industrial adhesives. These are mainly used in woodworking and furniture manufacture, in the paper and packaging industry, the textile industry, the graphic arts, and the automotive industry. The company was founded in 1919 and has manufacturing sites in Germany in Detmold and Zeitz, plus three other producing subsidiaries, the Jowat Corporation in the USA, the Jowat Swiss AG, and the Jowat Manufacturing in Malaysia.

The supplier of all adhesive groups is manufacturing over 100,000 tons of adhesives per year, with around 1,000 employees. A global sales structure with 19 Jowat sales organizations plus partner companies is guaranteeing local service with close customer contact.



Himanshu Vijayavargiya

Head Business Development - Joineries
Fevicol Division / Pidilite Industries Ltd



**VOICE
OF LEADERS**

"The organised sector includes domestic players as well as imports. There are about 5000 firms in the domestic organised sector, and nearly double no of importers of furniture."

1. What are your observations about the present situation & growth prospects of Indian furniture & allied industry?

According to a World Bank study, the organised furniture industry is expected to grow by 15-20% a year and India, Russia and Brazil will witness a boom. The furniture market in India is mainly concentrated in A, B and C cities. It is estimated that the top 784 urban centers contribute 41% to the total consumer furniture market. A and B type cities together contribute 33% of the total market.

Indian furniture industry employs about 300,000 people. It is a highly fragmented industry with only about 15% in organized sector. The organised sector includes domestic players as well as imports. There are about 5000 firms in the domestic organised sector, and nearly double no of importers of furniture. The products are classified based on material used, and consumer segment.

The growth drivers are the fast paced growth in the construction and hospitality industries and organized retail and businesses and industries in India. Another growth driver is the demanding and discerning young Indian who is no longer satisfied with the old hand-me-down furniture used by his forefathers.

The growth in the organised segment is quite obvious from the fact that some major chains and hyper malls have already started stocking furniture and furniture accessories and have had a good response on that

front. Some of the major segments in furniture industry are residential, office, contract and institutional. There are other segments also based on the application (kitchen, bathroom, bedroom, and others) or on the raw material (wooden, plastic, metal, bamboo, and others).

2. Which new products / new technology your Company has planned to display at the DelhiWood 2015?

There are some new products we intend to showcase at Delhi wood 2015. We are in the process of launching new water based adhesive for PVC moulded panel doors. This adhesive can be used as a single or a double component adhesive. It is a low VOC, green product with superior heat and water resistance. Another new addition at that time would be a synthetic primer for WPC/PVC foam sheet.

Our stall would be providing a host of solutions ranging from adhesives to wood finishes & more for furniture manufacturers, distributors, exporters, machine manufacturers and all those who are related to the furniture or wood industry.

Currently the company is offering a range of adhesives under the Fevicol Hotmelt brand name for both manual as well as automatic applications. For vacuum membrane press, we have developed a Membrane Star 2k, a water based adhesive that offers excellent heat & water resistance. It has a low activation temperature and high green tack.



Company Profile:

Since its inception in 1959, Pidilite Industries Limited has been a pioneer in consumer and specialties chemicals in India. Pidilite Industries is the market leader in adhesives and sealants, construction chemicals, hobby colours and polymer emulsions in India. Our brand name Fevicol has become synonymous with adhesives to millions in India and is ranked amongst the most trusted brands in India. Fevicol is now the largest selling adhesives brand in Asia.

PRODUCE OSB USING LOG CORE & WASTE VENEER

China Foma (Group) Co, Ltd Shen Zhenxiang, Shen Yi



Figure. 1 Outline drawing of knife ring long-wood flaker

The scientific name is OSB (Oriented Strand Board), criss-cross arrangement of vertical surface layer and horizontal core flake successfully provided the solution to the problem of mechanical properties imbalance. For its desirable physical and mechanical properties, homogenous materials, good dimensional stability, high internal bond strength, the OSB is unmatched by ordinary sheets in terms of its super nail-holding capacity and has found wide application in floors, walls and roof decorations, isolation plates, boxes,

For peeling log core and small diameter wood cutting characteristics, as well as the need of long flake of OSB to produce higher combination strength, knife ring long-log flaker must be made specific structural design.



goods pallets and storage boxes, shelves of goods, industrial desktop, precast concrete forming field, container floor and other areas. With large thin flake, the bending strength of OSB is much higher. So OSB can substitute raw wood to be used as engineering structures materials and load bearing elements. In addition, it's lighter and easier to process and handle.

Traditional plywood production will produce large amounts of peeling log core and waste veneer which are generally used as fuels or processed by rechipers to transport to fiberboard and particleboard production line. To increase plywood waste utility value, China Foma (Group) Co, Ltd adapted to the international panels OSB trends and has developed peeling log core and small diameter wood ring long-wood flaker and waste veneer chipper respectively for these two kinds of raw material and

combine properties of scrap plywood to develop the multi-functional orientation forming machine applied to scrap plywood to produce OSB long flake.

OSB long flake production equipment with peeling log core and small diameter wood as raw material knife ring long-wood flaker. For peeling log core and small diameter wood cutting characteristics, as well as the need of long flake of OSB to produce higher combination strength, knife ring long-log flaker must be made specific structural design. Outline drawing of knife ring long-wood flaker is shown in Figure 1.

Knife ring of the knife ring long-wood flaker is bolted to the knife ring support plate. Flange plates on the knife ring support plate spindle are connected with each other and the spindle rotates driven by main transmission system. The knife ring and the main transmission are

installed on a slide carriage that moves along the frame rail. The knife ring is installed with several inward planer blades that is similar to the double drum flaker. When planing flake, wood is conveyed to the knife ring inner side vertically by the feed conveyor. The feed length is calculated by a sensor.

The wood is clamped by a special clamping device and the knife ring rotates and moves to planing. The blades on the knife ring cut the flake into fixed length during planing. The moving speed is designed to be adjustable and determined by calculation of the flake thickness parameters to satisfy the requirement of flake of various thickness. Flake planned to be desired shape are discharged through the space between blades from the outside of the knife ring. The knife ring returns to the original position when one cutting cycle is finished and the clamping device

Main structure of veneer long flake chipper: It mainly consists of feeding system, knife roller, counter knife, the main drive, discharge unit, and control system, etc.

opens and returns. Then the raw material feed starts a new cycle.

Compared with universal long-wood flaker, this knife ring long-log flaker is mainly for log core and small diameter wood with higher utilization of raw materials, lighter structure, more blades, larger production capacity, lower unit energy consumption, better flake shape, and easier to maintain.

Equipment using rotary-cut veneer waste to produce OSB long flake veneer long flake chipper. Research and development of using veneer leftovers to produce OSB long flake equipment profits from the successful experience of the production of particleboard with veneer residues.

Main structure of veneer long flake chipper: It mainly consists of feeding system, knife roller, counter knife, the main drive, discharge unit, and control system, etc. Outline drawing of the machine is shown in picture.

Similar to drum chipper, knife roller of veneer long flake chipper is equipped with 4 or more knives. The knife roller is driven by the 220 KW motor. Feed

inlet axis is perpendicular to the knife roller axis. The dead knife is fixed on the intersection between feed inlet bottom plane and the knife roller rotational motion circular path. Feeding system of the chipper makes compaction of the materials and force feeding, when the chipper works. Blades combined with dead knife to form shear unit to cut the raw material into desired length. The wood chip length is adjusted between 130 to 150 mm. The production capacity is 6000 Kg/ hr.

Utilization of veneer leftovers accords with the needs of resource comprehensive utilization and the products have lower prices, less bark content. So using veneer leftovers as a raw material for the production of OSB business currently has a preferable economic benefits.

Thickness of waste veneer is various from 0.6 to 5 mm, for some special purpose, it can be 6 mm or more. For those used to produce qualified flake of OSB, general thickness requirement is below 1 mm to manufacture OSB with excellent performance. First sorting out

of the veneer below 1 mm which can meet the requirement of high-quality OSB, then piling up the veneer and cutting into slices. For those thickness exceeding 1 mm, after processed by the veneer chipper, the waste veneer then be subject to hogging machine of which horizontal screen length and width has been changed to re-cut which can be used for OSB core.

Multi-function OSB forming machine developed by China Foma can be used for standard OSB mat formation as well as mat formation of thick waste veneer after being crushed into pieces by hogging machine. OSB formed by long and wide flake can replace logs as engineering structural material and can be used as stress components. OSB of which core is formed by small flake can be used as furniture and decoration and other non-structural material. However its physical and mechanical properties are still better than ordinary MDF and chipboard.

WOOD-MIZER RELEASES NEW HIGH-TECH WM4000 THIN-KERF HEADRIG

Wood-Mizer, the world's leading portable and industrial sawmill manufacturer, released the WM4000 thin-kerf industrial sawmill in 2013.



Wood-Mizer describes the WM4000 as the 'next generation' in sawmills that marries the efficiency of thin-kerf blades for maximum log yield with advances in automated technology and the rigidity and toughness of industrial strength mills to create an ideal solution for increased profitability.

Similar in overall design to Wood-Mizer's industrial WM3500 sawmill, the WM4000 features are more heavy duty and more productive in almost every way, making it an ideal solution to add to an existing sawmill operation or to launch a new one.

Command Station – Featuring a standard larger and fully-enclosed operator cab, the operation of the WM4000 is designed for productivity and

ease-of-use. The new deluxe joysticks control all sawing and log handling functions, and feature proportional hydraulic speed control. They can also be set up to save two different sawyers' personal joystick preferences.

The new 7.5" Human Machine Interface touch-screen presents more information to the sawyer. Board and cant sizes are displayed along with current head height, feed position, and blade power. Amongst a host of new productivity-enhancing features, the most popular one is the Auto-Cut feature, which remembers the location of the start and end of the log. Instead of the sawyer overshooting either end of the log, the sawhead knows how far to cut, and where to return to, and as a

result spends more time sawing.

The Sawing Head – The addition of a servo motor to control the vertical head location increases the head up/down speed and positioning precision. Larger blade roller guides provide the blade even more support in the cut.

Hydraulics – The hydraulic system on the WM4000 is both faster and larger than any Wood-Mizer mill (15HP motor and 15GPM output) resulting in faster and more powerful log handling and more overall through put. Proportional hydraulic speed is easily adjusted by the operator's pressure applied to the joysticks during use.

Log Bed & Log Handling – The most prominent new log handling feature is a massive log clamp that anchors to the floor for even more power and rigidity.

The WM4000 is Wood-Mizer's latest thin-kerf industrial sawmill that shoots to achieve higher productivity and automation.



Also adding to the stability and durability of the mill, the bed rails and frame now feature 50% more steel for years of daily use. A built-in hydraulically-powered conveyor that turns itself off as needed ensures that material moves quickly off the back of the sawmill and further down the line towards support equipment. In addition, standard bed features on the WM4000 are:

- Two redesigned bi-directional chain turners
 - Three vertical side supports
 - Powered taper rollers
- Maintenance and Troubleshooting**
- The HMI touchscreen computer comes with a robust set of diagnostic capabilities, and troubleshooting the system can be accomplished via the onboard Ethernet connection. Electrical setup and troubleshooting is much more streamlined and easy to access.

The WM4000 now commands the flagship status as Wood-Mizer's

most productive thin-kerf headrig on the market, while still offering the low cost of ownership and providing larger profit margins that Wood-Mizer has historically offered the lumber industry.

The WM4000 is designed to work as the principal breakdown saw in Wood-Mizer's line of industrial wood processing equipment. It is also able to be integrated into existing operations.

FRENCH HARDWOOD SPECIES - OAK AND BEECH

In France, timber resources are exceptionally abundant: with a standing volume of more than 2 billion cubic meters, increasing by 88 million cubic meters a year; French forests are in good health. Out of 126 different species, some 30 are used for sawn timber. This bio-diversity -unique in Europe- is caused by the great variety of soils and climates. It also explains the country's farming and winemaking tradition.

Hardwood species account for more than 60% of the available volume: pediculate oak, sessile oak and beech are the predominant species. Thanks to management principles which have stood the test of time, France is now the leading producer of top quality oak and beech.

The success of French hardwood can be explained by the constant quality of the supplied wood: long length, straight grain and fine texture are characteristics of French beech and oak. Also, the knowhow of French saw millers is recognized worldwide: they can cut boules in boards from thin to very thick. Perfect drying is also very important: French saw mills have made enormous investments in the past years to offer their customers the best in kiln dried timber.



Unedged Oak boards

Furthermore, French suppliers offer their customers the possibility of purchasing PEFC certified wood. Nowadays, with rising concerns about ecological sustainability, this certification is especially important to the end consumer. French saw millers participate into sustainable management of resources through PEFC program,

pledge of a respectful policy aim towards future: PEFC guarantees the origin of the products our sawmills offer you.

The future prospects on export markets are looking rather promising for the actors of the French wood industry. Asia is one of the most interesting, dynamical and fastest growing markets in the industry, and India is one of the most promising markets for superior quality French beech and oak.

The development of demanding, quality orientated industries such as furniture manufacturing and interior decoration will ensure a steady and promising flow of business between France and India for years to come.

Main hardwood products available from French producers: French OAK

Description of the wood: Oak is a broadleaf tree found in all French forests. Its sapwood is light and narrow. Oak heartwood ranges from whitish-brown



Square edge oak

to dark brown. The wood is straight-grained, regular, coarse-textured with porous areas. Quarter-sawn oak has distinctive bright rays, termed silver-grain. The colour of the wood darkens over time. For furniture, cabinet-makers particularly value the aesthetic qualities of white oak.

Physical and mechanical properties:

Oak is a dense wood, moderately hard and moderately heavy, with a good level of stability (expansion/contraction is minimal). The wood is regular, with short fibers offering a good level of compression resistance.

Working and conversion: **Drying:** slow and very delicate (risk of splitting and collapse); **Sawing:** no specific difficulties;

Abrasive resistance: minimal; **Shaping:** no specific difficulties; **Gluing:** no specific problems (dense, acidic wood), but use of alkaline glues carries a high risk of staining; **Finishing:** acidic wood, can be lime washed; Risk of staining if brought into contact with corroding iron in a damp environment.

Main uses: Oak is certainly the

most widely used wood in the country. It is used in timber frame carpentry, interior and exterior joinery, stairways and flooring, and also for solid wood and veneer furniture. Oak is commonly known among coopers as «stave wood», and is good for barrel making because it contains tannin. Oak is also highly valued by sculptors.

Preserving: Oak heartwood is naturally durable. It can be used at risk level 3 without preservative treatment. After impregnation, oak can be used at risk level 4.

Availability: high. **Price:** HH / HHH(dependent on quality)

French BEECH

Description of the wood: Beech is a broadleaf and the second most widespread broadleaf species in France after oak. It has a light white wood, cream to pinkish in colour, with no distinct sapwood. Beech is homogeneous and is distinguished by its scattered and prominent rays. The wood has a fine texture and a straight grain.

Physical and mechanical properties: Beech is a hard wood, moderately

heavy and solid, with good mechanical properties. It has particularly high resistance to compression, though less so to bending or tension because of its short fibers. Very fine texture. It has a tendency to warp substantially when exposed to changes in humidity. This inconvenience can be countered by way of a steam treatment, which turns it to a pink to reddish colour.

Working and conversion

Drying: easy; must be carried out carefully because of a risk of splitting;

Sawing: no specific difficulties; **Abrasive resistance:** minimal; **Shaping:** no specific difficulties, very good detail definition; **Gluing:** no specific difficulties; **Finishing:** easy, accepts stain easily.

Beech is an easy wood to work with, and offers a wide range of possibilities. Its fine, even texture and short fibers make it a natural choice for machining to very good levels of definition. Bends very well after steaming.

Main uses: Beech is an excellent wood for joinery, cabinet-making and interior fittings. It is also often found in flooring, staircases, paneling and



Unedged beech boards



Staircase made from Beech (Vanbelt)

everyday objects (such as kitchen utensils, clothes pegs, broom handles and toys). Beech is frequently used for all types of chairs. Very commonly used for curved furniture pieces, in two forms: as a rotary-cut veneer for molded plywood (chair shells, etc.), and as bent solid wood after steaming (Thonet furniture).

Preserving: Beech has poor resistance outdoors and is not durable when exposed to bad weather. However, it is easy to impregnate, and after treatment it can be used in risk level 4 situations (in contact with water).

Availability: high. **Price:** HH

In order to promote export lumber sales, the French wood industry is represented on international markets

by a trade association called 'French Timber'.

Created by the National Wood Federation and a group of French saw millers. French timber has two main goals:

- To promote, on a national as well as international basis, the use of the different sawn timber species and processed wood products, coming from sustainable managed French forests.
- To ease supplies of sawn timber to foreign companies by increasing the visibility of the French sawmills' offer and expertise.

FrenchTimber is a tool created especially for you to facilitate your research of quality-sawn timber:

- By distributing technical and economic information to international purchasers (importers, wholesalers, industrials ...) and trade consultants.
- By offering communication and research tools to help bringing together relevant parties with the aim of achieving best match and best performance between offer and demand.

Come and meet 'FrenchTimber' and the best French oak and beech sawmills on booth A111 in Delhi Wood 2015 and find out more about what French saw millers can do for your business (visit www.frenchtimber.com for more information).

HAFELE INDIA - The Approach here is Consultative Selling

HAFELE INDIA has achieved tremendous progress under the dynamic leadership of Mr Jurgen Wolf, since 2001. Modern Woodwork is pleased to present an exclusive interview in form of discussion with Mr Jurgen Wolf.

Modern Woodwork: It seems in last 13-14 years, under your leadership Hafele India is quite active in educating the Indian market through participation in Shows, promotions in Media & full-fledged Design Centers are functional in 4 metros. Do you feel all these gigantic efforts have delivered the expected results?

Mr Jurgen Wolf: India has been one of the most challenging markets to enter for the Hafele Group. Apart from being a developing economy, India is still maturing to the idea of high quality hardware and fittings; there is less importance given to allocating sufficient budgets for hardware within homes. Even today, a mass of the Indian customer relies on the meagre know-how of their carpenters while purchasing hardware. This often leads to the installation of cheap and sub-standard fittings in the kitchen and other areas of the home.

For international solution providers like us, the challenge is not only to create and meet demand but to actively communicate with our customers about concepts like quality standards, certifications, functionality, returns on investment etc. Our approach in India has, thus, been anything but traditional to manage our customer segments. We have astutely selected such mediums where we can interact with our customers directly and share our expertise with them – the approach here is consultative selling rather than



Mr Jurgen Wolf : Managing Director, Hafele India Pvt Ltd

pushing products to the customer in exchange of money bags. The biggest reinstatement of our approach has been through the establishment of our flagship design showrooms in all major metros. We use these spaces to meet customers, understand their requirements, design their home concepts (kitchens and wardrobes) and then suggest the best solution-mix that fits their budgets. We also conduct a lot of focused events in these showrooms for clients and industry opinion-leaders like Architects, Designers, Contractors etc. to educate them about the latest technology and trend inclusions in our range. Our franchise network is an extension of this philosophy with a focus to penetrate this approach into the

interiors of India. Participation in trade shows and exhibitions is yet another medium to introduce our innovations and service-based approach to new and existing customers.

Has all this worked for us? To most extent – yes! But there is a lot more to tap in a market as dynamic as India and the efforts cannot end here. While we have a substantial customer base that trusts the Hafele brand, we want to target more segments with our approach. This has also been the reason why we have included synergized product categories like home appliances, lighting solutions and bathroom products into our range. What has definitely worked for us is that customers have liked our approach and their receptivity is only increasing.

HÄFELE

FUNCTIONALITY FOR YOU

People are always waiting to see what trend Hafele is going to set next!

Modern Woodwork: Hafele India has completed 10 years of association with Blum in year 2014. Can you share with us the significant milestones in this journey spanning a decade?

Mr Jurgen Wolf: BLUM has been a recognized brand in India since over a decade. In 2004, all BLUM products were consolidated under the marketing and distributorship of Hafele India. This marked the synergy of two international home interior experts – where BLUM came in with expertise in kitchen technology and Hafele brought in the much needed approach to selling this technology in India with a superior understanding of how the market functions and responds to international trends. Today, Hafele together with BLUM have become leaders in the space of kitchen fittings and functionality, in India. In the decade-long journey the two brands have together achieved a number of milestones– we grew and consolidated a huge dealer base (Hafele and BLUM dealers alike) and have now established a well-networked franchise base with a special focus on kitchen franchisees; we are now the preferred partner among the Kitchen OEM's (Original Equipment Manufacturers) segment . Over 3 years ago, we conducted an intensive research with BLUM on the usage of Indian Kitchens, monitoring the movement of an Indian Home Maker within her kitchen and

the number of hours she spends in the kitchen on an average per day. The results of this research have given us path-breaking insights following which we have managed to enhance the science of ergonomics and functionality in every kitchen design we create for our customers. With Hafele's consultative selling and service-based approach, BLUM, in the last few years, has gained the confidence to introduce new kitchen innovations in India with the promise of 360 degree installation and service support from Hafele.

The basic ideology that binds our association with BLUM is 'no compromise on quality and functionality'. Both brands stand on a common ground when it comes to quality standards and India as a customer is recognizing and appreciating our ideology increasingly.

Modern Woodwork: Hafele India has covered in their fold many of the products & accessories that are used in homes like sinks, kitchen stoves, bath fittings, furniture hardware, cooking tops and lighting, kitchen appliances, quartz surfaces etc. What will be your next initiative in near future?

Mr Jurgen Wolf: From the very beginning, Hafele has worked towards being a one-stop-solution provider for all home improvement requirements. Our core competency in door and furniture fittings gave us the encouragement to get into other synergized solutions for home interiors like home appliances, furniture lighting and sanitary products.

With the recent inclusion of quartz surfaces from Caesarstone, we now complete our holistic home interiors range for our target customers. The focus for the next few years will be to enhance the technologies and trends within the existing product categories. Our product managers are constantly globe-trotting to identify leading international trends and solutions; bringing them to the Indian customers under the Hafele brand. The lateral focus for our business would be to improve our services that support our comprehensive home solutions. We have understood that customers see mere products as a cost to their income but on the other hand, they see a holistic service-based solution as an investment. An investment is made with the expectancy of continued benefits and that's what we want to give to our customers. Our kitchen solutions come with a lifetime warranty (for a period of 15 years - which is the average life of a kitchen) which means that we promise to stand by our customers for a period of 15 years to knock-off any operational or manufacturing defects that they may face with our kitchen products. Similarly, our range of home appliances comes to the customer with a service support on beck-and-call; our service partners for appliances exist across the country and follow a uniform 'Hafele' approach while delivering any assistance to our customers. As a business, we are investing heavily

on service and customer satisfaction today, to ensure continued loyalty from our customers. We have channelized all our customer related issues/queries/complaints to an in-house customer care department who registers these complaints and then routes them to the appropriate resolution network. We know that we are approaching the Indian market the right way and this is already showing results for us.

Modern Woodwork: What are your views about starting the production facility in India?

Mr Jurgen Wolf: Hafele, worldwide, is essentially known to be a sourcing and marketing company; almost 30% of our worldwide product portfolio is manufactured by us at our 6 facilities (5 in Germany and 1 in Hungary) and a chunk of our range comes from our strategic tie-ups with top international brands from related industries who have the technical expertise and know-how but need the necessary marketing and industry insights that we provide in a particular economy. In addition to this, Hafele's engineering arm is involved in developing and designing Hafele specific products and has them produced by over 1500 manufacturing partners under the Hafele brand name and logo.

The political scenario in India today is more conducive than ever before to setting up production facilities with the recent emphasis on 'Make in India' which is encouraging a lot of Foreign Investors to start producing within

India. We are definitely considering a production facility in India in the near future, if not immediately. Till then, our focus remains on meeting the varying demands of an individual customer by providing holistic home interior solutions at par with international quality standards. Therefore at the moment, what we are actively working on is building strategic associations with international brands looking to enter India with exclusive marketing and sales support from Hafele. This has worked very well for us and will continue to be our focus till the opportune time arrives when we can set up our own facility.

Modern Woodwork: Which Trade Shows in 2015 are selected by Hafele India for participation?

Mr Jurgen Wolf: We will start the New Year with the India Design Exhibition by Elle Décor to be held in Delhi in February 2015 where we would be showcasing our quartz surfaces from Caesarstone. For the rest of the year, we don't have any fixed plans for participation in exhibitions yet; we may participate in relevant shows as and where we see a definite business sense of exhibiting any of our partnered brands.

Modern Woodwork: Which, in your view, are the most important market sectors in India for Hafele?

Mr Jurgen Wolf: As a complete solution provider for home interiors, Hafele as a company does not belong to any one particular industry. The

nature of our business is dynamic; we have set foot in every sector that involves home interior renovations and enhancement – this includes everyone from end customers to industry experts like trade partners, contractors, OEMs, Architects & Designers, Project Heads (for leading Realty Projects), Hospitality customers etc. As a result of this, we have segregated our sales department into 7 different verticals, each vertical aligned to a particular market sector. We believe that every sector operates with its own dynamics and has to be catered to with an aligned sensibility and approach.

Our focus on market sectors has become the basis of all business planning where we establish separate product lines for separate markets depending on their focused demand. Our approach in marketing is also aligned to our market segments – we engage in focused events for Architects, Contractors and Designers; we develop discounts and schemes for our trade partners; we offer economies of scales to our Project and Hospitality customers. These efforts are complemented by other marketing activities - including advertisements and advertorials in trade and lifestyle magazines, internal and associated events, exhibitions, sponsorships and most importantly, online marketing.

WOODWORKING AROUND THE GLOBE



OKE FURNITURE ACCESSORIES



the reason why all major furniture manufacturers trust in OKE. We have more room for ideas!

With our plastic components, we extend the capabilities of our clients in the development and manufacture of upholstered furniture. Our solutions enable special designs, saving valuable resources, reduce production time and care in the padding for great seating comfort. In cooperation with our customers we are always very exactly to their needs and also develop a completely custom solution.

The founder is Liet Giai Sine 1970, Liet Giai took over the family tradition of wood processing business, specialized in processing export of New Zealand pine. The NZPI Company that famous for its natural wood furniture in Europe is his earliest masterpiece. Since 1978, Liet Giai became aware of the wood processing crude way of by the waste of resources. He began his career in research and development coating equipment, manufacturing automation promotion, woodworking belt cleaning process.

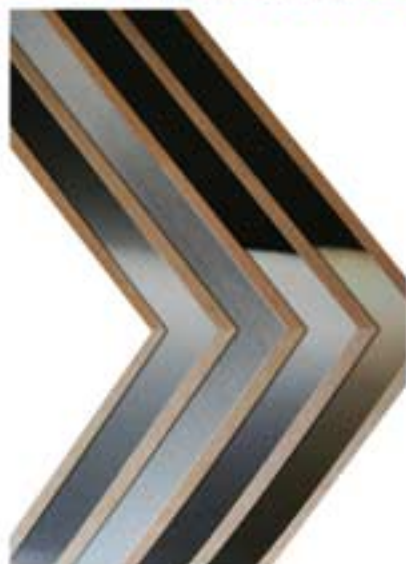
We want to give ideas room, inspire our customers. Many ideas of furniture manufacturers are almost impossible to realize without our products: We develop and produce fastening solutions and design elements for a variety of furniture. Our components increase process reliability in production, give specific contours and enable new designs. This creativity and our worldwide network of wholesalers and consultants are

BELINO SANDING MACHINES

New Zealand belino wood machinery is a Multinational company which specialized in wood manufacturing area. Under the corporation including wood sanding equipment factory, wood sanding environmental recycling equipment factory and invest in the paint coating equipment R & D Center in Vietnam in 1998.



ALANOD DECORATIVE SURFACES



Following its foundation in Wuppertal in 1975, ALANOD GmbH & Co. KG advanced to become a global leader in surface-finished aluminium coil in only three decades.

Today, as ALANOD GmbH & Co. KG, we see ourselves as a specialist in surface and aluminium finishing able to combine and purposefully employ a wide range of different process technologies. With anodising, high-vacuum coating (PVD) and individually developed lacquering system technology concentrated at a single location, ALANOD is the ideal partner where trendsetting surfaces are needed.

Our high-quality products are produced and sold at global level.

We employ 390 people at our headquarters in Ennepetal alone. Our global workforce of 460 employees produced surface finishes of 21,500t of coil material along with consolidated sales of € 160m in 2013 alone.

It is an integrated quality & environmental management system certified company.



REPON DRAWER SLIDES



Repon continuously work on innovation and improvement. Calypso system is no exception. With Repon's relentless pursuit of perfection, Repon expand the coverage of Calypso system into 3 main categories – wire basket, metal drawer and wooden drawer. Furthermore, Repon add lots of handy features to the system for better movement and quicker installation.

The new metal drawer systems enhance the slide movement significantly with the refined shock-absorbing device and Repon's proven "DRY-DAMPER" technology. Meanwhile, we developed metal drawer system for closet application. There are 3 types for your

options-shallow, standard and tall drawer. The exclusive designs of mechanism and profile guarantees heavy loading. It has extremely smooth and silent movement/design.

SINOAH WOODEN FURNITURE

Sinoah – Essence is a well established Original Design manufacturer and exporter specialized in manufacturing modern furniture ranging from bedroom set, occasional furniture, dining set, living and bathroom furniture. We offer extensive design and produce furniture in wood material, including oak, ash pine and MDF veneer. With 600 workers in total from 3 production sites which all well equipped with machine from

Germany and Italy, we produce a large number of wooden furniture and annually our sales turnover is 32 million USD in 2012. With our 30, 000 square meter humidity control warehouse and highly experienced staff, we able to produce and hold stock for our clients and therefore providing a better lead time and a better buying experience.

We win our client by securing a consistent high quality and prompt delivery time scale. With a team of over 10 years experience in wooden furniture production management. Sinoah Wood is an exciting company that develops and manufactures innovative products that consumers love. The design, the styles, the quality, production, delivery and the prices are some of the reasons for Sinoah's tremendous growth.





MODERN WOODWORK PRESENTS EXCLUSIVE INTERVIEW

OF MAYA GAFARLI, PROJECT MANAGER, ITE GROUP PLC.

ITE GROUP PLC ARE THE ORGANISERS OF BAKU BUILD
[UNITED KINGDOM] WITH THEIR PARTNERS ITECA CASPIAN LLC.



Modern Woodwork: Congratulations for a successful show. Our readers would like to know about the response to 2014 edition of BakuBuild. What are your observations about the exhibitors & visitors turnout?

Maya Gafarli: It was our 20th anniversary edition of the show and we had record results. 490 companies from 29 countries exhibited, all the pavilions of the Baku Expo Centre were full, including the lobby and the outside area. The most notable success was the presence of large national groups of companies that had the support of industry related government bodies.

7 national groups from Hungary, Germany, Italy, Iran, Spain, UAE and Portugal exhibited this year. The total number of specialist visitors over the 4 days of the exhibition reached 10,310, we have had very positive feedback from exhibitors and have already re-booked over 50% of the companies for the 2015 edition.

Modern Woodwork: In your opinion, was the overall recovery in global economic situation reflected during the Show?

Maya Gafarli: The current global economic situation stimulates companies to look for new markets,

one of which is, Azerbaijan. This would explain why we have witnessed a strong presence of international exhibitors at BakuBuild. The building boom in Azerbaijan is not slowing, and due to international events such as the First European Games 2015, Formula 1 and the First Islamic Games in 2017 there is intensive city building and infrastructure upgrades taking place. This requires the introduction of the latest machinery, technologies and design solutions to be available in the market which is where BakuBuild exhibitors can benefit.

Modern Woodwork: Please share with us your plans for the next edition of the show?

Maya Gafarli: Next year the main new feature of the exhibition will be the NEW fifth pavilion at the Baku Expo Centre which will provide more space for companies and national pavilions and aims to attract even more attention from industry specialists. We are also currently in discussions with the Federation of Indian Export Organisation (FIEO) about bringing Indian companies to BakuBuild and hope to welcome an Indian National Group to the 2015 event.

convert **CRISIS** into **OPPORTUNITY**

Entire world is feeling the impact of global economic slowdown and the woodworking industry is no exception. Here are a few tips on how to survive the recession and stay ahead in the competition by cutting down costs, effort and energy and how to convert crises into opportunity...



Author

Mr. Shanti Mansabdar, a Chartered Engineer, has a vast practical knowledge and 25-year experience in wood-based industries. His wide range of professional experience include production & development of variety of wooden products, from furniture to cabinetry, guitars, wooden tiles, etc.

His firm offers consultancy services for new as well as existing woodworking factories, along with upgrading & re-engineering programs for the woodworking & joinery factories. Low cost automation & elimination of unwanted process & solutions to avoid production loss are key expert services.

The client list of woodworking & joinery factories extends from Dubai, Qatar, Muscat, Kuwait & Saudi Arabia.

shanti@woodconconsultants.com



GUIDELINES TO ACHIEVE TARGETS OF: PRODUCTIVITY, PROFITABILITY & QUALITY

In today's scenario we see that woodworking industry is facing a lot of challenges like attaining profitability, reaching maximum level of productivity, maintaining high standard of Quality, avoiding time delays and overcoming tensions – the list is long enough and sufficient to dampen the spirit of any entrepreneur. It has become very difficult to survive in the high competitive market. I was recently told during a seminar in India that the younger generation is not interested in taking forward the family business in woodworking and is inclined towards white collared job. The time has been ripe today to study the situation with lot of concern to make this field attractive to reverse the situation.

To resolve the problem we should know the present situation. The traditionally run business think of modernization linked with investment in imported machines and equipments. Countless companies invested few lakhs to few crores of Rs / thousands of USD in the modernization. But many of them at the end of few years have found themselves in a very tight situation due to rising overheads, accumulated losses, quality standard downed and productivity suffered.

The following pictures will represent the present situation of an



IMBALANCED PRODUCTION PROCESS

average woodworking factory.

I have observed that the production process is not studied minutely while buying machines. The machines are purchased by owners in excitement and by following their own whims. Hence we see the factories owning some very heavy-duty machines & some very high-speed machines combined with

manual production processes. The ultimate result is low production with uneven quality. It is well said by a leading furniture manufacturer from Germany that "a customer buys the furniture because he feels that it looks good and he is not interested in the technology arguments". Hence a big investment in machines alone is not a value addition to the products. But a



**WE WILL HAVE
TO DEFINE OUR
TARGETS &
PRIORITIES TO AVOID
GETTING TRAPPED IN
THIS VICIOUS CIRCLE.**

**IT SHOULD BE
OUR TARGET TO**

***'RAISE -
PRODUCTIVITY,
PROFITABILITY
AND QUALITY'***

***'REDUCE - TIME
DELAYS, TENSION
AND COST'***

high quality attained and maintained is certainly a value addition to the product. Manual work results in uneven product finish which is a huge hazard in path of success for any woodworking industry.

In most of the cases the defects generated in initial production process are carry forwarded and accumulated at the last stage. It is

seen that production people often try to patch up & cover the defects in final finishing process. This results in total dependence on skilled labour and manual work which in turn results in to low quality of product causing lot of after sales problems like rejections, delayed payments, lot of rework at customers place, lot of tensions due to all these factors.

The first and foremost action required in a factory is to breakdown each and every small / big operation involved in the manufacturing. Then it is essential to select the machines capable to do the number of operations per day. The machine should produce a defect free product. Many times it is seen that the operations are done but without precision, finish and quality.



Defective operation [Pic 1]



Chipping Defect produced [Pic 2]

Simple solution to avoid chipping



Magnetic Top & Side Feather Board



Magnetic Side Feather Board

It can be understood in the above picture 1 that the molding operation is done on imported machine by a skilled operator with manual pressure involving lot of risk. The operation involves lot of risk due to improper working method. Due to this the molding operation becomes special and dependent upon skilled operator only. By this we not only make it labour dependent but also ultimate production comes out defective [picture 2].

A simple solution of magnetic feather board is available which costs 50 – 100 dollars only . It eliminates the risk to operator and makes the process very simple and safe. In addition any worker can work on molder machines as it does not need high level skill to operate the machine. As the feather board imparts pressure on wood from top and side, the process vibrations are eliminated and a smooth finish is guaranteed. Thus the process becomes a defect free process. On the similar fashion one should try to make the all other



processes safe and defect free. This will assure the final product to come out defect-free.

Productivity can only be achieved if one selects the right machines & accessories taking into account balancing the operations. One should decide to eliminate the manual work completely. Each work should be done either by machines or by using jigs / fixtures to achieve uniform quality and flawless product.

Profitability: The profitability depends on work culture of the factory. If the work culture is of JUGAD and Chalta hai Society type, then it is very difficult to improve the working and profitability. It will also be very tough to come out of this vicious circle. Ultimately lot of

energies and large part of profit is wasted on rework, remake, delayed payments, attending the complaints and bad publicity. Innovative designs and high quality finish is the mantra to get High Profits. Good quality of raw material, superb workmanship and right presentation is the today's FUNDA to make the venture successful.

Due to the network of Internet, the customer worldwide is becoming more and more aware of different products, finishes, designs and prices at a click of a button. Lot of imported products are available across the showrooms which allows the customer to touch and feel the product making it challenging for indigenous manufacturer to sell poorly finished product. Customer everywhere is prepared to pay higher price for a quality product, which in turn helps the domestic woodworking industry to improve the profitability.

The modern philosophy of 80:20 says that profits can be increased by 80% by just increasing efforts in upgrading the quality-finish by 20%.

TO BE CONTINUED



IKCS

INDIA KITCHEN & CABINETRY SHOW 2015

WITH
India Kitchen
 CONGRESS
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INDIA KITCHEN & CABINETRY SHOW 2015

India's only event for the kitchen and cabinetry industry readies itself for a hectic three days of business, business and only business

In the wake of successful completion of four editions, India Kitchen Congress™ is set to return, this time alongside India Kitchen & Cabinetry Show (www.ikcshow.com). If IKC 2014 indicated popularity, then wait until April when Bengaluru once again plays host to the annual exhibition and conference. To be held during 17-19 April at Bangalore International Exhibition Centre (BIEC).

IKCS – the exhibition and conference – is the only show in the country that addresses the business needs of its participants. This implies that the three days are devoted only to knowledge sharing, business meetings and networking; no casual visitors.

The high point of the conference will be presentations by two internationally acclaimed, certified kitchen designers - Mary Maksemos, principal at Australia's Mary Macksemos Design; and Geeta Kewalramani, principal at Canada's Kimaya Designs. A pioneer in her field, Mary has been associated with industrial design for more than 15 years. On the other hand, design consultant Geeta believes in transforming homes into lifetime havens at her Toronto base. Besides these eminent speakers, a host of other experts on areas including business management, sales & marketing, design, manufacturing and materials will also be conducting seminars and workshops.



While kitchen manufacturers will be presenting their franchise proposals to interested partners, component suppliers will seek the interest of channel partner as well as kitchen manufacturers. The icing on the cake will be the presence of design professionals and builders, all of whom are keenly involved in the buying process.

The other aspect of the event is the industry awards – India Kitchen Congress™ Awards – which are conferred on individuals, companies and products from the modular kitchen industry, for their achievements and outstanding ideas. Anyone can send in nominations

for these awards, for themselves or someone else. The nominations forms will be available from January 2015, on the event's website www.ikcshow.com. Nominations will be judged by a distinguished jury headed by renowned architect and designer Nitin Saolapurkar.

Due to the nationwide and global campaign, IKCS is sure to attract increased number of high-calibre business visitors who are looking for dealers, distributors, partners and volume buyers. Industry leaders Hafele and Biesse have returned as sponsors for the event, indicating its importance to their business plans.

ikcs

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WOOD & PANEL

DOMOTEX ASIA/CHINAFLOOR Aims to Increase Value and Exposure for Visitors and Exhibitors



The space at the 17th edition of DOMOTEX asia/CHINAFLOOR is filling up fast! 88% of exhibition space is already booked three months prior to the show.

Show organizers are serious about creating opportunities for both exhibitors and visitors to connect at the Shanghai show where new and innovative products are introduced to the world each year. Two programs created to maximize the value of the show are the **Hosted Buyer Program** and the **InnovAction Flooring Campaign**. These programs are designated to give exhibitors ways to expose their brands and promote their products through the most effective channels and enable visitors to faster connect with products and manufacturers matching their interest. All the characteristics of these programs are designed to make business happen.

The **Hosted Buyer Program** assist exhibitors meet the targeted potential buyers and enable visitors to easily come in contact with the right exhibitors. The hosted buyers will be invited according to sectors such as laminate and bamboo flooring, WPC flooring, sport flooring, carpet sector, etc. Hosting services are varied and

include onsite match-making, VIP treatment at the show and factory tours to fast growing regions in China. Registration will open by end of December 2014.

The **InnovAction Flooring Campaign** enables exhibitors to launch their newest product electronically before the show, and visitors to identify the products of their interest and arrange on-site meetings in advance using an online "match making" system. A short video- the newest promotion channel offered at this edition's campaign – allows the exhibitors to present and highlight unique features of their newest products for a maximum exposure of their brand. Pre-registered visitors may comment and vote on their favorite new products through various channels choosing top 10 New Products from wood, carpet and resilient sectors. Onsite, both exhibitors and visitors will enjoy an enriched experience of activities such as QR code based activities, voting walls and promotional prizes in 2 dedicated areas: **InnovActionZone**, where new, innovative products will be showcased in a dedicated venue, and **Designer Mini Show rooms** – dedicated show rooms' space specially designed with innovative

concepts and high quality materials. Only pre-registered visitors get access to InnovAction online center.

The online registration portal for the 17th edition of DOMOTEX asia/CHINAFLOOR is now open at www.domotexasiachinafloor.com. Admittance for pre-registered visitors is free.

For more details please visit www.domotexasiachinafloor.com



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LIGNA

LIGNA 2015

**NETWORKED MANUFACTURING: WITH
INTEGRATED MACHINE COMMUNICATION,
FACTORIES OF ALL SIZES CAN ACHIEVE
MAXIMUM EFFICIENCY**

Today's furniture production lines can go from raw particle board to fully finished one-off product in just four hours. What's more, that one-off piece of furniture is just one of millions of possible product variants that the customer can choose from and that the manufacturer can produce with equal ease and efficiency. Today's furniture production lines combine the twin benefits of high capacity and extreme flexibility. The production machinery and

equipment is modular, so that plants can easily be scaled up as the manufacturer's business grows.

These integrated systems are made possible by interoperable software modules that are compatible with the data interfaces of the various CNC machines and which ensure a continuous and seamless flow of both parts and information. And there are modules available for practically any process that's required. In the not-too-distant

future, planners and architects will be able to send their designs directly to the furniture factory, which will then automatically execute them to create one-off productions.

To discover the current state of the art in digitally integrated furniture production, don't miss LIGNA 2015. The show runs from 11 to 15 May in Hannover, Germany.



AZERBAIJAN'S LARGEST BUILDING EXHIBITION REPORTS RECORD RESULTS

The 20th Anniversary edition of BakuBuild, the largest international building & interiors event in the Caspian region, took place from 22 to 25 October at the Baku Expo Centre in Azerbaijan. The 2014 event reported record results, and welcomed 490 exhibiting companies from 29 countries. A large national group presence was felt, with Hungary, Germany, Italy, Iran, Spain, UAE and Portugal all represented by group stands.

As well as over 10,300 professional visitors the exhibition also attracted the attention of a number of international VIP's. The VIP's underlined the impressive and rapid development of all construction related industries in Azerbaijan and the important role that BakuBuild has played in reflecting the successes of the country's economy.

A wide range of industry products were displayed during the event,

including, construction equipment, ceramics, decorative stone, windows and doors, interiors, sanitary ware and roofing materials.

Notable new products on display included finishing materials from Japan, produced from volcanic dust and the popular open air "decking" for outdoor flooring, presented by a number of leading European brands who specialise in wood products.

FURNITURE MANUFACTURING & SUPPLY CHINA 2015 IS IN FAST BOOTH BOOKING



Furniture Manufacturing & Supply China 2015 (short for FMC CHINA) is the professional exhibition organized by CNFA and UMB Sinoexpo for 20 years. The 21st FMC CHINA provides best woodworking machinery and raw materials for furniture production, decoration and engineering fields. It will be held during 9-12 Sep., 2015, in both SWECC and SNIEC. SNIEC will show woodworking machinery & tools, furniture machinery, office furniture accessories & components and furniture hardware fittings. SWECC will shift to a special expo center for upholstered furniture including 20,000 sqm upholstered furniture production and 30,000 sqm upholstered furniture machinery, surface decorate, furniture fabric & upholstery components.

2015 FMP (FMC Premium) will have a new face. The distribution will be improved. The booths, meeting room and lunch area all will have a new design.



FMC is in fast booth booking.

From November till now, SNIEC has been booked 3,8000 sqm for woodworking machinery, and that number is 4,500 sqm in SWECC for furniture raw materials. Many famous furniture machinery & components companies and pavilions have finished booking booth early, such as French Timber, Swedish Wood and North Carolina in FMP (FMC Premium).

Booth booking of 2015 Furniture China is almost finished.

Indoor exhibition halls of The 21st China International Furniture Expo have almost been booked. Recently another new member, the Turkish Pavilion, joins Furniture China. More and more furniture exhibitors will be

the visitors of FMC.

2 Exhibition & Convention Centers, different focuses.

2015 FMC will held in 2 exhibition & convention centers. Products of woodworking machinery & tools, office furniture accessories & components and furniture hardware fittings will move to SNIEC. Till now the booths of SNIEC have almost been registered. These products will be showed at the same place with home furniture, office furniture and outdoor furniture. It implements the integration of the whole industry chain for more convenient purchase.

SWECC has 59,000 sqm to show all the products in upholstered furniture industry chain and materials.



It will contain upholstered furniture & machinery, surface decorate, furniture fabric & upholstery components. FMP combines standard booths and raw spaces to show different brands and products. There will be a free, open and comfortable purchasing Europe town.

2015 Furniture China and FMC, still in Pudong of Shanghai

There will be 2 world exhibitions in Shanghai in 2015. One is SNIEC in Pudong District, and another is in Hongqiao District. As we see, in the next 3 years Pudong will still be the international exhibition center of Shanghai. More than 5,000,000 sqm, 97 exhibitions have been signed in SNIEC. In contrast, 34 exhibitions will be held in Hongqiao exhibition. (from: shexpo.me)

The rumour that SNIEC would be removed proved to be false by the president of SNIEC and Yang Xiaoming-Chinese president from Shanghai Iujiazui co., LTD.

Actually, SNIEC signed 5-year agreements with more than 30 exhibition organizers on behalf of 80% exhibitions. UBM Sinoexpo even signed 10-year agreement with SNIEC.

See you in 2015 at SWEECC & SNIEC in Pudong

The 21st Furniture China and FMC will have a new start of next 20 years. Furniture people all over the world look forward for the two exhibitions which mean the top level of Asia furniture. They are always moving forward and innovating. They don't only bring more value for exhibitors and visitors in 4

days, but also apply service through B2B, O2O websites in the whole year.



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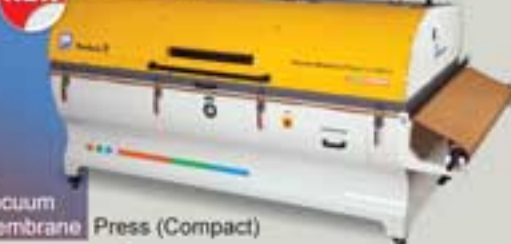
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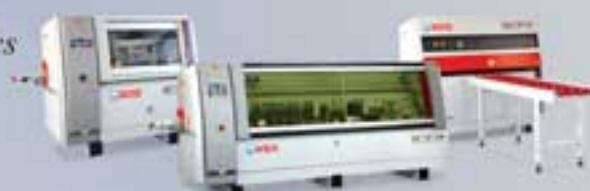
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