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On the cusp of a boom!



Hello Readers,

Consider this: By the year 2030, India's construction market is expected to emerge as the third-largest in the world! It is already the sixth-largest economic sector in India. It employs 35 million people, making it the second-largest employer, after agriculture. The construction sector is the second-largest recipient of foreign direct investment (FDI). An estimated 35 million square feet of new supply of commercial space was released into the market in 2016.

FROM THE EDITOR

D H A N A N J A Y S A R D E S H P A N D E

Then there is the project to launch housing in a big way, with the target of delivering 30 million residential units across India by the year 2022. Of the estimated 400 million people living in cities alone, 35% live in "informal" housing, lacking basic services and formal property rights. The government's affordable housing plans may also benefit from many duty drawbacks and tax concessions.

That apart, the Union government has recently announced a record spending of US\$375 billion to build and modernise its railways, airports and roads. Then there is the ambitious "smart cities" project that will touch 100 urban settlements, thousands of sectors and lakhs of people. No doubt there will be a trickle-down effect in the building and construction, interiors and furniture sectors: there will be an effect on technology, machinery and tools, materials and products.

Therein sparkles the light at the end of the proverbial tunnel! And to illustrate how such beautiful opportunities can be tapped by manufacturers and entrepreneurs, I am relating to you in this issue the story of the carpenter-to-crorepati effort of Mr. Narsi Kularia, a hugely successful entrepreneur and businessman across India, but who at heart remains a champion of woodworking technology married to traditional skills.

As if it were built into its DNA, DelhiWood has, in its 5th edition, set new records: a 50% increase in exhibition size, 50% rise in visitors! Exhibitors are now convinced that the industry is growing in awareness and adding a base of knowledgeable manufacturers. Alongside, it visibly demonstrated that the industry is looking forward to the opportunities and challenges with a positive attitude.

In other content, you can read about a new concept from SCM Group: take the production to the consumer! Its "close to customer" (CTC) project is a practical example of flexible and local production of customised and "green" furniture. There is also Homag's vision of a "networked workshop" for the future, to show businesses how they can develop further in terms of technology and organisation, so that they can offer their products at an improved quality level and at competitive prices. And there is the exciting news of a breakthrough in a commercially viable process to recover wood fibre from waste MDF!

This time every two years, the woodworking industry looks towards Germany for the biggest and most advanced technology shows: Interzum in Cologne (16-19 May), and Ligna in Hanover (22-26 May). While Interzum is a treat for innovation in materials and fittings, Ligna is for the hard-core furniture manufacturer. You cannot give either show a miss!

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1

Manufacturing investment for the future!

Africa is opening up to investments and Gabon, one of the most politically and economically stable country on the continent, has clearly taken the lead in attracting investors by doling out a number of fiscal and non-fiscal incentives. The Gabon Special Economic Zone (GSEZ) is fast emerging as West-Central Africa's manufacturing hub, and entrepreneurs from across the globe are welcome to benefit from the business opportunities unlocked by it.

1 *An aerial view of the Gabon SEZ, which is spread over 1,126 hectares, barely 20 km from the capital city, Libreville.*

Pioneering the ideology of processing natural resources within its territory to generate employment and boost its economy, the Gabonese Republic banned exports of raw timber in 2010. Subsequently, the African country has embarked on providing an amenable ecosystem and infrastructure to facilitate the secondary and tertiary processing of timber and other natural resources within its territory.

Witnessing a favourable investment climate, Olam International Limited, in partnership with the Gabonese Republic, decided to develop a special economic zone in 2010.

The Gabon Special Economic Zone (GSEZ) is the outcome of a vision to effectively master the transition toward industrialisation of Gabon, and is one of the largest industrial parks in sub-Saharan Africa, aimed at promoting sustainable production and processing of timber and various other resources in the country.

The GSEZ at Nkok currently has 96 investors from 17 nationalities, and foreign direct investment expected is in excess of US\$ 1.7 billion. Out of these investors, 30 are from India.

The industries that have made GSEZ their base are those into wood transformation (saw milling, veneer and plywood), ferro-alloys, construction materials, pharmaceutical, food processing, telecom equipment, waste and metal recycling and warehousing. As of March 2017, nearly 30 companies have already launched commercial production, and another 30 companies are readying for it.

Utilities & connectivity

The GSEZ is spread over 1,126 hectares and is 20 km from the capital city of Libreville, with the Olam-led GSEZ-SA as its administrating and managing agency. The Gabonese Republic provides assistance on statutory public approvals through a single-window clearance (SWC) office, which is exclusively responsible for completing all formalities and giving approvals to all investors in GSEZ.

GSEZ-SA has developed all modern infrastructure and utilities, which include a dedicated 6 MLD (million litres per day) water supply scheme. A 5-hectare artificial lake has also been developed within GSEZ.

A sewerage and common effluent treatment plant has been developed for the entire area, which also handles the treatment of effluent disposed of by industrial units. A dedicated 70-mW dual-engine power plant, which can run both on gas and diesel, is already operational and can be augmented to 105 mW. Connection to hydro-electric power plant as a second source of power is being implemented.

With Ghana sitting on good reserves of petroleum, raw material for the power station is also not an issue. Another high tension line is under construction that will connect GSEZ to a hydro-electric power plant as well.

2

Fully operational high-speed fiber-optic broadband internet connectivity is also provided within GSEZ.

The GSEZ is located on the national highway network and enjoys all forms of connectivity. It has 45 lane kms of tarred internal roads with ample green areas and street lights. More than 350 solar energy street lights have been installed in the area.

In addition, GSEZ is on the trans-Gabonais railway line, now a part of common logistics facilities that are available to the industries here.

A quay, with a 200-metre-long berth, connects GSEZ to Owendo port, which is around 37 km by road. Other parts of Gabon are also connected by such waterways.

Furniture manufacturing

The GSEZ, located at Nkok, is an initiative to promote 'Made in Gabon' and has 60,000 square metres of ready-to-use sheds to promote manufacturing of finished products. As of March 2017, there are seven units working in this cluster. ▶

2 More than 60,000 square metres of ready-to-use sheds will promote furniture manufacturing. Later in 2017, Greenply will start production from its veneer unit here, spread over 10 hectares.

3 The SEZ is located on the national highway network, sits astride the trans-Gabonais railway line, and has access to the port of Owendo.

3



4 Gabon follows sustainable forest management practices to ensure natural regeneration of its trees and wood stock.

In order to provide initial impetus to the furniture manufacturing cluster, the government has placed an order of 1,70,000 benches and tables for public schools across Gabon. This is being offered to all furniture manufacturing units as a confirmed order, even before setting up of the unit!

Investors in GSEZ enjoy fiscal incentives on their industrial investments and there is no income tax for the first 10 years, and a preferential rate of 10% if given over the next 5 years.

In addition, there is no customs duty of equipment and machinery for the industry, no value-added tax or property tax, and all foreign ownership is permitted as there is a 100% exemption from capital gains tax.

Other relaxations and waivers include 50% on electricity tariff, relaxed labour laws and flexibility in employing expatriates, reduced export duty for products manufactured in GSEZ, 100% repatriation of profits and up to 25% DTA sales is permitted without any tax implications.

Foreign investments

Gabon is a good investment destination for all kinds of businesses. It is among the least polluted countries of the world and can be called the “oxygen cylinder” of the Earth.

The country offers the best investor-friendly environment and is one of Africa’s most political and socially stable countries since its independence in 1960, with a per capita GDP of US\$ 19,200. There is no currency devaluation risk, with the Gabonese Central African Franc permanently pegged at 655.957 to the Euro.

The country is ranked second on the UNDP’s 2014 Human Development Index in sub-Saharan Africa. As per World Bank’s 2015 ‘Ease of Doing Business’ report, Gabon ranks above most other African countries.

Besides easy e-visa and work permit rules, GSEZ-SA facilitates its investors in availing credit facilities for financing the initial investment, as well working capital from leading banking institutions.

Raw material

Gabon follows sustainable forest management (SFM), the best known system that ensures the natural regeneration of trees and that wood stock of the country does not deplete. With adherence to SFM rules, Gabon will never face a situation where there is a ban on round logs.

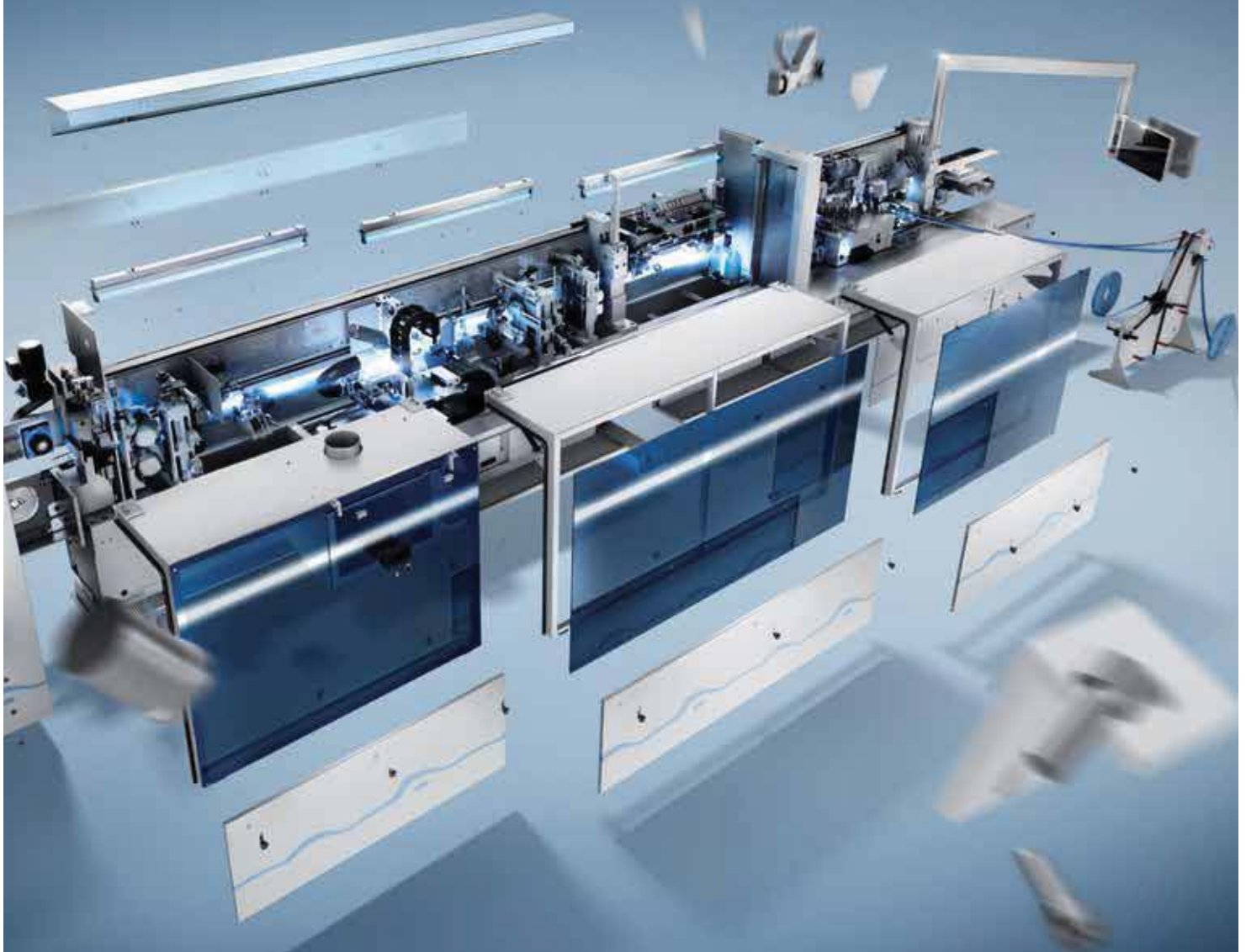
It thus makes immense sense to invest in a manufacturing unit in a country that is rich in timber resources. Another aspect of the wood resource is that it is certified by the Forest Stewardship Council (FSC), with proper traceability and legality certificates for furniture manufacture. Most big buying houses in the US and Europe have taken a resolution to source, by the year 2020, a minimum 30% of furniture done with FSC-certified wood.

FSC-certified wood in this quantity has limited availability, but is abundantly available in Gabon. GSEZ is also operating a log supply chain and offers long-term contract for assured supply of logs.

In April 2016, the Africa Finance Corporation, a pan-African multilateral financial institution, made an investment of US\$ 140 million in the GSEZ. This investment is the final, independent validation of GSEZ business model, its future prospects and the ability of its team to execute and deliver.

For more information, visit www.gsez.com, or write to Ms. Sophie Bourcier, head of the furniture manufacturing cluster, at gabonsez@olamnet.com.

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1

Customised furniture production in malls?

SCM Group thinks the key to meeting the challenges of the European furniture market is providing innovative answers

The European furniture market is going through a period of profound and fascinating changes. The number of industry players totals one million, with 130,000 companies and 96 billion Euros in revenues. This, then, is one of the most important sectors of European manufacturing, with a large export volume.

The crisis that hit the Western world in the first decade of the new century has a considerable impact also on the furniture industry. But in recent years there have been signs of recovery that is now being consolidated.

Indeed this crisis posed a great challenge for the industry, which accepted it and faced it with extraordinary determination on several fronts: production, trade and the environment.

Consumer needs have grown, and as a result companies now need to offer customised and sustainable products in terms of both price and environmental quality. These needs cannot be met by returning to the artisan model.

The proposed model is that of a customised

mass production which provides safe products that fully respect environmental sustainability standards. To follow it one would need to use flexible systems that are highly integrated with complex computer systems and that can truly manage Batch-One production processes.

The SCM Group recently participated in the Dresden Moebeltage Conference to illustrate the technological and methodological innovations that are now required in order to meet the changing needs of consumers.

The speaker representing SCM Group was Mr. Christian Terfruechte, a process manager who presented an overview of the strengths and critical issues of the European furniture market, as well as described a number of new production and business models developed and implemented by SCM Group.

Christian said this production model can provide answers to changing habits of consumers, who rely increasingly on e-commerce for their purchases. In Europe, e-commerce constantly improved services, grew steadily at a 16% annually, and 66% of

1 The CTC project is based on a new business model which calls for the production of custom furniture directly in shopping malls, where the concentration of consumers is largest.

consumers now choose their furniture online.

ICT tools

Beside the classical methods of selling online, a new model has been embraced by the industry, based on a decentralised distributed production logic, that is, decentralised production materials and equipment distributed in smaller production departments that are more flexible and closer to the end customer.

These new production methods are made possible thanks to the great developments in information and communications technology (ICT) and the wide use of cloud computing. Implementing these models requires digital manufacturing, which is most commonly used in computer numerically control machines (wood), 3D printers (metal and plastic) and laser cutters (wood and other materials).

The qualifying aspects of these production methods are: machine operations are programmed reliably, products match the digital design, minor need for operator intervention.

A concept that has gained popularity in Europe is that of 'Industry 4.0', which is based on cyber physical systems (CPS), computer systems that can constantly interact with physical systems.

The goal of this integration of smart management systems at all levels, with computers that have self-learning capabilities, is to create smart factories that are highly automated and can run production processes that are closely monitored and interrelated, with benefits that are not limited to production costs but include injury prevention and optimised use of resources.

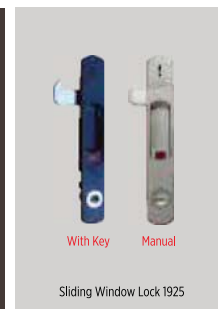
CTC concept

SCM Group has always excelled in its pursuit of product and process innovation, and it can thus formulate, test and implement business methodologies that provide solutions to the challenges posed by a changing market.

A concrete example is the "close to customer" (CTC) project. It is a practical example of flexible and local production of custom and "green" furniture.

The project was conceived and implemented in 2016, coordinated by SCM Group with the collaboration of 10 technological and industrial partners from various European countries. It is based on a new business model which calls for the production of custom furniture directly in shopping malls, where ▶

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the concentration of consumers is largest.

In practice, the CTC system goes into action when a customer enters the shopping mall. Here, with the support of an operator using an intuitive product configurator, consumers can select and customise the furniture they wish to buy.

Once an order has been generated, it is sent to a mini-workshop located inside the mall, for production. Upon product completion it is collected by local carriers for fast delivery to the customer.

It is a system that sounds very simple but that has required a lot of work in terms of innovation and research, to allow software applications and machines to interact in a precise and flexible manner.



Consumer needs have grown, and as a result companies now need to offer customised and sustainable products in terms of both price and environmental quality

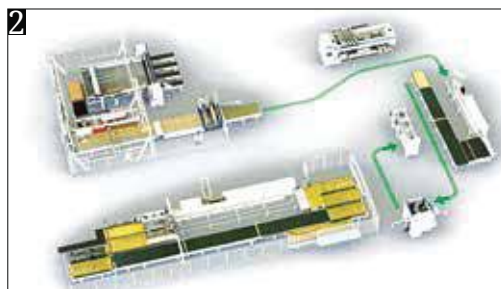
– Mr. Christian Terfruechte, a process manager, SCM Group



The “heart” of this project is a production cell where a machining centre interacts with a robot which, without requiring any human intervention, can perform all machining operations (loading and unloading work pieces, nesting, cutting, drilling, routing and edging).

The machining centre developed for this project can run – on the same bars work table with special patented locking suction cups – nesting and edge banding operations, thanks to the use of a “smart work table”, consisting of 12 bars and 48 suction cups and providing a solution to problems related mainly to edging operations.

By pursuing this project, SCM Group succeeded in putting into practice a production



process for highly-flexible and highly-automated manufacturing of customised products in single batches run by a single operator.

A successful project, judging by the very positive comments from consumers who have benefited from it, the CTC concept was rated innovative and interesting, the configuration simple and intuitive, production and delivery times acceptable when not exceeding a week, and prices moderate for a custom product.

Custom manufacturing

Another example that addresses the needs of custom industrial manufacturing and meets the ‘Industry 4.0’ requirements, will be shown by SCM Group at Ligna 2017. It is a robot-run cell for producing furniture components.

The system’s capacity is approximately 8-10 sets per shift. It is an automated system, where control over the entire process – from standard panels to finished pieces – is absolute.

It is a solution that stands out for its low operational costs, as it requires only a single operator; its minimum need for human intervention, and consequently an assurance of delivering the highest quality; and its “lean” flow, with no interruptions, bottlenecks and extraordinary maintenance.

This entire process is run by the Maestro Watch software system, which oversees all production phases, from the issuing of the order to distributing the proper programmes to the machines. The Watch supervision system is designed to be “open” to customers’ ERP (enterprise resource planning) data systems.

This is a simple and functional solution made possible thanks to the use of an high-tech application that allows the manufacturer to calculate exact flows and processing times, ensuring a fast and reliable return on investment.

The SCM Group’s revenues in 2016 totalled nearly 600 million Euro, up from 513 million Euro in 2015. The group has a widespread network of subsidiaries and distributors that covers the entire world.

2 The robot-run cell is an automated system, where control over the entire process is absolute.



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Fevicol Hotmelt AMT Transparent (unfilled) & Fevicol Hotmelt AMT Clear (filled) are ethylene vinyl acetate (EVA) based thermoplastic adhesives recommended for throughfeed edge banders. They can be used with PVC, PP, ABS, veneer, polyester or melamine resin edge bands. Fevicol Hotmelt 382 (filled) Fevicol Hotmelt MNL Clear (filled) & Fevicol Hotmelt MNL Transparent (unfilled) are specially designed for manual edge banding machines. It can be used to apply PVC, HPL, ABS or solid wood onto MDF or particle board.



Fevicol SWR Range

Specially designed for the handicraft industry, this Polyvinyl Acetate based white adhesive meets the DIN EN 204 Stress Group D3 Standard. It is suitable for all types of wood working applications and provides very high water resistance and excellent bonding in lamination with all grades of wood, even in high humidity areas. Fevicol SWR Plus is specially designed for application in cold weather conditions. SWR EQ has even better cold weather performance and can achieve D4 standard by adding 5% isocyanate. SWR LV has very low viscosity. All are non-flammable and non-toxic with REACH Compliance, Low VOC (Volatile Organic Compound) Certification and Free Formaldehyde Certification.

Fevicol Probond

This water/synthetic resin based emulsion adhesive is suitable for lamination of primer coated PVC sheet to MDF. It is also used for manual edge banding of primer coated PVC Strip to MDF, particleboard, ply etc without using any edgbanding machine, making it highly economical. It has excellent bonding compared to solvent based adhesives, as well as high heat resistance, easy applicability and low VOC



Fevicol SH

The classic PVC white glue for wood to wood bonding features unsurpassed bonding strength, good resistance to water and heat, higher coverage and good value for money. It is not only a leading brand in India, but also the most successful brand in the world in this segment, being exported to over 50 countries.



Fevicol SP Range

This range of sprayable, synthetic rubber based solvent borne contact adhesives can permanently bond painted steel, plywood, chipboard, PU foam, muslin, foam rubber, felt, fabric, leather or many other materials. SP-4 is the basic version. SP-5 is specially designed for the automotive industry and is also used to make writing boards using honeycomb cardboard and white laminates. SP-6 also has high heat resistance.

Membrane Press Range

Fevicol Membrane PU is a solvent based polyurethane contact adhesive used to bond PVC foil to MDF, plywood or other materials. It is ideal for door manufacturing, with low activation temperature, fast drying time and good bond strength.



Fevicol Membrane Press Star 2K is a two-component water based synthetic adhesive used to bond PVC film laminate to wood based panels in the modular furniture, modular kitchen and doors industries. It has excellent heat resistance, low activation temperature and high green tack. It is non toxic and non flammable.

Fevicol Membrane Press Adhesive LC.

Fevicol Membrane Press Adhesive LC is a water based adhesive, specially designed for applications in PVC moulded doors. The unique formulation ensures high green tack resulting in strong bonds 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 ensure effective deposition on the substrate resulting in higher coverage. Since the adhesive is water based the spray gun can be cleaned with tap water. When used with 5% Membrane Press Hardener the heat & water resistance properties improve vastly. This product bonds PVC to most of the wood substrates like MDF, particle board etc. The mixture with hardener has a pot life of 3 to 4 hours. Higher coverage of 6 to 7 doors compared to 4 or 5 doors in solvent based systems. No volatile losses in this water based system.



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O2O branding, collaborations are here to stay

Furniture e-commerce portal, Pepperfry, is looking to open more physical stores across India this year, to serve as experience centres where prospective buyers can touch and feel the available assortment of products, as well as get home design consultation for free.

According to *LiveMint*, the move will help Pepperfry increase its visibility as well as beat a slowdown in online sales. It quotes Pepperfry co-founder and CEO, Mr. Ambarish Murty, as stating that the offline presence will happen with the launch of a number of brick-and-mortar outlets over the next 12 months.

There is a similar push by Pepperfry's rival, Urban Ladder, which plans to launch its own experience centres and is on course to widen its offline distribution channels.

Urban Ladder has launched a new brand identity and is on course to widen offline distribution channels beyond company-owned centres. It plans to launch at least three experience centres in Bengaluru, and is exploring partnerships with large format retail stores.

Branding exercise

Pepperfry, which opened its first offline store in Mumbai in 2014, does not sell directly from these stores. They essentially serve as experience centres. "About 17% of the customers who have bought on Pepperfry in the last one month would have gone to a Pepperfry studio in the 60-day period prior to the purchase," said Murty.

According to Murty, the rate of growth for online customers is stagnating. "A lot of that was driven by fundamental macro-economic shifts, driven by an orientation that the companies had to improve their financial architecture."

Pepperfry will invest about US\$ 6 million this year to increase its store count from 14 (in Mumbai, Delhi, Hyderabad, Chennai, Bengaluru and Pune) to about 50 by year-end, mainly in several new cities including Ahmedabad, Kochi, Chandigarh and Lucknow.

Omni-channel sales

LiveMint reports that online retailers witnessed moderate growth last year as they brought down discounts and marketing spends, somewhat constrained by a slowdown in funding, as well as some government directives that barred them from influencing prices of products or focusing on a handful of sellers for a majority of sales.

According to a January 2017 study by RedSeer Management Consulting Pvt. Ltd., online retailers in India clocked about US\$ 58 billion in gross sales last year, as against about \$ 51 billion a year earlier, an increase of 13.7%.

This is in sharp contrast to the year 2015, when sales grew 17-27% every quarter.

According to industry experts, adopting an omni-channel strategy – where businesses have both offline and online presence – is immensely important, especially for a category like furniture, which is not standardised and has high average order value. In the Indian market, where online sales are still evolving, an offline presence is part of the brand-building exercise.

The Tech Portal quotes Mr. Sreedhar Prasad, partner at KPMG India, as saying: “In India, everything with an online presence is being viewed as a start-up. Offline presence demystifies this start-up stamp on a company.”

He is of the opinion that omni-channel is the way forward. “Whatever apprehension was there with large furniture, which are high value, will go away with offline stores. An offline presence will reinforce a company’s brand value. Otherwise, they will be viewed as a start-up,” Sreedhar adds.

More collaboration

Urban Ladder, which bagged fresh investments of nearly US\$ 15.2 million earlier this year, has been working on the extension of its services and expansion of business. It has now partnered with interior design and decor platform, HomeLane, for an additional channel of distribution.

Founded in 2014, Bengaluru-based HomeLane helps property owners furnish and install fixtures in their new apartments and houses. This partnership shows Urban Ladder is tapping every available avenue for revenues so as to boost the platform’s customer base.

With the assistance of HomeLane, the company aims to acquire new customers at a marginal cost and marketing expenses. It will work on a commission model with the second-hands store and convert the new home buyers coming to HomeLane’s platform into their own customers.

The Tech Portal quotes Mr. Sanjay Gupta, chief marketing officer at Urban Ladder, as saying: “The customers who come to the HomeLane platform for modular and fittings solutions for their homes also have a need for loose furniture such as sofa, beds and other units which we would be providing them.”

Urban Ladder hopes that their new multi-channel distribution model will account for 4% of the furniture brand’s business over the next three years. It is also engaged in advance with other such business platforms and refurbished stores to increase its presence in India.

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1



Champion of carpentry

A teenage carpenter from a Rajasthan village, Mr. Narsi Kularia has realised his family dreams and today heads his Rs. 400-crore interiors firm and furniture manufacturing factory in Mumbai. In a recent exclusive interaction with WoodNews, he dwells on the challenges to the industry and points to the immense hidden talent that can be found within India. Excerpts:

1 *The imposing interiors of the Infosys campus in Hyderabad.*

The beginning of 1981 saw another starry-eyed young man making Mumbai his home, with dreams of creating a niche for himself. When Mr. Narsi Kularia landed in the bustling metropolis to join a handful of his relatives to eke out a living, he was armed with only his primary schooling (Class X) certification.

But he brought with him the time-tested, traditional carpentry skills that he had inherited from his ancestors, who hail from the Suthar community, from Silwa, a small village near Nokha town, in Bikaner district of Rajasthan.

He can trace records of his family history back 400 years, when its members demonstrated their woodworking skills not only in the

palaces and mansions of kings and rich land owners, but also in construction and fittings, utilitarian and decorative products for entire populations in many villages.

His father, the late Sant Dularamji Kularia, used to travel as far as Lahore and Karachi (in then undivided India) to Kolkata, Vadodara, Nagpur and even Mumbai. There he executed contracts and returned to the ancestral village. In 1972, Dularamji decided to stay back in Rajasthan, but helped his brothers migrate to Mumbai, to seek greater business opportunities.

Narsi joined his uncles on various projects in the metropolis, working initially as a carpenter, then as a supervisor, and later as a

contractor. There was plenty of work, but mainly in bungalows of the rich, landed Parsi gentry and homes of trading Marwari and Gujarati families who had settled abroad.

First steps

"In those days, there were very few big corporate offices," Narsi recalls, "Only big oil companies – such as Indian Oil Corporation, Oil and Natural Gas Commission and Reliance Textiles Industries Ltd. – could afford large-scale designing and interior decoration." But it was here that he cut his teeth and understood his potential.

In 1983 an opportunity to work in West Asia presented itself, and Narsi jumped at it. His track record in honesty, quality and timely completion of projects came in handy. His boss (a renowned architect who had collaborated with a UK-based company and ventured into business in the Persian Gulf) whisked him away to Oman, where he came in touch with skilled craftsmen and woodworking experts from Germany, Italy and the UK.

"It was a vastly different world," Narsi remembers. "All woodworking was planned in advance, interiors were designed on computers and requirements drawn to include the tiniest of fittings and accessories. Factory-made furniture came from the UK and Italy, accurate to the last millimetre!"

Even as he went about his tasks on various projects – mansions for sheikhs and corporate offices – he interacted with various experts, not only in carpentry, but also in several aspects of interiors: from flooring to wall finishing, furniture to furnishing, painting to decoration, air-conditioning to lighting. By late 1985, Narsi says, his motherland began beckoning, and he was ready to move back!

Setting shop

In January 1986, at age 22, Narsi opened a firm in partnership with a friend. His first job, doing the interiors for Lubrizol (in what is now Navi Mumbai), was a Rs. 5-lakh project. This was followed by an even bigger contract for the office of the National Organics and Chemical Industries Ltd., again in Navi Mumbai. Besides, there were several residences for high net-worth individuals that also came his way.

But it was the opening up of the Indian economy, the boom in the information technology and corporate sectors in the early



1990s that saw many interior contractors riding on the positive wave of real estate development, Narsi recalls.

Around 1994, the Union government opened up the banking sector, issuing licences to the likes of IDBI (Industrial Development Bank of India), UTI (Unit Trust of India) and ICICI (Industrial Credit and Investment Corporation of India). By sheer dint of their hard-earned track record, Narsi Associates won contracts to design the interiors and furnish the first offices of IDBI and ICICI in Mumbai.

The government also simultaneously embarked on a huge computerisation and expansion drives across all public sector banks, creating the need for more office space and computer-matching seating and storage and user-friendly interiors. The first big projects for the State Bank of India (SBI), Standard Chartered Bank and the National Stock Exchange in Mumbai, Delhi, Chennai and Goa also came Narsi's way.

Learning afresh

"India was not ready for the flush of real estate development in the office and commercial sectors," Narsi admits. "Each client had upward of 1 million square feet of premises to design, and thousands of employees to accommodate in his office! ▶

2 Narsi Associates counts among its clients Credit Suisse (Pune office in picture), TCS, Infosys, Citibank, ICICI, IDBI, Nocil, SBI, Standard Chartered Bank and UBS.



3 The ever-changing challenges of new material, interior design and project execution are visible in this meeting hall at the Infosys campus in Pune.

4 Making drawers with the help of pneumatic power tools and modern clamping systems.



5 Stacking of wood and engineered panels in the Kandivali factory's ground floor store.

6 Cefla's Kleen Spray system, with a pressurised coating chamber, is forever busy.

Interior firms and carpentry workshops clearly could not keep up with the demand."

That is when multinationals began outsourcing most of these contracts. With the help of agents and distributors, they reached out to the well-established factories in South-East Asia, notably in China, Malaysia and Vietnam. This trend also attracted many fly-by-night traders who imported sub-standard products, left their clients high and dry, and brought a bad name to "commission agents".

He realised that Indian industry was found wanting and had missed a chance to make its mark. Most Indian manufacturing was being done in "workshops", with limited capacities, inconsistent quality and untrained manpower. This upset Narsi no end.

"Until then, we were just another interiors company, executing civil construction, doing gypsum work, painting and finishing tasks. I thought to myself, 'What is my core strength?'

and I realised that I must focus on furniture," Narsi recalls.

And so it was that, between the years 2000-2004, he undertook travel across the world to learn and understand modern, factory-made furniture production. He visited furniture and business exhibitions; called on machinery manufacturers and interior designing firms in Europe; he checked out factories and production methods in China and Malaysia; he scouted for the best chemicals and processes in Europe and the US; then returned home to implement what he had learnt.

Narsi set up his own factory in Kandivali (a suburb of Mumbai) in 2007 (Narsi Interior Infrastructure Ltd.) to suit the products he was making, extract the quality his clients demanded, and deliver in time for the large contracts in hand.

He relied primarily on Homag to meet his needs: the BHX-055, NB-65 and BST-200 multi-



boring machines; the BHX-050 drilling machine; the HPP-250 and HPL-350 beam saws; SCO-113 sanding machine; the KDN-550 and Ambition-2260 edge banders; and the BAZ-322 CNC router.

His factory chose Felder for the K-915 and Kappa-400 panel saws; the F-700 spindle moulder; and AD-41 thickness planer. To this were added hot and cold presses from Orma, Woodmaster and Jai Industries. It has also deployed Cefla's Kleen Spray system for PU coating.

India Vs China

South-East Asian countries, especially China, had an advantage because the West offered investments in technology for cheap Chinese production to service the huge market demands in Europe and North America, Narsi notes. So the Chinese and Malaysians adopted the latest technologies, used the best material, and deployed software to achieve

mechanisation, automation and industrialisation in furniture making.

"India suffered because we did not have a big market. So there was no incentive to invest in good machinery, or software, or source the best raw material, or use state-of-the-art consumables," he adds. Moreover, there was a tendency among Indians to make a quick buck in trading, rather than invest money in manufacturing.

"But this is no longer the case," Narsi smiles. "The Indian market itself is booming. We now also have the world's best material suppliers – such as Greenply, Merino Laminates and Century Plyboards – who make excellent plywood, veneer and laminated boards, which they export across the world."

He also wants machinery, hardware, fittings and accessories to be made in India. "Yes, we have some entities (among them Ebco, Hettich, Biesse, etc.) that manufacture here; but what ▶

7 The BAZ CNC router in action.

8 Homag's NB-65 multi-boring machine.

we need is an entire industrial-scale infrastructure to meet the various requirements of interiors: metal work for furniture, aluminium for skirting and ceiling systems," he feels.

The trends in the interiors sector, particularly office and retail spaces, is changing very rapidly. "We used to finish a project in six months, but nowadays clients want quick setups – they want their premises ready in two days!" Narsi says. There are more agile systems that are replacing contemporary designs; there is minimal use of material; and many office configurations are becoming more "open".

Skill development

Narsi believes the country needs thousands of youth to be trained and certified. He should know – he employs 3,000 carpenters, interior

In his upcoming new factory in Navi Mumbai, Narsi has allocated more than 2,000 square feet of space to skill development, of his own employees as well as those seeking such education and training.

"'Make in India' is very essential for us," he says. That is the only way to keep up employment, achieve self-sufficiency, develop the economy, and emerge as a manufacturing powerhouse in the furniture sector. "I can say that when it comes to skills and talent, Indian carpenters can do better than global standards," he insists.

Success & future

Narsi counts the blessings and support he received from his clients – from multinationals like Amdocs, Credit Suisse, Citibank and UBS, to Indian entities like Infosys, Kotak Bank and Tata Consultancy Services (TCS) – as central to his success. In particular, he has derived encouragement from their long business relationships and belief in 'Make in India'.

He credits Mr. Ramdas Kamat (who heads infrastructure projects at Infosys), Mr. B.V.M. Sharma (infrastructure head at TCS), and Mr. Ravi Sarangam (architect with Edifice Consultants Pvt. Ltd.) with sharing knowledge about project management and the nuances of procurement, back-end operations, etc.

Within the company, he attributes success to the collaboration between his teams that design interiors, engineers who execute projects and the expertise of his carpenters and factory employees. That is the reason his companies have been consistently registering a growth of 20% year-on-year.

He also places great importance on quality of work/products, timely completion/delivery of projects, and a clear focus on good service. But he places personal and professional integrity above all else – honesty with oneself and one's staff, clients and suppliers, architects and associates.

He is largely influenced by Infosys founder, Mr. Narayan Murthy. Like him, Narsi wants to give back to society. "I know one entity cannot make an entire industry grow," he says. "But as a leader, I am duty-bound to find ways to facilitate growth, improve standards and set a course for global recognition."

He is ready to rope in other interior firms and furniture manufacturers to act as mentors and facilitators in helping start-ups with project planning and management, technical and financial feasibility studies, financial and marketing assistance. That, he says, is his next goal in his professional life. ■



9 The interiors of TCS Innovation Lab at the Indian Institute of Technology in Chennai, hint at "open" design of modern office spaces.

and product designers and civil engineers in his Rs. 400-crore company!

He agrees with the Furniture and Fittings Skill Council (FFSC) estimate that India requires 50 lakh skilled and certified people for the woodworking industry alone. He is happy with the leadership of its CEO, Mr. Gurpal Singh, who has launched many schemes across the country. "For the first time in independent India (70 years), there is a Union ministry for skill development and entrepreneurship," he exclaims.

However, mere statistics don't impress him, nor does he get carried away by rhetoric. He is of the firm opinion that initial skilling and certification must be followed with continuing education. "Ultimately the youth must be trained and equipped to start their own factories and run their own enterprises," he says.



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'We're there for all our members, big and small'

The newly appointed Eumabois President, Mr. Juergen Koepfel, recently had an in-depth interaction with Ms. Doris Bauer of *Mobelfertigung* magazine in Germany. Eumabois is the European confederation of manufacturers of woodworking machinery. Although several topics were discussed, here is a summary of the most significant ones:



Mr. Koepfel, in the previous term you were Vice-President, now you have taken the top position within Eumabois. What's the key driver for your new role within the federation?

It's the opportunity to represent some 850 companies worldwide. Besides that, I can have an influence and get things moving for companies. For instance, there are decisions to be made in Brussels. On a political level, there is quite a lot of academic discussion.

An example is the topic of sustainability at machine level: sometimes decisions are made that definitely sound good, but then they turn out to be very hard to implement. In such cases, it may be sensible to involve as many companies as possible and collect their requirements. Eumabois is perfectly fit for this task.

It is always difficult for companies alone to tackle specific issues. We have a very effective approach to a large number of companies from different national associations in Europe. No matter if it's about political issues that involve our business or the definition of technical standards.

What's the main reason why you accepted to step up from Vice-President to President?

The main reason for me was that the Vice-President standing next to me is an operating

figure, and even the rest of the board is comprised of persons who have operating roles in the daily business of their companies. When it comes to consulting activities and markets, we can all offer our expertise and bring different points of view about various topics.

We have succeeded in covering all board positions with this approach. For instance, since September I have been working very closely with Vice-President Luigi De Vito, who is the Managing Director of SCM Group's woodworking machinery division.

What's the mission of Eumabois?

Before I took over the role of Vice-President, Eumabois activities to me were mainly focused on the international exhibition calendar, as well as on specific exhibitions that the federation promotes to support their growth. One of my ambitions was to maximise the effectiveness of this action, in order to improve how the federation presents itself and what it stands for.

Apart from exhibition-related activity – which is definitely important – Eumabois is a loudspeaker for its members in several areas, from DIN standards to customs regulations.

What's the most important task of the federation, in your opinion?

Definitely, consulting for its members. That's why I cannot understand why sometimes

smaller companies say: “This association is not for me”. Exactly those companies that often don’t have the resources to carry out expensive analysis and surveys, whereas the community of an association can do that and actually does so.

In my position at Homag Group, for instance, I turned to the German association VDMA to get reliable information about a specific market. And even for the association it was difficult to make resources available to collect such market information.

Imagine a small manufacturer considering the possibility to produce in China in order to increase its competitiveness: where can they get industry-specific market information other than from their national association or Eumabois?

Is there anything you would like to change?

An important task of the association is to collect useful information, such as import and export figures, revenues and similar data. These figures are generated by the associations of each country and flow into a common data platform at Eumabois, so that we can have a clear picture at the end.

Statistical structures are partially outdated, as machines have changed a lot, for instance. In this case it would be useful to update the classification. Of course we have identified a few key activities, which we formulated last November, so that we can bring them forward together.

The awareness and knowledge of external events is one example. I like to make a comparison with the European Union: why has ‘Brexit’ happened? Because, in the end, there was little discussion about the positive sides of the European community, while the negative aspects became more and more visible. In this respect, we want to carry out a stronger marketing action.

Another topic on our agenda is the Code of Conduct. In some member associations such rules were introduced long ago, but not in others. We want to identify the core concepts centrally, to be used then by our member associations.

Are you getting additional benefits from your exhibition activity?

There are basically two key benefits, both for exhibitors. On one side, single companies from national associations can participate in

collective booths and do not need to organise their participation completely on their own.

Also, member associations do not need to set up a small booth on their own. Instead they can show up more attractively as an association under the umbrella of Eumabois. We are developing and expanding these options and we believe they will be appreciated.

This strategy would also provide each company with an attractive “remote” point of contact at the Eumabois collective booth. Active companies recognise each other and are happy to exchange views and opinions in foreign markets.



Eumabois is now set to promote the creation and application of the concept of a real ‘federation marketplace’, where exhibitors and visitors could meet.

We want to expand this type of initiatives in the future: at Ligna-2015, Eumabois promoted the creation of a real “federation marketplace” where exhibitors and visitors could meet. We want to apply this concept to other exhibitions.

Which part of the association’s work at European level do you value most?

We have to be aware of our role in the global scenario. There is hardly any other region in the world that can set standards. If you consider a Big Europe with a strong expansion to East, this will generate not only trends, but also standards.

Such an agile federation will bring benefits to smaller businesses, not just to the big brands. We must keep this concept very clear in our mind. With such a forward-looking concept, business will become certainly much better.



5th DelhiWood edition sets new records, again!

50% increase in exhibition size, 50% rise in visitors puts paid to any doubts about the impact of demonetisation on the growth of the furniture manufacturing industry in India

The 5th edition of DelhiWood (1-4 March, 2017) concluded on a high note, breaking all previous records of its own. It also laid to rest all doubts about the effects of the Union government's demonetisation of high-denomination currency notes in December the previous year!

More than 25,000 visitors attend the four-day show in Greater Noida, cementing its position as one of the world's largest trade show for furniture manufacturing technologies, tools and fittings and raw and semi-finished materials.

The demand from the industry was such that exhibition space was increased to 28,000 square metres and outdoor display-cum-demonstration space of an additional 1,500 square metres: another record for DelhiWood 2017.

The biennial show saw representation from



497 companies from 30 countries. A majority of the exhibitors (60%) were international players, represented in 10 country pavilions.

This year saw a 50% jump in professionals from the woodworking, architecture and interior design communities who visited the show. These visitors also remained longer at DelhiWood, with the average duration of stay rising to 2.5 days. In the previous edition of DelhiWood in 2015, the count of trade visitors who travelled to Greater Noida stood at 16,703.

What is more, it generated vastly greater interest among potential buyers from Afghanistan, Armenia, Bangladesh, Bhutan, Cambodia, Canada, China, Democratic Republic Congo, Ecuador, Estonia, Gabon, Germany, Greenland, Haiti, Hungary, Iceland and India.

Among the 42 countries from where these ▶





visitors came are Indonesia, Italy, Japan, Jordan, Kuwait, Laos, Latvia, Malaysia, Namibia, Nepal, Saudi Arabia, Singapore, South Africa, South Korea, Spain, Sri Lanka, Switzerland, Taiwan, Uganda, United Arab Emirates, United Kingdom, United States, Uzbekistan, Vietnam and Zambia.

Skill Development

While portraying the growth of technology and its applications in the woodworking industry is one of the biggest achievements of the show, skill development of small and medium enterprises (SMEs), carpenters and craftsmen was actively addressed in the DelhiWood 2017.

The Furniture and Fittings Skill Council (FFSC) conducted a 4-day orientation programme for SMEs, carpenters and craftsmen at the event. It also introduced the 'Recognition of Prior Learning' (RPL) scheme to carpenters from all parts of India. It not only recognises their

skills and expertise, but also results in cash benefits to carpenters who register with the FFSC with Aadhar-linked bank accounts.

The special 'Sourcing Forum', held on the 3 March by *WoodNews* magazine, enabled more than 300 furniture manufacturers to interact with e-commerce entities to discuss online retailing and explore business opportunities.

Representatives of online retailers – such as FabFurnish, Pepperfry and eBay – interacted with manufacturers of furniture, kitchens, cabinets and wardrobes, in an attempt to expand their sourcing footprint for the fast growing online furniture market.

The first national conference of the Wood ▶

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Plastic Composites (WPC) manufacturing industry, which was held on 3 March, was a well-attended event, with more than 150 participants.

Press and Promotion

DelhiWood 2017 also created tremendous interest and press coverage in both regional and national media in India – which generated coverage in 643 daily newspapers across 42 cities in 16 states.

Content-based social media campaign on Facebook and Twitter were utilised to keep the industry engaged in the exhibition, which generated a reach of more than 85,000 views.

DelhiWood 2017's Facebook and Twitter pages provided additional interaction with a wider industry-specific audience and achieved significant growth in followers. This digital media reach indicates that the industry will

no longer remain an unorganised sector and is engaging the younger generation's interest towards furniture manufacturing and the business opportunities it offers.

As usual, DelhiWood attracted the trust and support of industry stakeholders and associations, chief among them Eumabois (the federation of 14 national associations of woodworking technology and accessory manufacturers in Europe).

The Export Promotion Council for Handicrafts (EPCH), the Indian Laminate Manufacturers' Association (ILMA), the Indian Plywood Industries Research and Training Institute (IPIRTI), the Institute of Wood Science and Technology (IWST), the American Hardwood Export Council (AHEC) and the Association of Furniture Manufacturers and Traders (AFMT) also extended their support to the show. ■





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AKE Knebel launches in India

1 Live demonstrations were conducted on all the days of the exhibition by AKE Knebel's German engineer to show the capability of its super-silent saw blades.

AKE Knebel is a world-renowned company with headquarters in Balingen, Germany, manufacturing high precision cutting tools for wood, plastic and metal industries. It has now entered the Indian woodworking segment with its entire range of woodworking cutting tools.

AKE has tied up with Shreepal Trade Impex, a Mumbai-based company, to distribute its products in India and SAARC countries. The company made a grand launch of its products in the recently concluded DelhiWood 2017 exhibition.

Its saw blades, routers, pre-milling cutters, drill bits, collet chucks, etc. are suitable for all

makes and models of machines, including Altendorf, Biesse, Brandt, Felder, Homag, IMA, Jai, Martin, SCM and Weeke.

AKE Knebel also makes customised tools to address special need of its customers. The highlight of the launch was the introduction of four award-winning, internationally acclaimed product ranges.

Super-silent saw blades: These are very special diamond saw blades for sliding table saw machines. Its unique patented design ensures that the noise level during operation is 75% less as compared to a normal carbide saw blade.

It offers a very long life which eliminates the

2 Staff of AKE Knebel and its Indian partner, Mumbai-based Shreepal Trade Impex, at their stall during DelhiWood 2017.



need for frequent regrinding. The most important aspect of this product is that it can cut any material, be it solid wood, plywood, MDF, particle boards or even acrylic boards.

The thin kerf ensures minimum wastage while delivering a sharp and precise cut. The special design helps in reducing the load on the machine as well as the operator's efforts.

Cutting 2.0 series of saw blades: AKE has introduced saw blades for beam saws with the same precision and quality, called Cutting 2.0 series. These blades offer a very cost-effective solution for beam saws to deliver ultimate cutting performance.

The blade was used on a Homag HPP-130 machine during the exhibition for live demonstrations. The special design ensures a very long life with 15 to 17 regrind ensuring very low operational cost to the customer.

High-precision Collet Chucks: With CNC machines comes the requirement of good quality collets to optimise its performance. It is imperative that a collet runs true even at high speeds as it is a critical interface between the machine and the tool.

The demand put on the collet chuck in terms of run-out, clamping force and stability at the required high RPM is tremendous. Moreover, it is expected that a chuck should offer flexibility and accommodate different sizes of tools.

AKE has combined all these requirements to come up with a unique, award-winning design of Collet chuck called AKE HP clamping system. It employs a new kind of clamping nut combined with a firmly fixed swivel nut.

This new design does not require a ball bearing thus eliminating the run out problems caused by damaged ball bearings. It boasts of an accuracy of 0.008 mm even at a very high spindle speed of 24,000 RPM.

Harmony series pre-milling cutters: It is now an accepted fact that the bonding strength of the edge band, the glue line and the overall appearance of the edge banded panel depends to a large extent on good pre-milling operation. But the price and life of currently available cutters are a matter of concern for the customer.

AKE has introduced a new series of pre-milling cutters called Harmony series to overcome these problems. It is a brazed type diamond cutter, but with some unique features. It has a special V groove design which allows a very smooth and easy chip flow, thus reducing the wear and tear of the cutter tips.

Its heavy design ensures that there is a constant centrifugal force applied to the panel edge to get a uniformly precise clean and flat edge for accurate edge band application. Though the Harmony series offers many advantages over conventional cutters offered in the market at present, its operation cost is considerably less.

Many internationally renowned machine manufacturers have made AKE their OEM partners. For example, Biesse has made AKE its OEM supplier for saw blades for their Selco series of machines.

Shreepal Trade Impex, under technical guidance from AKE Knebel, will soon be establishing servicing centres across India for tool regrinding using the most sophisticated CNC machines, to ensure that AKE customers get the quality service from the tool throughout its working life.



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Jai introduces more new machines



International trade fairs like DelhiWood and IndiaWood have always been a gateway for manufacturers to reach their buyers directly and make their presence felt amongst many big players.

Participating in such business events takes the brand closer to customers, helps companies serve them better, promotes region-specific markets and expands the network and customer base.

The Jai Industries stall was the centre of attraction with more than 50 machines on display, including its WudPro (solid woodwork) and Modula (panel processing) ranges.

Jai Industries' entire team was attending to customers' queries and organising demonstrations. Jai Industries booked a lot of machines for immediate delivery and generated inquiries (including many from overseas) that will keep prospective customers engaged with company for a long time to come.

HQ circular saw

On the first day of DelhiWood, Jai Industries launched its new professional automatic panel saw, the J3200.in. It has a heavy duty sliding table of 3200x 435 mm and extra-heavy-duty sawing unit with a circular saw 400 mm in diameter.

The automatic machine comes fitted with motorized up/down and tilting of saw unit, as well as a motorized up/down scoring unit. The motorized rip fence is electronically programmed and can be easily and completely retracted.

It has an overhead electronic control panel for easy operation of the machine, as well as an overhead blade guard with retraction from the work table.

The approximate weight of the machine is 2,000 kg, against a normal weight of similar saws of 750 kg. There is extra support on the rip fence side for better cutting of wide panels.

Specifications	
Unit	Technical Parameters
Sliding table length	3200 mm
Sliding table width	435 mm
Main saw unit	
Max. saw blade diameter	400 x 30 mm
Saw blade speed	3000/ 4000/ 5000 rpm
Saw Blade tilt	90°- 45° (automatic)
Maximum cutting depth (90°)	125 mm
Maximum cutting depth (45°)	88 mm
Up-Down saw blade movement	Automatic
Motors for saw blade	7.5 HP
Scoring saw unit	
Scoring blade speed	8500 rpm
Lateral adjustment scoring blade	± 3 mm
maximum depth of cut	5 mm
Motor for scoring unit	1 HP
Other specifications	
Cutting width / rip capacity	1220 mm
Dimension main saw table	700 x 1100 mm
Dimension extension table	800 x 1035 mm
Dimension cross cut table	1500 x 600 mm
Length cross-cut fence	2000 mm (telescopes to 3200 mm)
Machine dimensions (LxBxH)	3400 x 3770 x 1800 mm.

Automatic edge bander

Jai Industries' automatic edge bander, the J-5500PRC.in, is a sturdy built heavy-duty machine to suit Indian working condition for precise application of edge banding material.

A robust feed chain and conveyor system with German gearbox (with long life synthetic lubricant) employs effective pressure on panels. The pre-milling unit smooth the panel for achieving perfect joint line of the edge.

Pre-heating is required at the in feed fence, to remove moisture from panels. It can band edges to wooden strips of up to 12 mm.

It is a high performance machine with feeding speed of 14 metres/ minute, resulting in more production. The innovative pre-melting sensor-operated glue tank with glue drop system consumes 50% less glue compared to other edge banders, which results in increased profits.



No setting is required to change from thin to thick PVC edge band, and it is easy to change over from PVC to wooden edge bands.

To trim the rough edge two compact and powerful high-frequency motors do the work, A trimmer flat cutter for wooden strips as well as for PVC/ABS, trims the straight edge of panels.

Two compact and powerful high-frequency motors guarantee best finish on edge, sliding on two prismatic guide ways with recirculation ball bearings.

Edge scraping and anti-adhesion liquid gives the best finishing touch to the PVC/ABS edges, leaving no trimming marks on panels.

The SmartTouch PLC panel is easy to access, user-friendly and positioned at the machine in-feed, for easy and quick operations. All electronic and pneumatic parts are from well known international brands. To check out this and more, visit Jai Industries in Hall-12, B101.

Technical Parameters

Work piece thickness range	10-50 mm
Minimum work piece width	100 mm
Minimum work piece length	120 mm
Edge banding thickness	0.4-0.3 mm
Air pressure required	6-7 kg/cm ²
Working temperature range	180-200 °C
Total power	17.5 HP.



Auto 3-head boring machine

Jai's automatic triple-head multi-boring machine (J-2103.in) is equipped with one horizontal and two rotating vertical boring heads (0-90 degrees) with 21 spindles, for executing holes in a line for wardrobe side processing and a electronically programmed motorised vertical head.

It is also equipped with quick change spindles, strengthened frame to hold boring head, adequate and effective pneumatic clamps, and easy and quick settings to regulate drilling depth.

It has a smart touch, electro pneumatic PLC control panel that is elegantly designed and a long aluminium fence with four reference stops for big panel. The auxiliary support frame with fence gives better solution for long panels and the machine is equipped with a foot switch for convenient operation.

Both vertical heads are motorised so it can be set from the PLC control panel. The vertical heads can slide away on rolling guides, and rotate by 90 degrees, giving more location positioning.

The aluminium fence has four reference stops that slide on support rollers, for smooth positioning. This makes it easy to feed long work pieces.

Boring head adjustment can be easy and quick. An auxiliary support frame with fence gives better solution for long panels with flip-over brackets.



Rushil Decor sure of upswing in MDF

1 *The Rushil Decor stall at DelhiWood was designed aesthetically and attracted many manufacturers, architects and interior designers.*

The use of MDF (medium density fibre boards) is growing at a rapid pace in India, and the prospects of its growth in interior and exterior applications are tremendous in the near future, according to Rushil Decor Ltd.

This was the outcome of its participation in DelhiWood 2017, which concluded in Greater Noida on 4 March. Rushil Decor is an Ahmedabad-based manufacturer and star exporter of MDF, pre-laminated MDF boards and high-pressure laminates.

At DelhiWood, its theme was: 'Beyond Imagination, Innovative Usage'. Having met different categories of end users and industry experts at the trade show, Rushil Decor states that it is now well established that with increasing automation of the furniture industry and the entry of more organised manufacturers, the MDF market would grow exponentially.

There is increased awareness and acceptability about the benefits of using MDF, and a shift is expected from unbranded, unorganised plywood manufacturing to MDF.

There is already a growing demand in raw boards and value-added MDF panels, and the steady growth in the commercial, health care, hospitality and residential sectors will lead to increase in demand.

Among other factors that will be responsible for the growth of the MDF sector in India are its easy and smooth workability, innovative conversion into value-added products, and wide range of application, both in interiors and exteriors.



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The trade fair of innovations

Like its predecessors, Interzum 2017 (16-19 May, in Cologne, Germany) is expected to provide key momentum for the design of tomorrow's living environments. It is the furniture and interior construction industry's central communication platform and the ideal setting for companies wanting to present their ideas to the whole sector in one go.

The most innovative products, new technological developments and innovations in materials are presented at the largest industry event worldwide. The whole sector attends the trade fair to experience product premieres first-hand and to get a glimpse into the future.

Topics such as the conservation of resources, sustainability, upcycling and the increased interest in digitalised living environments are all covered. This is where the trends and visions that will create future living spaces using modern materials, outstanding design, and exclusive innovations come to life.

Interzum is also source of inspiration for product developers, designers and architects. Its comprehensive supporting programme, complete with the bestowing of the renowned Interzum awards, offers no end of stimulation.

One of the key features of this trade fair is the highly international character of the exhibitors. In its previous biennial edition (2015), it saw the participation of 1,561



Who Should Visit

- Furniture manufacturers
- Architects / interior designers
- Office / commercial furnishers
- Product designers
- Skilled woodworkers.

exhibitors from 57 countries. The display area of 1,63,000 square metres at the venue attracted 57,500 visitors from 143 countries.

For further information, and advance booking of show tickets, write to interzum@visitor.koelnmesse.de.

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Ligna beckons Indian manufacturers



The 2017 edition of Ligna, the world's focus of woodworking technology, machinery and tools, processing and finishing, will run from 22 to 26 May in Hannover, Germany, featuring more than 1,500 exhibitors from 45 countries.

Technology companies from Germany, Italy, Austria, Spain, Turkey, Denmark, China, and the Netherlands are the top 10 exhibiting nations. The event is expected to attract trade visitors from 90 nations.

According to Mr. Ingo Bette, Marketing Director of VDMA, the German woodworking machinery association, the trade fair is arguably the largest and the most important expo in the world on several parameters.

This year exhibitors will occupy more than 1,22,000 square metres of net display area that will showcase industry process and product innovations spread over 10 halls. Besides, the venue will also have an extensive open-air site that will also be used by exhibitors.

The highlight of this exhibition will be the successful implementation of the new thematic layout adopted by Deutsche Messe and VDMA. The sections will include 'Tools

and Machinery for Custom and Mass production', 'Surface Technology', 'Machine Components and Automation Technology', 'Wood-based Panel production', 'Energy from Wood', 'Sawmill technology', 'Forestry Technology', 'Integrated Manufacturing' and 'Processing of Composites'.

India presence

Dwelling briefly on the sub-continent Ingo said India was a growing market and was an important player in the international market. However, although India had a large number of world-class manufactures, only around five had registered as exhibitors.

This, he said, did not reflect diffidence on the part of Indian manufacturers, but rather on the fact that India provided a large enough market and hence they did not have to look at the overseas market.

This scenario is different from China where, even though the domestic market there is large, China still figured as one of the largest exhibitors at the biennial woodworking expo.

Speaking briefly at the press meet organised on the sidelines of DelhiWood, in Greater Noida, in early March, Mr. Vidhur Lal, Director of Matrix Cutting Tools Pvt. Ltd., highlighted the positive experiences he had at the exhibition and how orders he had generated there had grown his business.

He reiterated that India had world class machinery manufacturers who could easily compete on the world stage, especially with China. He felt that Indians were looked upon positively by the Europeans especially on ethical grounds. "We need to cash in on this by ensuring greater participation," he added.

Ingo emphasised that it was imperative that the Indian market kept abreast with information on how industry was working towards 'Industry 4.0' and, going forward, knowledge on relevant subjects like 'Internet of Things' would be critical.

Attending such events at Ligna 2017 was one way of updating one's knowledge, he added.



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Western India on cusp of big business growth

Third edition of the international trade fair for furniture production technologies and woodworking machinery is scheduled for 12-14 October in Mumbai



Western India is expected to be the highest revenue contributor in the Indian furniture market due to the presence of a large number of industrial hubs and upcoming infrastructure developments in these regions.

Keeping this in mind, MumbaiWood 2017 is scheduled to be held from 12-14 October, 2017, at the Bombay International Convention & Exhibition Centre, in Goregaon, according to Mr. Sivakumar, General Manager and Exhibitions Director at PDA Trade Fairs.

The Mumbai-Thane and Pune-Nashik belt in Maharashtra, the Ahmedabad-Surat corridor in Gujarat and the Jodhpur-Jaipur cluster in Rajasthan are already poised for further growth in the furniture and panel manufacturing sectors.

Tier-II and Tier-III towns such as Satara-Kolhapur, Indore-Bhopal and Raipur-Bilaspur belts in Maharashtra, Madhya Pradesh and Chhattisgarh respectively are also racing to set up furniture manufacturing, to meet the enormous demand for office and residential furniture and doors sets.

MumbaiWood aims to bring together all

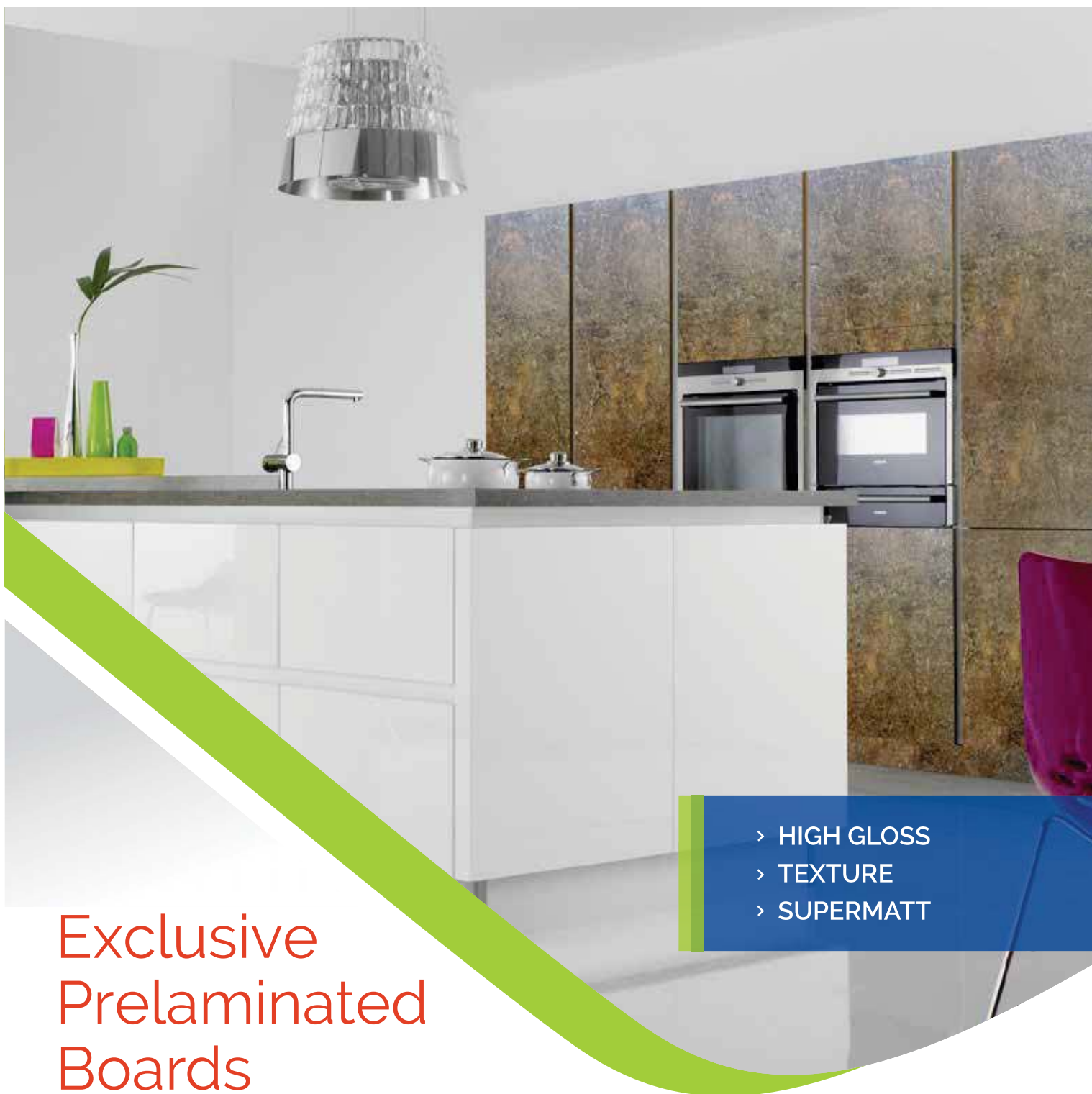
sectors of the industry precisely for the benefit of these expanding hubs in the hinterland. Moreover, Sivakumar says, nearly 50% of the total employment in furniture manufacturing is concentrated in Maharashtra, Gujarat, Bihar and Chhattisgarh.

“Looking at the growth of IndiaWood-2016 and DelhiWood-2017 in terms of participation and the visitor turnout, we believe MumbaiWood will soon transform into a must-visit exhibition for the industry,” Sivakumar says.

MumbaiWood will bring in more than 250 exhibitors and 10,000 trade visitors. The event will be spread over 8,000 square metres.

Riding on the back of two very popular and successful regional events in 2013 and 2015, the organiser of MumbaiWood, is ramping up its efforts to attract visitors from across Asia.

The event will be a unique platform for domestic and global brands to showcase furniture manufacturing and woodworking technologies, raw materials, fittings, accessories and products for wood-based industries and interior design.



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1 *The hidden fixing system with translucent coating of this commercial property in Pune has maintained its dimension, lustre and colour after exposure to varied weather.*

Accoya, the world-leading wood manufactured by the UK-based Accsys Technologies, is one of the most versatile and widely used brands, both in India and overseas.

Almost every test imaginable has been carried out – from an assessment of heat retention compared to other wood products in hot conditions, to Accoya's capacity to avoid falling victim to wood loving termites – which are able to destroy some of the naturally toughest woods in the world.

Indeed, for the first time ever, India has ready access to water- and termite-proof wood. But, as always, there are those who still need convincing of its attributes, and for these sceptics there is a host of research to back up these claims, which they could refer to.

Commercial property

One of the largest real estate firm in Pune was looking to make a striking impact for its brand new 3,00,000-square-foot commercial

property headquarters in India's sixth-largest city.

The architect, one of the most respected in India, had a vision to translate his client's requirement for this signature project by using wood in an external application. The architect was reassured by the dimensional stability and aesthetics provided RitikaaWood cladding products using Accoya.

Using Accoya of approximately 30 km in length, the tongue-and-groove hidden fixing system with translucent coatings, have maintained their dimension, lustre and colour after exposure to the humid and highly temperate Pune weather.

Accoya was used in conjunction with other materials for gate cladding, terrace beams and wall cladding areas. This resulted in the building becoming the most well-recognised commercial buildings in the city and is a landmark in the upscale University Road locale.

Delhi farmhouse

Accoya was used to create a series of doors and facades throughout a stunning 3,000-square-metre farmhouse in Delhi in 2012. The architect was faced with the paradox of finding a wood able to withstand both the extreme heat and humidity of the outside, and also intense air conditioning within the farmhouse.

Only a timber as dimensionally stable as Accoya could provide product solution, and ▶

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particularly when temperatures are as high as 45 degrees C in central Delhi.

Spread out over two floors, the entrance door was constructed out of solid Accoya, measuring 1.5 metres wide and 4.2 metres high, with a 4-mm clearance around the edges. The architect specified Accoya for cladding, curtain walling and 4.2-metre-high Accoya French doors with the confidence that it will last in the extreme climate.

Luxury home

Accoya wood was used in the renovation of a private Indian residence five years ago. Located in central Pune, the owners of the property required windows and doors for their modern three-storey suburban bungalow.

The residence, which is home to a large joint family, needed a premium and unique look to complement the other wood and luxury interior furnishings.

The renovation, which was completed in March 2011 and supplied by RitikaaWood in India, consisted of a two-track sliding door and a combination of two- and four-shutter windows with casement frames.

With the Indian climate so prone to change, any material used must be up to the challenge of facing varying and extreme weather. Accoya proved to be the perfect answer to the requirement.

Dimensional stability

When it comes to stability, independent tests by the Timber Research and Development Association have shown that acetylated wood has minimal distortion, even under experimental conditions designed to induce cupping.



In these tests, Accoya was shown to outperform other timbers commonly used for cladding.

The benefits of such stability are particularly important in applications where design details, such as wide boards or open mitre joints, push the performance of timber beyond traditionally acceptable limits, or where the cladding is to be coated.

The stability of acetylated wood such as Accoya results in less frequent maintenance than for other timber cladding as there is less shrinkage and swelling.

– The Accoya wood production process and its future developments are available as a license to interested parties wishing to operate their own Accoya plant and develop their markets. For details visit www.accsysplc.com/licensing.

2 Accoya is able to withstand both the extreme heat and humidity of the outside, and the intense air conditioning within this Delhi farmhouse.

3 Accoya met all the architect's demands on windows and doors for this modern three-storey suburban bungalow.

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1

Sustainable forestry changes conversation about wood

1 *Priorities for the use of British Columbia's forest lands are developed through community based consultation and strategic planning to establish land use direction and objectives.*

Concerns about the environment are growing and echoing in every quarter of the world. Controlling global warming through effective reduction in carbon emissions and switching to greener alternatives in every sphere of consumption is the focus of efforts towards a sustainable future.

The construction industry by itself has a huge carbon footprint. Mining for construction materials, transportation, noise and dust during the construction process are factors pointing towards the need for switching to greener, natural materials.

Wood is one of the most natural resources and has been a material of choice for design and construction for centuries. However, illegal

logging and thoughtless deforestation has cast a stigma over extensive use of wood. Apart from this perception, issues like poor quality and lack of standardisation of material have led to limited use of wood in building spaces.

However, the fact is that when done right, use of wood in design and construction can actually benefit the planet profoundly.

Canada is home to 10% of the world's total forests and British Columbia (B.C.), which represents 50% of Canada's lumber production, is a global leader in sustainable forest management. B.C. is at the forefront of demonstrating how using wood from sustainable sources can actually have an overall positive impact on the environment.

Forest practices

About 95% of B.C.'s total 135.9 million acres of forests are government-owned and only 40% of that forest is available for commercial harvest. Less than 0.5% of B.C.'s commercial forest is logged per annum.

By law, all harvested areas must be regenerated with native species within a specified time frame. B.C. is the largest exporter of forest products in the world and its forest management practices more than offset the carbon footprint generated during production and transportation of sawn lumber.

B.C. has advanced forest policies that evolve to meet current needs and to reflect the latest research. An independent study in 2009 found that the region has some of the most demanding legislation in the world.

About 95% of B.C.'s forests are publicly owned and priorities for the use of these lands are developed through community based consultation and strategic planning that establishes land use direction and objectives.

The Forest and Range Practices Act governs the activities of forest and range licenses in B.C. and legislates on-the-ground results. It is built on a foundation of professional skills and accountability and ensures public lands provide a mix of benefits such as timber, recreational opportunities, water quality, wildlife habitat and countless other values.

The Act requires that licensees prepare forest stewardship plans that show how operations will be consistent with objectives set by government. It also regulates construction, maintenance and deactivation of forest roads.

The regulatory regime specifies requirements to conserve soils, provide sustainable reforestation, and protect riparian areas, fish and fish habitat, watersheds, biodiversity and wildlife.

B.C. is well positioned to support results-based forest regulations. It has registered professionals and a multi-faceted compliance and enforcement regime.

The programmes used in B.C. – the Programme for the Endorsement of Forest Certification (PEFC), Canadian Standards Association (CSA), Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) – all promote principles, criteria and objectives that are viewed around the world as the basis of sustainable forest management.

Similar to B.C.'s regulatory regime, they all ensure that biological diversity is conserved, timber is harvested sustainably and wildlife habitat, soils and water resources are conserved.

B.C. has more third-party forest certification than any other jurisdiction except for Canada as a whole, providing added assurance of sustainable forest management. ▶

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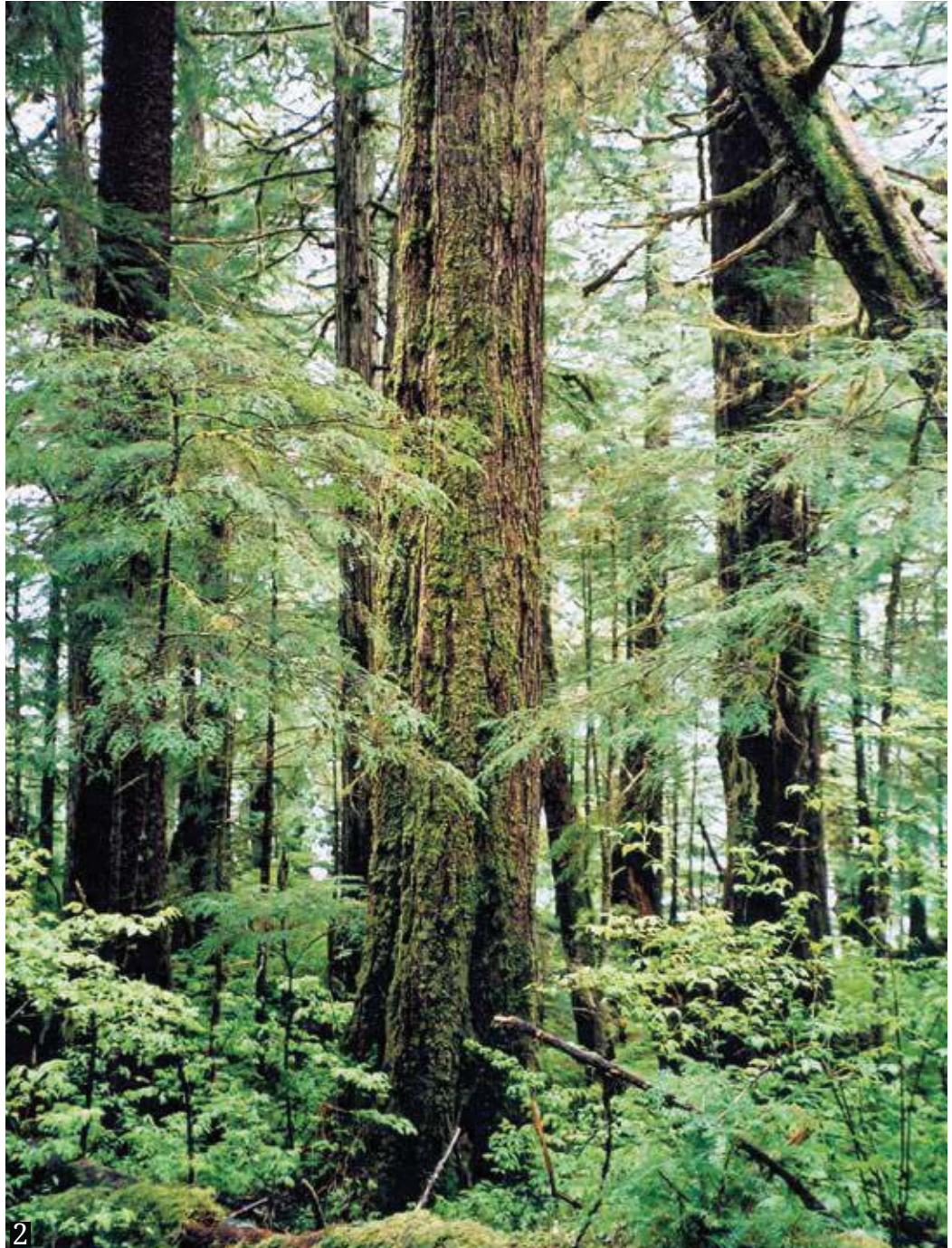
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2 *British Columbia, in Canada, is well positioned to support results-based forest regulations, has registered professionals, and a multi-faceted compliance and enforcement regime.*



Transportation impact

Wood imported from B.C. is certified, and though the distance between India and B.C. is significant, its transportation does not have a negative impact on the environment.

For every container of lumber sent to India from B.C., 17,498 kg of carbon gets taken out of the environment for the life of the products.

Due to its astounding capacity to offset carbon emissions and natural properties, wood is the most promising material of the future. The important factor that one needs to bear in mind is that wood used should be responsibly sourced and certified.

B.C., Canada, offers a broad range of beautiful,

high performance certified wood species and grades to suit different applications and budgets. So next time you're planning to do build something new, make sure certified Canadian wood plays an important part in it.

FII India, funded by the government of B.C., Canada, represents Canadian wood in India for all its five species: Western Hemlock, Douglas-fir, Yellow-Cedar, Western Red Cedar and Spruce-Pine-Fir (SPF).

FII works closely with architects, manufacturers, importers and real estate developers to provide technical and procurement assistance for their requirements free of cost. (www.bcfii.in) ■



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Young Uganda urges climate action



1

Deforestation, wider environmental degradation and resulting climate change are serious problems for Uganda that demand urgent action, including deeper engagement in the FLEGT initiative. **Mr. Charles Batte** (28), a qualified medical doctor-turned-social entrepreneur, tells us why.

1 *Ongoing deforestation activities make out a strong case for tree adoption in Ugandan forests.*

The founder and CEO of Tree Adoption Uganda, Charles has witnessed the inter-link between forestry, the environment and social and economic well being of people and communities since childhood.

I became involved in agriculture young, starting out by planting 10 hectares of maize. However, the crop dried up due to increasingly unpredictable weather patterns resulting from climate change, which in turn, I believe, is accelerated by deforestation.

There's growing awareness of these issues in Uganda as farming is the main economic activity and adverse climate change impacts in the sector have become increasingly apparent.

Some people still feel incapable of doing anything about it – and it is a major task for us in Uganda given our lack of clear regulation

and ineffective implementation of environmental laws we do have.

Poor governance also means illegal logging continues, while poverty and rapid population growth lead to community encroachment on forests. In addition, we face poor urban planning and corruption.

But while some feel powerless to make a difference, others are becoming more proactive, with greater involvement in environmental protection and, notably, tree planting initiatives.

People's participation

One key moment that further raised public concern, but also showed that people can make a difference, came in the 2000s when government authorized destruction of part of the Mabira rainforest for sugar plantations. There was public uproar and the plan was abandoned.

My own personal loss caused by climate change motivated me to engage in environment sustaining activities, such as afforestation. My main interest is creating innovative ways for communities to build climate change resilience and simultaneously gain control of their future.

This led to the launch of Tree Adoption Uganda (TAU) and its associated Tree Capital



2



3

programme, youth-led social enterprises that leverage tree planting to combat climate change, unemployment and illiteracy.

Young people in particular are looking for ways to get involved in these areas. TAU and Tree Capital not only create channels for their active engagement in environmental protection, they also give them the skills, including in tree planting and cultivation.

Working in partnership with environmentally responsible companies, these programmes fund young people to set up agri-businesses, including tree nurseries and plantations. This not only creates livelihoods, it gives them a sense of attachment to their environment and particularly highlights trees' environmental role.

While such projects represent real progress, we still need the government to be more supportive and proactive. This should include, I believe, progressing its involvement with the EU's Forest Law Enforcement Governance and Trade (FLEGT) initiative, leading ultimately to it signing a FLEGT voluntary partnership agreement (FLEGT-VPA).

Forest maintenance

Forest product-based industries can be a key part of forest protection and support strategies. We need their products and they can incentivise forest maintenance. However, it is imperative they are regulated to ensure the long-term good of forest and environment.

This is what FLEGT and the FLEGT-VPA are designed to achieve through establishing effective legality assurance systems.

I also believe in a human-centred approach to these issues, involving all stakeholders. This ensures support from communities and programmes that work in their interest. While I'm not involved in FLEGT, I understand that stakeholder engagement is central and that it

empowers local people to ensure rules are enforced.

The FLEGT-VPA also generates responsibility in both timber sellers and buyers by highlighting their social and environmental responsibility.

Uganda's involvement with a FLEGT-VPA is still at discussion stage and awareness of its potential impacts for communities and small businesses is not high. So it is important that it is publicised more widely, to give people the opportunity to get involved early in its development.

So there are positive initiatives underway in Uganda and I am optimistic for the future. But we still face big challenges and need to take further steps.

School curriculum

I'd like to see environment and forestry taught more in schools and higher education, along the lines of TAU's Trees4school and book camp programmes. We additionally want the government to provide greater support for people and communities working in this whole space, especially the young, and give tax breaks to companies backing them and such causes as reforestation.

And, of course, I'd also like to see it advance our involvement with FLEGT. I was thrilled to be able to explain TAU's vision at this year's World Forestry Congress through its young speaker competition.

This created an unprecedented platform for young people to tell key players in government and industry that we are tired of words. We need action and action that has a meaningful impact.

– As told to Mike Jeffree, Communication Consultant to the Global Timber Forum (mjeffree1@gmail.com)

2 Team work has helped Dr. Charles Batte's (right) Tree Adoption Uganda grow.

3 Involving all stakeholders ensures support from communities and programmes that work in their interest.



Indian exports will soon bear bar codes

Wooden handicrafts from India sold abroad will soon have to carry unique bar codes with details of the wood used. Somebody buying a decorative wooden elephant or a wooden handicraft that is made in India will be able to know the origin as well as history of the wood used to make that piece.

The Economic Times reported recently that the initiative of the Union textiles ministry aims at building confidence among overseas consumers on legal harvesting of trees.

"In six months, we will do the web bar-coding of wood products. Consumers will know from which tree it has come and how harvesting was done. This will build confidence in overseas buyers," Mr. Rakesh Kumar, Executive Director of the Export Promotion Council for Handicrafts (EPCH), was quoted as saying.

This bar code will be in addition to the Vriksh certification that the government issues on due diligence adopted by exporters in procuring wood from legal sources for manufacturing handicraft articles and transporting them.

The Vriksh shipment certificate is a standard

norm designed to allow companies to avoid trading in illegally harvested wood. The certificate is required by all categories of exporters who ship goods containing sheesham or rosewood from India.

The EPCH also issues Vriksh certificates. Sheesham products accounted for nearly 70% of exports.

Once implemented, the move to bar-code wood products will make India the only country after Australia to put a tracing system in place for timber.

The move follows enactment of tough laws against illegally harvested timber by several countries to deal with the globally widespread illegal logging.

Exports of wooden handicrafts from India stood at Rs 2,187.82 crore in the April-September period in 2016, up from Rs 1,916.95 crore a year ago.



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AHEC's 'Seed to Seat' project makes its mark

1 The unique exercise has thrown the spotlight on underutilised hardwoods from America

2 AHEC has calculated that it would take a mere 3.32 seconds for all the wood used in the seven seats to grow in US hardwood forests.

The American Hardwood Export Council (AHEC), the leading international trade association for the American hardwood industry, has unveiled its 'Seed to Seat' furniture collaborative at 'Design Days Dubai', West and South Asia's only annual fair dedicated to collectible modern and contemporary design works, which opened in March.

Given an open brief and asked to design 'something to sit on', the designers worked closely with AMBB Furniture Manufacturing and created seven unique pieces using American tulipwood, red oak and cherry.

The seven seats were designed and made by some of the most prominent and exciting designers based in the UAE: Fadi Sariheddine, Anna Szonyi, Tarik al Zaharna, Bruce Paget, George Kahler, Pallavi Dean and Hana Akram.

"Our collaboration with the seven designers and AMBB Furniture Manufacturing has resulted in a fascinating approach to working with timber, which has made a comeback over the past few years. This unique exercise



2

has thrown the spotlight on the beauty of American hardwoods and helped the designers explore the creative potential of underutilised hardwoods from America," said Mr. Roderick Wiles, AHEC Director for Africa, West Asia, India and Oceania.

With 'Seed to Seat', AHEC aims to identify the true environmental impact of design and build on its extensive work with life cycle assessment (LCA). For each design, AHEC has also calculated how many seconds it would take for the wood used to make the piece to be replaced through natural regeneration in US hardwood forests.

Factoring in the size of the forest, annual harvest rates, natural mortality and regeneration rates, AHEC has calculated that it would take a mere 3.32 seconds for all the wood used to grow in the forest.

Due to the carbon storage properties of wood, for the duration of their lifetimes, all of the seats will keep a total of 673.26kg of CO₂ equivalent out of the atmosphere, Wiles added. (More at www.seedtoseat.info).

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Robland launches new panel saw



The Belgian machinery manufacturer, Robland, launched its NZ 3200 automatic saw, at DelhiWood 2017. It is a machine with several options.

Movement in both directions 2 x 45° mitre cross-cut fence is a standard feature on the machine. The overhead saw guard is hinged, which makes it easy to fold it out of the way. There is an options with a support table.

The roller serves for the long and heavy pieces, a basic help for fast, simple and effective manufacturing.

Orderly, organised and ergonomically placed controls characterise the simplicity of the panel saw's design. The movable device with start-stop function for the saw blade and scoring unit comes with auto star delta.

A quickly adjustable scoring unit thickness also has transparency for more safety, and a standard wide but small saw hood.

The optional digital flip stop on the crosscut fence guarantees reliable repetitive

precision. The optional digital read out on the parallel fence offers versatility and exact measurements.

Optional features are : support table with extra squaring fence; parallel fence with micro adjuster; and a digital read-out.

The machine works on 230V/ 400V 3-phase electrical connection; and has 5.5 kW motors. Its total weight comes to 1,050 kg.

The diameter of the saw blade and bore are 400 x 30 mm, running at up to 5,000 rpm. The saw blade tilts from 90°-45°, and achieves a cutting depth of 125-100 mm.

Dimension of the cross-cut table is 1420 x 650 mm, while that of the cross-cut fence is 2100 mm. The panel saw comes with dust suction ports (120 + 80 mm).

New Egger decorative collection unveiled

The new stock range, presented by the Egger's partner in India, Decora Kitchen Interiors, at DelhiWood 2017, is a comprehensive range of decors with supporting products and services designed to allow work with speed, confidence and success.

All 300 decors in the collection 2017 are arranged into nine grids and are clustered into nine decor groups. An array of 22 scintillating textures, further enhances the decor line-up. The range is available in all major substrates: pre-laminated boards, ABS edge bandings and laminates, all in matching decors and textures.

PerfectSense Matt is a premium category finish with an MDF substrate that meets the demand for high quality finish. This product appears in some of the more sophisticated living and commercial spaces, as well as in

high end retail and furniture design.

PerfectSense Matt is an extremely matt surface, that comes with an anti-fingerprint finish. Possible applications include wall panelling, wardrobes or furniture fronts.

FeelWood Premium Wood Grains with its synchronised pore textures, add expression and character, depth and realism to the product, all with the aim of making them indistinguishable from the original material.

They allow the mixing and matching of decors for the harmonious look; creating higher value projects and ranges with this well selected collection.

The principal of synchronised pores is to align the texture and grain of the wood to achieve a result that until now had been reserved for wood veneers only.



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Sanding without dust: Norton tells you how

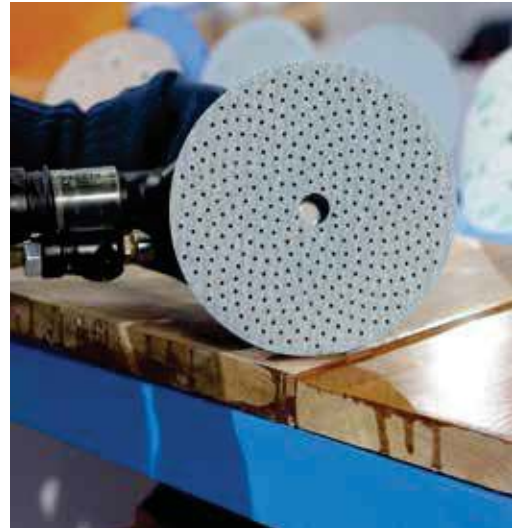
The 'Golden Spiral', which is a logarithmic spiral based on a series of identically proportioned golden rectangles, each having a golden ratio of 1.618 of the length of the long side to that of the short side of the rectangle.

Norton Grindwell has applied the laws of Nature to create the most perfect and powerful sanding disc, the A975 Norton Multi-Air Cyclonic disc, designed on the cyclone pattern using the Golden Spiral, making it is the most effective disc when it comes to keeping the work area free of contaminants.

The Golden Spiral configuration of the holes allows the vacuum to pull the dust through the pad, creating an upward force, like a cyclone. The random orbital motion of the sander provides the lateral force, creating an ideal balance between the abrasive surface and the dust-extraction holes.

The patented Multi-Air Cyclonic disc has 346 holes in a 6-inch disc that are precisely cut by a laser. Unlike a die-punched hole, which causes deformation at the hole where dust can collect, thereby reducing cut and the ability to extract dust, the precision laser cut holes are true and flat and aid in directing dust into the holes to reduce contamination in the shop.

Multi-Air Cyclonic discs can attach to any multi-hole (54+ holes) backup pad since the holes in the disc do not have to be matched up with the holes in the pad.



Multi-Air Cyclonic discs are 89% more effective than conventional ones and 42% more effective than others. The advantages this renders are:

- Create a cleaner work space with virtually dust-free sanding
- Deliver more productivity with fewer product changes
- Reduce labour costs per job with less sanding time
- Generate more profit with longer product life.

Norton's premium product for all wood sanding applications, the A275 no-filament Adalox paper sheets, are manufactured with premium grains and stearate coating and are the answer to the Indian woodworking industry's needs.

Typical applications are filler sanding, between sealer coats, lacquer sanding. These sheets come in 9"x11" sizes and grits of 80-1000.

Among its features are premium treat-treated tough aluminium oxide grains; unique fibre-reinforced B-Wt latex-saturated paper; water-based stearate; non-pigmented no-filament coating.

Among its benefits are high cut rate and extended product life; 60% improvement in tear strength and flexibility; and maximum load resistance and extended life.



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ProfilCut Q Premium is the quickest profile tooling system



Leitz, the leading manufacturer of tools for industrial processing of wood, wood derived materials, plastic and compound materials, has the quickest profile tooling system in the industry.



Whereas conventional systems reach their limit at cutting speeds of 80 to 90 metres (maximum) per second, the new generation ProfilCut Q Premium is approved for cutting speeds of 120 metres per second.

This allows users to run higher feed speeds with the same number of teeth, increasing productivity and output. Additionally, the new profile tooling system distinguishes itself in processing quality and performance.

During the development of ProfilCut Q, Leitz paid strict attention to high running accuracy.

Together with high speeds this leads to improved finish quality.

Knife changes

Leitz engineers also integrated a handling advantage during the development of the new ProfilCut Q Premium. Normally, operators had to remove conventional complex tool sets from the machine and disassemble them before being able to change knives.

With ProfilCut Q Premium the main and secondary knives, such as edge-rounding knives, grooving knives or spurs, can be easily accessed and changed within the tool set. This saves a lot of time.

The option to simply change knives within the set is another USP of ProfilCut Q Premium.

One reason for superior cutting speed of ProfilCut Q Premium is its newly developed clamping system by which the knives are axially and radially clamped without clearance. The enhanced running accuracy of the new profile tooling system can also be attributed to the clamping system.

Leitz engineers, who worked on this project for two years, realised that profile tools with higher cutting speeds would not be possible with available clamping systems and soon the new clamping system was developed.

Eye-catcher

Another contributing factor to ProfilCut Q's cutting speed is the unique design of the tool body that makes it harder and more wear-resistant. The aluminum body reduces noise by 3 decibels compared to conventional tools, and decreases vibration during operation.

The ProfilCut Q tooling system is universally applicable, especially for production of windows and doors, furniture and flooring, and shows its full potential as the perfect solution for customers using stationary technology and producing high volumes of parts.

In addition to solid wood and wood-derived materials, plastics and special abrasive materials can also be processed.



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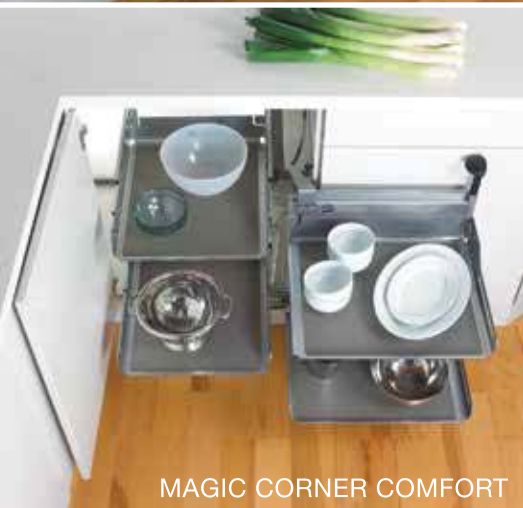
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Each machine is precision manufactured by the finest craftsmanship. They produce accurate tenons and mortises for superior jointing effect. But they are ruggedly constructed throughout, for maximum stability while at high speed operation.

All Yow Cherng machines are subject to rigorous quality inspection before shipment to ensure years of dependable operation performance. For superior tenoning and mortising operation performance, Yow Cherng machines are your best choice.

YRT-115

This machine is designed with two work tables for efficient operations and produces various tenons such as straight, miter, dovetail and T-shaped.

Three tenon directions (horizontal, vertical and 45°) can be changed quickly by turning the positioning disk. A mechanical meter is provided for high accuracy adjustment of tenon sizes.



The oil-less bushings for the table support and the disk eliminate the use of lubrication. Manufactured from high tensile copper alloy for long service life, these bushings also feature impact resistance and maximum wear resistance.

When requested, a frequency inverter can be applied to control disk speed. It permits variable speed adjustment for various type of wood material. This device is recommended when cutting plywood, MDF, and easily cracked panel.

The cutterhead structure (standard) is suitable for medium hardness wood materials. Its production rate is 12 work pieces per minute, while its sharpening frequency is 6-7 days of operation.

The machine employs two speed regulator knobs to adjust the table feed forward and backward speeds. Variable feed speeds makes the machine ideal for cutting hard and soft wood.

YOM-120

The oscillation mortiser is built with two work tables in the front and back of the machine, giving high production capacity. Air clamps provide convenient work piece handling.

The mortising width and depth are adjustable, with the help of a table that can be tilted 20°. Table height is adjustable, and its feed forward speed is variable.



The cutter oscillation speed, controlled by a frequency inverter, is variable to suit various types of wood material. The specially designed oscillation mechanism assures high accuracy of mortising.

A centralised control panel provides convenient handling and ease of operations.

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High-value straight-line rip saw from Joway



Joway has recently introduced into the market its new straight-line rip saw, the JR-18 (10HP+2HP). The saw is equipped with a cast iron fence attached on a hard-chromium round bar, which enables accurate positioning when operating.

The JR-18 has a doubled-track chain conveyor that can handle a wide woodworking piece and allows for stable and precise operating.

The maximum working thickness is 95 mm and the distance between saw to the column is 660 mm, while the table area is 2000mm x 1160 mm.

The JR-18 is also equipped with a safety guard, mounted on the auxiliary roller, and an optional table anti-kickback finger to ensure safety.

For precise operating, optional devices such as digital control on the rip fence, powered elevation device and laser make working on the machine smoother and easier.

Other features of the JR-18 include variable speed conveyor, dual bearing driveline for the conveyor table and auto-lubricating system.

Wood-Mizer to unveil new saw mill lines at Ligna

Wood-Mizer will launch Titan, a new range of high-volume saw milling equipment, along with a new LX series of professional sawmills at Ligna 2017.

The company has made great strides at expanding its product technology into new product ranges, and this represents a giant leap into high volume timber processing.

The ruggedly constructed equipment is designed for maximum endurance and consistent high volume output. Titan lines are capable of producing over 150 cubic metres of round sawn timber per shift.

The new line of high volume saw milling equipment will be represented by several individual units: the WB2000 wide-band saw mill, a wide-band twin vertical saw, and a



high capacity Titan multi-rip saw and the Titan Edger.

The Titan machines are blue, to differentiate the new high output, wide-band line from the narrow-band industrial saw mills and the professional and mobile saw mills.

Previously shown in green and grey, the WB2000 has been added to the product range ▶

1 The Titan WB2000 addresses customer requirements for a wide-band capacity of 75-100 mm.

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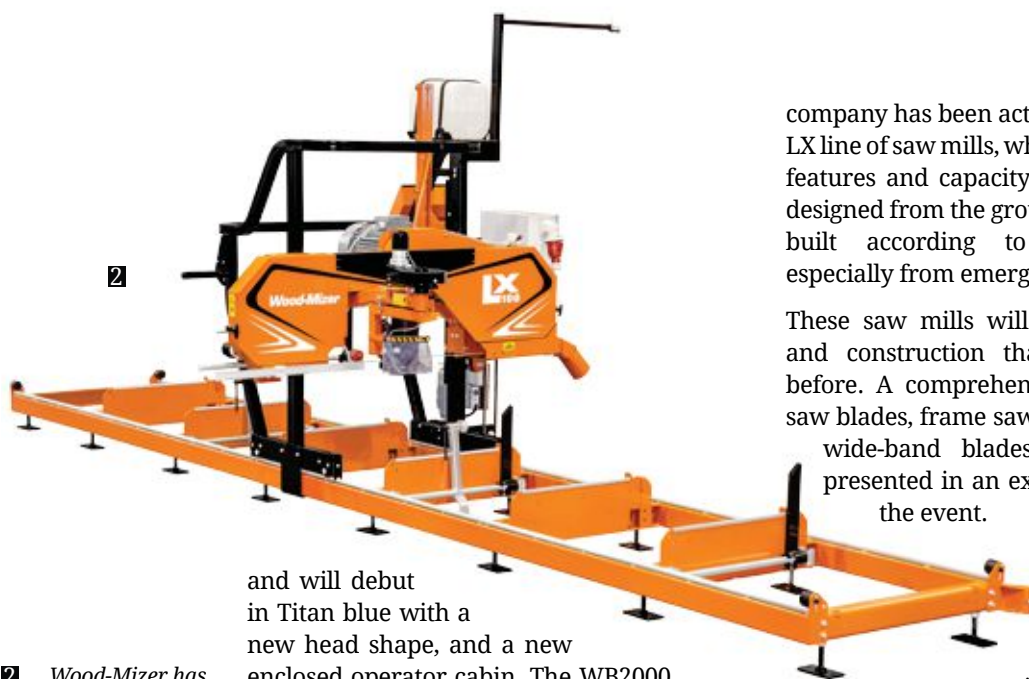
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2 Wood-Mizer has been actively developing the new LX line of saw mills, which present alternative features and capacity to the LT line.

and will debut in Titan blue with a new head shape, and a new enclosed operator cabin. The WB2000 addresses customer requirements for ease-of-use, affordability, durability, and a wide-band capacity of 75-100 mm.

But the blue equipment will not be the only new sawmill line to be launched. The

company has been actively developing a new LX line of saw mills, which present alternative features and capacity to the LT line. Newly designed from the ground up, the LX line was built according to feedback received, especially from emerging saw mill markets.

These saw mills will demonstrate features and construction that has never offered before. A comprehensive range of circular saw blades, frame saw blades, planer knives, wide-band blades and more will be presented in an expanded format during the event.

New advances in narrow-band blade technology will also be shown, particularly the new Vortex sawdust removal blade profile. This revolutionary profile results in practically zero sawdust residue on the board surface, avoiding a second process to remove sawdust before the kiln drying process.

Old-time appeal from ICA to enhance wood grain



In order to propose new colours attuned to current trends, the research and development laboratory of ICA Group has searched for and selected 12 pale, delicate shades with an old-time appeal.

The new colours, named Antiche Armonie, evoke the old-time charm of Italian rural life and satisfy the need to rediscover the warmth and simplicity of nature in daily living environment.

Vinaccia (grape red), Glicine (Wisteria), Cenere (ash), Spiga (wheat sheaf) are just a few of the new colours on offer – shades that

perfectly integrate with the style of modern furniture. Rediscover these natural colours for interior furnishings and welcome back the true authenticity of wood in both appearance and touch.

This special colour line is designed for applications on rustic wood, especially softwoods like Pine and Fir or hardwoods like Oak and Chestnut. These colours both enhance the natural grain and fibre of the wood and are pleasing to the touch.

The aim is to give the interior designer absolute freedom of choice: to create natural effects when the grain of the wood is visible, or to opt for more contemporary and industrial solutions such as mortar (cement effect).

While the light and delicate wheat sheaf colour enhances the natural look of the wood, Vinaccia is a unique grape red colour with a bold and decisive character. It is complemented by shades of magenta and pink.

Glicine is a particularly delicate shade that gives its environment a sense of elegance and tranquillity; a winning choice for stress-free interiors! The colour of the body of water, deep with rich hues (Lago) enhances the grain of rustic wood and brings out its natural beauty.

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Flexible replacements for vacuum machines



1

Vacuum suction plates in heavy use cannot be protected from wear. Many suction plates are vulcanised onto the base plate: once the seal is worn out, both need to be replaced, although the base plate is technically still functional.

This is neither sustainable nor economical – but EuroTech offers a solution. The specialist for vacuum technology offers a wide range of detachable seals, which can be combined with many different base plates. This saves time and money and is better for the environment.

If seals are vulcanised onto a base plate, the suction plate can no longer be separated. Worn-out seals produce special waste due to the two very different materials used. Disassembling these suction plates is also extremely time-consuming.

With EuroTech suction plates, the worn-out seal can simply be detached from the base

plate and replaced within seconds. As seals only cost a fraction of the price of a complete suction plate, this solution considerably reduces the cost of the replacement.

Only the worn-out seal is thrown away; the base plate remains in use. The system is similar to car tyres, says Mr. Michael Renger, Sales Manager at EuroTech. “After all, you wouldn’t dream of throwing away your wheels just because your tyres are worn!”

Another advantage of the replaceable seals by EuroTech is their high combinability: you can combine seals of three sizes with four different types of suspension, made from a wide range of different materials – including the three primary materials, NBR black, NBR grey and silicone.

The possible combinations are virtually endless. If a customer uses vulcanised suction plates and suddenly wishes to switch from NBR to silicone, this is problematic, Renger explains. “With our modular construction system, however, the same customer could equip their suction cup flexibly and modify it quickly as the need arises.”

EuroTech offers handling and transport solutions in the field of vacuum technology, developing customer-specific vacuum systems and components for automated handling tasks.

1 Different seals with a base plate.

Special foils for special demands



1

1 Tece Decor’s profile wrapping for mouldings.

Furniture is about trends. Before the year 2010, radius-edged furniture was the rage in the industry. Today, we are seeing a trend with sharp and straight-edged furniture in almost all markets around the world.

Like all other commodity products, in furniture industry also, trends rotate. In recent years, Turkey-based Tece Decor has been receiving more inquiries and demands for soft-forming products for radius application. Radius-edged furniture is now again being designed and developed.

Tece Decor already offers soft-forming melamine edge banding, but its customers have demanded a more resistant product. So it developed PVC/ ABS foils in special thickness

and flexibility.

This product can be used for profile wrapping, just like soft-forming edge banding. This flexible product is being used to wrap frames which become the edges of a table or a cabinet door.

The specially prepared wrapping material is produced in master rolls, and has a width of 610 mm. It can be slit to any size that is required: 50 mm, 100 mm or 200 mm.

Another important advantage of Tece Decor’s plastic wrapping material is that it matches 100% to the edge banding; therefore, it will match the board or any other design or colour requested. It is possible to use EVA hot-melt or PUR glue in the wrapping machine.

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Since the launch of the Spanish company, Virutex, in the market in 1962, its woodworking machines and tools have achieved a well-earned reputation for quality, robustness and reliability. It is represented in India by M.S. Klebstoffe.

Its **FC116U** milling machine is specially designed for the realisation of doors and other elements with great speed and precision, at the work site or in the workshop. Its special fastening system allows to working on already hung doors without damaging their surface.



1 The machine is also ready to work in a horizontal position, which can be especially useful if we choose to perform the series with the doors off the hook.

2 The **FR129VB** incorporates a new and exclusive system of jaws of very simple handling.

It has quick measurement adjustments, which allows the realisation of multiple boxes in record time. It can also be deployed to work in a horizontal position.

For the creation of slots in galvanised doors or with overlap, the milling machine incorporates a regulation system that allows the centering of the machine.

Optional easily interchangeable cutters minimise the preparation of the **FC116U** for

Virutex open doors to endless possibilities



the milling of the socket for the front of the lock. Equipped with **UT16I** source, it allows quick and accurate transverse drilling for the passage of the handle and other elements.

A stop rod for multi-door scaffolding at the same height, rubber protectors for delicate work, service keys and outlet for external suction are all standard equipment.

Technical specifications

Power	1,100 Watts
Max. milling cutter diameter	30 mm
Max. milling depth	125 mm
Max. milling length	177 mm +burr
Max. opening jaws	190 mm
No load speed	23,000/ minute

The **FR129VB** milling machine is used for placing invisible hinges in a single operation, without changing the template. This hardware machine is special for the realisation of laces, in doors or frames, for all type of hinges and ironworks.

The fit of three or four legs can be made for opening doors to the right or left, without taking any measure and leaving no marks. It incorporates a new and exclusive system of jaws for simple handling.



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*Total Working life also depends on quality of regrinding.



The placement of the template in the new FR129N is very simple: a simple pressure is enough for the template to be fixed. Now the placement of prongs is even more comfortable and easy. It is available with 250-mm opening jaws.

Technical specifications

Power	1,000 Watts
No-load speed	14,000 - 27,000/ minute
Clamp diameter	8 mm
Max. milling diameter	32 mm
Max. milling dimensions	165 x 74 mm
Max. drilling depth	11 mm
Max. opening between jaws	200 mm
Weight	4.3 kg

SCM revolutionises an entire product line



With the two new machining centres, Morbidelli Author M100 and M200, shown for the first time, the SCM Group has confirmed its technological world leadership, offering its customers a product with an unrivalled price-to-performance ratio.

The Author M100 and M200 machining centres from Morbidelli revolutionise the entire industry, providing answers to all problems associated with woodworking and with processing advanced materials.

The new range features an “all-in-one technology” – a single machining centre can now provide a solution to the needs of companies and workshops that produce furniture, sound-absorbing panels and speakers, marine products and many more complex processes.

The benefits offered by the revolutionary M100 and M200 machining centres are plenty. The “Pro Space” solution provides big savings

in terms of floor space and optimises industrial logistics. The absence of perimeter protections offer a better use of production floor and operators can move 360 degrees around the machining centre.

The design of the new machining centres allows operators to load and unload large panels safely and freely. You can load panels of up to 2,210 mm (width) and 250 mm thick. Operator access, and consequent ergonomic benefits, is ensured by the absence of pipes and obstacles on all sides – even the vacuum pump is mounted directly on the machine base plate.

Greater flexibility

Author M100 and M200 have no match among other machining centres on the market today because their operator units are the only ones that can accommodate up to four machining units, including a device for inserting dowels using pearl glue.



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Unmatched finishing for the 5-axes spindle head comes from ultra-compact and direct-driven JQX (Just Quality eXtreme) spindle head which stands out for excellence.

Thanks to the patented Fast-14 system, tools can be changed between jobs in less than 15 seconds. A solution made possible thanks to a 14-position tool holder mounted directly on the rotating unit which, together with the other machine tool holders, can provide up to 60 additional tools for product manufacturing.

An outstanding result has been achieved by 60% savings in drilling cycles with the head configuration designed to perform any kind of job on any type of furniture of any style. The Ro.Ax spindles operate maintenance-free for over 1,000 hours.

Adding the TV Flexmatic work table allows automatic positioning of support bars and suction cups, even while the machine is running. The possibility of simply and easily adding all the required suction cups and removing those that are unnecessary makes the work table a solution that does not compromise on performance.

Operating the machine is extremely easy, using an app from the Maestro Suite. The operator can use a PC-Office console with a 17-inch LCD display or a remote TechPad control to remotely operate the machine.

Only one technician and one working day are required to get the Author M100 and M200 machining centres ready and operational. It is another advantage when it comes to maximising productivity and to making the winning machining centre choice.

Considering their technical characteristics, the Author M100 and M200 machining centres offer an excellent price-to-performance ratio and are the perfect solutions for processing wood, plastics, solid-wood beams, panels, kitchen cabinets, home and office furniture.

Superior ball bearing runners from Hettich



When it comes to runner systems, Hettich stands unassailable in the field with its superior technology. KA-5632, the runner system from Hettich, works as an excellent device for use in wooden drawers in living rooms, kitchens and office furniture both at home and work environment.

The product is also equipped with silent system soft automatic closure, which makes it a pleasure to use. The runner stands apart due to its perfect, robust technology, hardened steel balls embedded in a ball case of noise absorbing plastic.

They ensure smooth easy action and high lateral stability. They give complete freedom from maintenance for years to come. It has

been tested for 50,000 cycles and has been certified by Bisma.

The full extension channel can take up to 136 kg weight, contains more ball bearings, is made of special steel alloy with patented chemistry, and has better designed tracks to ensure ease of operation and better dynamic load behaviour.

Virtually indestructible KA works as a full extension runner, over extension runner, as well as partial extension runner as per requirement. KA functions as a perfect ergonomic access to drawer contents.

Technical specifications

Types	Full/ Partial/ Over extension runners
Loading capacity	10-136 kg
Drawer lengths	155-910 mm
Mounting	Drawer side/ base.

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New biometric, digital locking systems from Hafele



Hafele, a recognised interiors specialist, ensures that every aspect of a home can be transformed into a truly functional zone with its wide offerings in home interior solutions.

Subsequent to the recent introduction of Digital Door Viewers range, it has now brought out a robust and technologically superior range of digital door security solutions aimed at safeguarding homes and protecting it from break-ins and burglary.

These new electronic/ digital locking systems are configured to allow various possibilities of safeguarding residential and commercial entrance doors through modern locking technologies like numeric (digital) password security, RFID smart cards or finger-print (biometric) scanning.

The new range consists of two sleek models: biometric lock EF8000 and RFID lock EL8000. The EF8000 is equipped with all three locking technologies. It can register up to 100 fingerprints, 30 RFID compact cards/ tags/



mobile stickers and comes with a number pad for entering 4-12 digit security codes.

In addition, it comes with non-duplicable high security mechanical keys and an emergency battery opening. This easy-to-use digital lock has an in-built fire alarm function, together with an anti-prank and anti-lock picking alarm.

It is compatible with video door phones and is also available with a remote control.

The EL8000 can register up to 20 RFID compact cards/ tags and comes with a number pad for entering 4-12 digit security codes. This model does not come equipped with a biometric scanner/ sensor.

In addition to having all the features present in the biometric lock (EF8000) the EL8000 also comes with an anti-hacking and a low battery alarm function.

Both the models are tested for 1,00,000 cycles and have a battery run period of over 15,000 times.

1 The RFID-based EL8000 (left) and biometric EF8000 have a slew of security features and conveniences.



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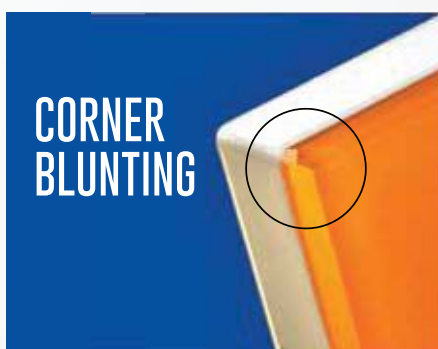
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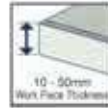
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World-class boring machines, presses from Jai

Jai Industries offers an unparalleled array of products that include woodworking machinery, panel processing machinery and electric motors. All the machines are manufactured using premium grade metals and electrical components.

The company uses advanced technology and quality machines to ensure robust construction, unmatched reliability, high durability and proven performance. The machines have applications in heavy duty processing, construction, automobile and electrical industries.

World class boring machines and presses are specifically produced by the company to suit Indian working conditions.



J-2102.in semi-automatic double-head multi-boring machine

This machine is useful for horizontal & vertical drilling to the surface or edge of the work piece and is the preferred machinery for the modular furniture industry. Models are available in single head & triple head also.

Salient Features:

- Quick change spindles chucks
- Strengthened frame to hold boring heads
- One-head assembly tiltable from 0-90 degree
- Anti-sliding working table
- Adequate and effective pneumatic clamps
- Turret wheel to regulate drilling depth
- Drill feed that can be controlled
- Elegantly designed, electro pneumatic control panel
- Foot switch for convenient operation of the machine

Technical Details

Maximum working thickness	mm	70
Maximum size work piece (LxW)	mm	2000 x 640
Number of spindle head	nos.	Two
Number of spindles per head	nos.	21
Centre distance between spindles	mm	32
Min. centre distance between vertical heads	mm	392
Max. centre distance between vertical heads	mm	472
Shank diameter of drill	mm	10
Spindle rotation speed	r/min.	2800
Maximum drilling diameter	mm	32
Drilling depth	mm	0~50 (drill length 70mm)
Electric motor (3 phase)	no /HP	2 x 2
Total power	HP	4



J-120T1 single-layer hydraulic hot press

The press is designed to provide the quickest way to uniform thermal pressing. The machine is suitable for pressing & laminating on fibre boards, decorative papers, plywood & other lamination sheets and can be used for particle board, MDF and HDF.

Heavy-duty, free-floating 6 cylinders take care of alignment and enables lifting of the solid steel platen for uniform pressing of work piece. The steel platen ensures that the platen is not broken easily, and also makes it easy to clean the glue that collects on the steel platen.

Salient Features:

- Rigid construction to take care of thermal distortion.
- Platens designed to have uniform temperature distribution system throughout its surface
- Manual & semi-automatic controls

- Specially design high temperature oil pump for circulating the heating fluid in to platens. Pump ensures steady function and controls the temperature, thus reducing noise and allowing long working cycles.
- Pressure controller with indicator
- Graphical & tabular pressure charts
- Equipped with emergency stop controls
- J-120T3 three layer hot press are also available

Technical data			
Specifications	Unit	J-120 T1	J-120T3
Max. load/pressure rating	Ton/Kg-cm ²	120/3.6	120/3.6
Platen size	mm	2500 x 1300 x 42	2500 x 1300 x 42
Numbers of layers	Nos.	One	Three
Max. opening between layers	mm	380	100
Number of hydraulic cylinder	No.	6	6
Size of hydraulic cylinder	mm	90Φ	90Φ
Heating power	kW	18	27
Hot oil delivery pump power	kW	1.12	1.12
Hydraulic pump power	kW	4	4
Total power	kW	23.12	32.12



The platen is designed to take heavy compression loads and the pressing platen has a synchronized geared bar for smooth up-down movement with eccentric rollers.

Salient Features:

- Machine has good splicing & high efficiency characteristics.
- Manual & semi automatic controls
- Rigid construction
- IT is equipped with emergency stop switches and also a limit switch for limiting the pressure on the workpiece
- Motor overload relay

J-50T cold press

The panel board is this machine is built for never-seen-before strength and durability. It is suitable for pressing various types of laminations on composite wood, cork board, ply, MDF, fibre board, honey-comb board.

It can be used for various applications in the furniture and board lamination industries and is mainly used to press various glued wood parts in usual temperature.

Specifications	Unit	J-50 T	J-100 T
Maximum load on worktable	Ton	50	100
Platen size	mm	2500 x 1300	2500 x 1300
Maximum platen opening	mm	1000	1000
Number of hydraulic cylinder	No.	2	4
Bore size of hydraulic cylinder	mm	125	125
Installed power	HP	5	5



High-precision veneer splicing by Kuper

The Kuper FLI-1000 effectively combines innovation and technology and is today the best seller among the veneer splicing machines from the Kuper stable.

It uses a proven heat supply method, simultaneous application of contact pressure and precise guidance of material, connected with an intelligent energy management to enable high efficiency.

The sensitive control panel, which can also be easily operated with gloves, displays all parameters and considerably reduces the machine start-up time.

The innovative glue system ensures precise application to each veneer thickness.

The performance range of the machine is additionally extended by an optionally available compact cooling unit, which prolongs the glue pot life essentially or by the option packets for processing micro and thick veneers. The feeding speed is increased when processing pre-glued veneers.

The Kuper FLI-1000 works with a high efficiency heating system. It is equipped with an intelligent energy management system, and an innovative veneer infeed device.

Special features

- All parameters required for machine operation can be easily set and stored through control panel.
- A remarkable feature of the glue application system is the nearly horizontally arranged application disc. This allows precise glue application and excludes glue emerging from joints.

Technical Data	
Throat depth	1000 mm
Veneer thickness	approx. 0.4-2.5 mm
Veneer length	approx. 300 mm
Veneer width	approx. 35 mm
Feed speed	approx. 12-55 metres / minute
Heating zone	length 1425 mm, width 12 mm
Operating voltage	400/230 V,
Space requirement	approx. 2300 x 1820x 1500 mm.

- The proven and patented sliding rail system allows the use of high efficiency plastic chains. These chains are completely maintenance-free and require no lubrication.
- Stains resulting from a combination of condensate and metal abrasion is excluded.
- The narrow heating zone ensures sensitive veneers are protected and veneer shrinking is considerably reduced.

Optional features

The new, directly integrated glue pot cooling unit ensures optimum production conditions and a long pot life and does not use cooling liquid. The required temperature can be adjusted on the control panel.

The optionally available packet for micro veneers allows joining veneers from a thickness of 0.25 mm. Special components ensure clean processing.

It also processes a veneer thickness of up to approx. 5 mm with additional equipment. The option packet contains all components required for precise processing of a veneer thickness from 1.5 mm.



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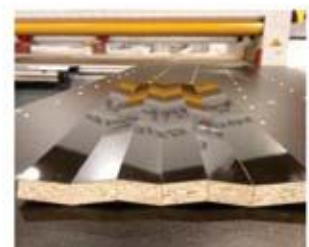
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Pacta: compact push-open hinge for fall flaps

Pacta is a compact hinge for fall flaps which operates without the need for additional stays or cables. Pacta confers a decelerated opening action and the fall of the door is gradual and controlled.

In the fully-open position, the door and base panel are aligned, creating a uniform and flat surface. Pacta is tested and certified to level 3 of UNI EN 15828:2010.

This hinge has the highest levels of performance, is unique in its particular application and delivers class-leading stability and resistance. Pacta is also available with Push self-opening system and comes in a variety of finishes.

Its applications are numerous: in living room and kitchen cabinets, to create desks in children's furniture or for writing surfaces and table extensions in hotel furniture. It

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Glossy metal black



forms part of the expanding stable of work horses from Salice of Italy, which is represented in the sub-continent by Hafele-India.



Gold Max for fine sanding uses



Gold Max, the intermediate sanding solution from Mirka, is a product designed for fine sanding applications. The product features semi-open and a special stearate coating designed to prevent clogging and increase the lifetime of the product.

A special blue-fired aluminum oxide grain enables a high cut rate, even on harder painted surfaces. Gold Max has a new improved backing which gives the product good stability and offers a smooth surface

finish. It is best suited for paint and lacquer sanding.

Gold Max is a stearted belt product that is an easy-to-handle product that requires minimal loading time in wide/ narrow/ long belt sanding applications that gives a good surface finish with even sanding and a long lifetime.

Gold Max is available as rolls, narrow and wide belts for various sanding processes. It is available in P320-P800 grits.

Main benefits

- New anti-static E paper gives good strength, stability
- Heat-treated aluminum oxide enables high cut rate
- Stearate coating minimises clogging, increases sanding lifetime
- Semi-open coating makes it suitable for fine sanding applications.



Zooper pre-lam boards open up many applications

horizontal and vertical applications, they can be used for all kinds of furniture in modular kitchens (carcass and shutters), wardrobes (carcass and shutters), doors and partitions, bedroom and living room furniture.

Zooper pre-laminated boards are equally suited to applications in retail displays and fixtures, office furniture, exhibitions stalls, hotels and restaurants, and hospital furniture.

Prestige Interio Concepts has a laser-sharp focus to provide products and services that add tremendous value to their customer's business. In line with this innate philosophy, Prestige Interio announces the launch of its new range of pre-laminated boards, Zooper!

A ready-to-use solution for carcass and shutters, Zooper pre-laminated boards are manufactured using the best quality of raw material. These boards offer a choice of excellent quality BWR or BWP calibrated plywood and MDF; a choice of German hot-melt PUR or D3 adhesives; finished thickness of 16mm and 18mm; and are available in semi-finished, high gloss, and textured finishes.

Zooper pre-laminated boards have a wide range of applications. Suitable for both

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Top Surface	0.6, 0.72 & 0.8 mm high pressure laminate
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Backer	0.6, 0.72 & 0.8 mm high pressure laminate
Glue	Hot-melt PUR or D3
Dimensions	1220mm x 2440mm
Finished Thickness	16mm & 18mm
Thickness Variation	±0.2 mm

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Aadhunik completes a year in Pune



Aadhunik Woodworking Machinery, which launched itself as channel partner in Maharashtra and Goa for Bengaluru-based Woodtech Consultants and Holytek of Taiwan, has completed one year of operations.

During this period it has added many satisfied customers and become the preferred machinery supplier in Maharashtra, with emphasis on after-sales service.

Aadhunik has filled a long-felt gap of “one-stop solution” in Pune and packaging industries.

Promoted by a woman entrepreneur, Ms. Anagha Chapalgaonkar, and nurtured by a team led by Mr. Praveen Dhore, Aadhunik has made a platform possible for anyone in panel processing or solid wood working or packaging industry professionals to plan their next phase of expansion and modernisation.

Aadhunik caters as much to the small scale manufacturer as to medium and large enterprises, and even assists newcomers in setting up their projects. It offers end-to-end consultancy and turnkey projects, taking into consideration the client's concept, plans, space availability, productivity needs, manufacturing flexibility, and determining furniture and products required by the market.

Aadhunik has the first-mover advantage, having opened the first running machine showroom in Pune, where customers can operate the machines themselves and take samples before taking their decisions.

Aadhunik provides solutions for the latest material, including acrylic, CLT sanding, cutting, edge banding, etc.

Having selected the machinery needs, Aadhunik supports its clients with prompt installation and commissioning of plants. It has ensured that qualified trained engineers are available locally.

The year 2016 was a very successful year for Henkel and in a challenging market environment, it again achieved new record levels for sales and earnings and met financial targets for the fiscal year.

At 18,714 million Euros, sales in the fiscal year 2016 reached a new record level and grew by 3.5% compared to the previous year. This

positive performance and the company reported operating profit (EBIT) amounted to 2,775 million Euros compared to 2,645 million Euros in the previous year and the net income increased by 6.9% from 1,921 million Euros to 2,053 million Euros.

The emerging markets continued their successful performance with strong organic sales growth, with double-digit increases in the Latin America region and strong growth in the Eastern Europe region. Sales in Asia (excluding Japan) showed a solid development.

From a regional perspective, business performance was very strong in the emerging markets. Eastern Europe and Latin America achieved double-digit organic sales growth. Sales in Asia (excluding Japan) and in Africa/West Asia showed a positive development. In Western Europe and in the mature markets of the Asia-Pacific region, sales were lower year-on-year.

Henkel reports record sales and earnings

after adjustment for foreign exchange effects, translated to 7.1%. Organic sales, which exclude the impact of foreign exchange and acquisitions/divestments, showed a solid increase of 3.1%.

All three business units contributed to this

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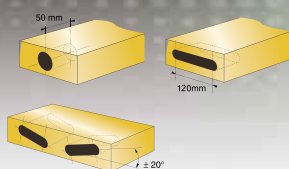


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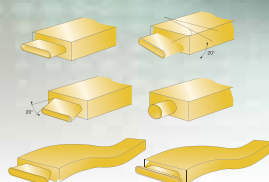
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CEPT varsity to promote B.C. timber



The government of British Columbia (B.C.) recently announced that the largest shipment of mass timber from Canada to India will be used in the first major commercial wood demonstration project to showcase B.C. forest products in India.

As a leading supplier of sustainable forest products, B.C. is seen as an attractive long-term supplier. Support for the project is being provided by the B.C. government's market development agency for forest products, Forestry Innovation Investment (FII), through its India office in Mumbai.

The wood products will be used to construct a facility housing several design workshops at India's Centre for Environmental Planning and Technology (CEPT), a university located in Ahmedabad, Gujarat, and will serve as a showcase to help grow awareness and demand in India for B.C. wood products.

The 900-square-metre facility was designed by architect Gurpreet Singh of Aakar Design Consultants. The hybrid structure (built with

wood, concrete and steel) will include three pavilions incorporating different workshops. Thirty-three exposed glulam arches will extend from one end of each pavilion to the other.

In addition to the glue-laminated arches for the roof assembly other B.C. wood products include those made of Hemlock, Douglas Fir and Yellow Cedar, in a range of interior and exterior applications.

The project is currently under construction and is scheduled for completion later this year, at an estimated cost of \$800,000. B.C. will invest approximately \$100,000 to share the costs with CEPT. Industry will donate an additional \$11,000 worth of B.C. lumber already in India.

By introducing Canadian wood species through special projects and course curriculum, the university sees the project as providing a long-term opportunity for collaboration with British Columbia and Canada.

Entrepreneurship education gets going

The Union Ministry of Skill Development and Entrepreneurship (MSDE) and Wadhvani Operating Foundation (WOF) signed two agreements recently for jointly developing and implementing entrepreneurship and skill development initiatives in the country, with the Pradhan Mantri Yuva scheme being the first joint effort in this regard.

The agreements were signed by Ms. Jyotsna Sitling, Joint Secretary in the Ministry, and Dr. Ajay Kela, Executive Director of the Bengaluru-based WOF.

The Pradhan Mantri Yuva scheme aims at providing online entrepreneurship education to about 15 lakh students across the country through 3,050 project institutes, consisting of institutions of higher learning, Industrial Training Institutes, and entrepreneurship development centres, both government and private.

The on-line entrepreneurship modules will be duly supplemented by the class-room-based experiential learning activities and practical exercises which will be facilitated by specially

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trained faculty of the educational institutions. The MSDE would also provide financial assistance to these institutions for different activities under the scheme, whose total outlay is Rs. 450 crore.

WOF, in its capacity of knowledge partner, is contributing software, content, faculty and field staff training and programme consulting services, free of cost to the government.

The primary objective of this scheme is to

formally teach how to be an entrepreneur, and how to run a business. The courses are available in English and Hindi.

For details, connect with the Wadhvani Foundation, Subramanya Tech Park, EOIZ Industrial Area, Whitefield, Bengaluru-560066. (www.wfglobal.org). For more on effective eLearning courses for job-readiness, visit www.wfgsn.org.

UK firm finds way to recycle MDF



The world's first ever technology to recycle MDF (medium-density fibre boards) waste has moved a step closer to reality. The UK firm, MDF Recovery, has successfully concluded proof-of-concept trials to develop a commercially viable process to recover wood fibre from waste MDF.

It is the culmination of more than 6 years' research and development to create a technology which will offer the first alternative to the use of landfill or burning to dispose of MDF. According to the woodworking website, furnitureproduction.net, Britain alone disposes of around 3,50,000 tonnes of MDF each year.

The solution generates a new raw material source for the wood and natural fibre industry that reduces the demand on standing forests. The recovered fibre is of the same high quality as virgin wood fibre and provides feedstock to the manufacturers of MDF board, insulation products and horticultural growing products.

Co-founder and managing director, Mr. Craig Bartlett, is now ready to take the proprietary technology to the commercial market. "Our technology can be retro-fitted or designed into new plants, and offers a robust solution for

reworking waste and increasing the yield at the MDF manufacturing facility," he said.

'Zero-waste production' is now a real possibility. The financial payback is dependent on the size of MDF plant, but in larger plants is expected within 18 months.

The technology can also process industrial and commercial forms of MDF waste, allowing manufacturers to take back material from their customers. This has been particularly attractive to the retail sector, which utilises significant amounts of MDF in shop fittings, reports furnitureproduction.net.

MDF was first devised in the 1970s and today more than 50 million tonnes are produced globally every year, servicing the furniture and construction markets. It is estimated that up to 60,000 tons of MDF waste could be recycled by MDF Recovery each year in the UK, and almost 3 million tonnes globally.

Before establishing MDF Recovery Craig worked as head of research and consultancy at the UK Furniture Industry Research Association (FIRA), developing a wide range of technological solutions in partnership with industry and academia.

1 *MDF Recovery co-founder and managing director, Mr. Craig Bartlett.*



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Myanmar to resume teak production



Myanmar Forestry Authority has informed that in the next fiscal year (2017-18 fiscal year), Myanmar will resume teak and hardwood production. Production targets are expected to reach 270,000 tons.

Logging was halted last year following excessive deforestation in previous years. The resumption of log harvesting in the next fiscal year under certain limit is aimed at preventing entrepreneurs engaged in the industry from suffering shortage of raw materials; but the volume of extraction will be reduced at about 2,70,000 tonnes.

Myanmar teak production will reach 1,274 tonnes, while the production target of hardwood will reach 2,69,727 tonnes.

The Ministry of Natural Resources and Environmental Conservation will make a sustained effort at reforestation and conservation in the forest across Myanmar, officials of the ministry said.

Three schemes are being laid down with the timber extractive industry; the first one being that timber production is allowed every two

years to fulfil the requirement of raw materials for the value-added export products.

The second scheme allows timber production only for self-sufficiency, while the third one permits import of products substituting wood to fulfil the local requirement for raw materials.

Statistics show that forest cover in Myanmar decreased to 45% in 2015 from over 57% in 1990. However, the ministry is planning to replant teak in Bago mountain range in a bid to protect natural resources.

Myanmar is one of the most resource-rich countries in South-East Asia covered by 38% mixed deciduous forests, 25% hills and temperate evergreen forests.

The logging volume of teak and hardwood in fiscal 2012-2013 reached 9,25,050 tonnes, according to figures.

Meanwhile, Myanmar government has restricted wood logs export to encourage more export of value added wood products since 2014. *—ITTO.*

New law on formaldehyde in US

If someone is going to export wood-based panels or finished goods that contain composite wood products, they must take note of this: from December 2017 in the United States as a whole, a new standard for formaldehyde emissions will become law.

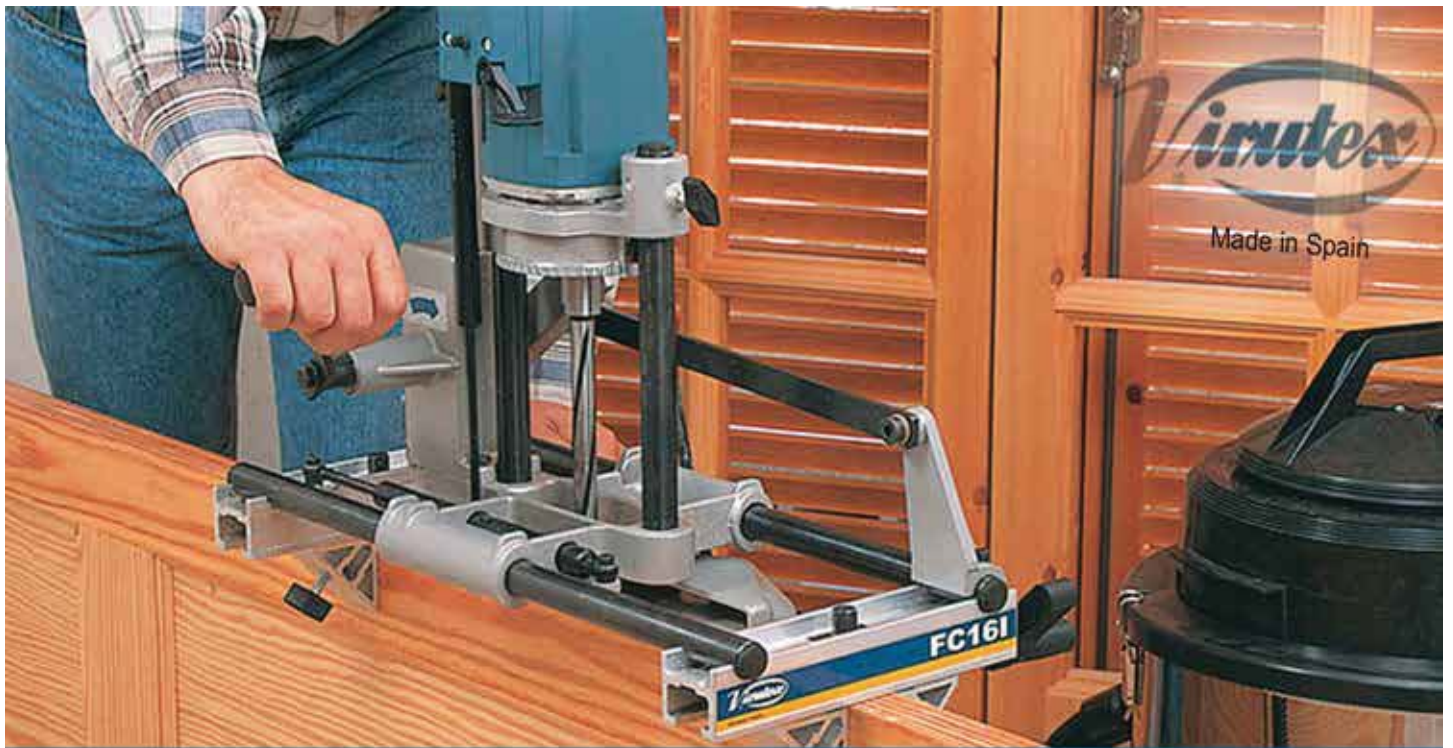
The Environment Protection Agency (EPA) with Toxic Substances Control Act (TSCA) Title VI establishes formaldehyde emission standards. The scope is to ensure compliance with formaldehyde emission standard for producers, fabricators, importers, distributors and retailers.

The limits are: 0.05 part per million (ppm) for

hardwood plywood; 0.09 ppm for particle boards; 0.11 ppm for fibre boards and 0.13 ppm for thin (< 8 mm thickness) fibre boards.

The standard also defines the certification process which must be followed by a recognized third party certifier; they require quarterly audits with testing activity and also internal company controls on produced batches of boards.

Recognised third party certifiers will be automatically approved by the EPA for the first two years of activity, with specific procedures for renewal.



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India fastest growing market for plywood

The global market for plywood is projected to reach 223.4 million cubic metres by the year 2022, driven by recovering construction activity in most countries worldwide; rise in high value, high rise constructions; growing preference for plywood in interior design especially of floors, ceilings, and walls.

According to a report put out by Research & Markets, plywood ranks among the most commonly utilised wood products, given its flexible, inexpensive, workable and re-usable features. It is a wood panel made of thin sheets of wood veneer, and is resistant to splitting, cracking, twisting and shrinking.

Construction and furniture represents major end-use applications of plywood. The significance of plywood in the construction sector has increased substantially over the last decade due to the various benefits of plywood, such as maintainability, strength-to-weight ratio and price.

A growing construction market, particularly residential housing, spurt in renovation and remodelling projects and increased spending on bedroom and dining room furnishing represent major drivers of plywood consumption worldwide.

In the packaging sector, on the other hand, growing popularity of alternative materials such as cardboard and plastic will challenge growth of plywood based packaging solutions.

Production of plywood is migrating from North America, Europe and South Asia to China. Quality and cost continue to drive plywood supply mix worldwide.

In 2015, Russian plywood made its mark in international trade, particularly in the EU market, driven by relatively lower prices of Russian birch plywood. Anti-dumping duties and sustainability focused regulations are also impacting the sourcing of plywood.

A major challenge for the plywood industry is the higher prices of plywood in comparison to oriented strand board (OSB), which provides benefits similar to plywood. OSB has emerged in recent years as a major competitor to plywood, although the rate of substitution remains varied in different parts of the world.

As stated by the new market research report, China represents the largest market worldwide led by growing construction activity, especially new construction and sales during the first half of 2016. In the immediate future however, the slowdown in the country's GDP, and higher housing inventories are expected to put downward pressure on the market.

India ranks as the fastest growing market worldwide with a CAGR of 9.2% over the analysis period. Growing population, increasing income levels, rapid urbanisation and resulting growth in demand for housing, increasing preference for branded plywood are main drivers of growth in the Indian market.

For more information go to www.researchandmarkets.com.



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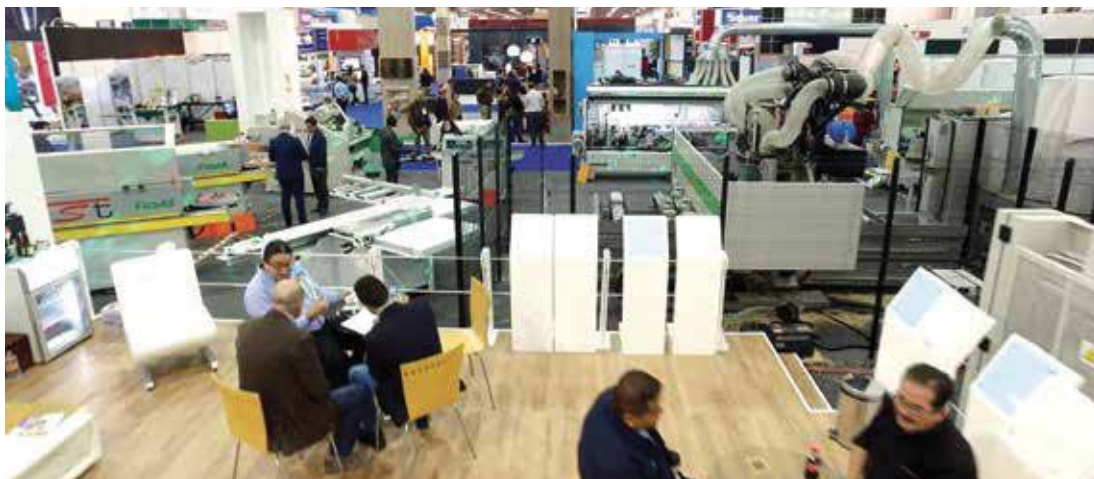


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Mexico expo to be split in 2018



The Magna ExpoMueblera wood and furniture industry trade show in Mexico City completed a successful 23rd edition in January this year. It marked the first time that the show was held under the management of German trade fair company, Deutsche Messe AG, represented by its local subsidiary, Hannover Fairs Mexico.

The Expo featured over 250 exhibitors from about 30 nations, including many global market leaders, such as Stiles, Leitz, Felder, Holz-Her, Weinig, Kastamonu, SCM, Biesse, Altendorf and Siempelkamp.

One of the highlights this year was the “CNC Applications” display area, which enjoyed strong international participation. The supporting workshop programme, in particular, met with strong interest in smart

technologies to boost productivity and enable integrated manufacturing across all stages in the wood processing chain.

The next edition of the exhibition will feature a new event format in 2018 with Magna ExpoMueblera being split into two trade fairs. Magna ExpoMueblera Industrial as an annual show focusing on machinery, applications, materials, equipment and solutions for forestry, wood processing and furniture manufacturing that will run from 17 to 20 January, 2018.

The second show, Magna ExpoMueblera Mobiliario e Interiores will be an annual show specializing in furniture, cabinetry, interior design, domestic appliances and floor coverings that will be held from 6 to 9 March, 2018.

Associate Decor bounces back in market

Associate Decor Ltd. (ADL), India's largest capacity particle board producer, has restructured its production and marketing strategy to start production in full swing once again. It was not utilising its full capacity due to raw material shortage for a year.

Mr. S.P. Bhasin, President of ADL, told *WoodNews* during DelhiWood 2017 that the company had revamped its production system and marketing strategy, in an effort to regain its market share and capture new markets.

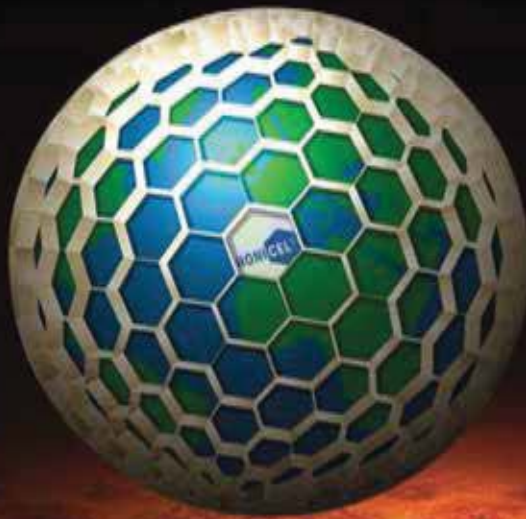
ADL is all set to cross Rs. 450 crore turnover in the coming financial year, Bhasin said, adding: “Our production is on in full swing and sales have also picked up in the last three months. This will lead us to a strong presence in the market.

He said the particle board industry is growing at 15% annually. Specifically, decorative boards, humidity/ moisture resistant boards, EI class boards, special and decorative finish surfaces will see good growth in this segment.

He said imports had risen in recent years due to zero import duty on SAARC countries and the absence of anti-dumping duty on import of particle board.

On MDF production in India, he said the prevalence of high anti-dumping duty on imports had boosted domestic business, adding: “That is why many new MDF plants are coming up.”

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Jai's single-door vacuum membrane press

Adequate maintenance is a crucial factor for longer life of the machine, and to obtain optimal working condition of the machine itself. All maintenance operations must be done with the machine turned off and after wearing protective gloves.

The working environment must be clean. Dust and wood shavings should be prevented from falling on the working table. It is also advisable to keep the trays clean.

The cleaning operation must be carried out at the end of the working shift, so as to keep the

press tray in good efficiency, by paying attention to the residual risks.

Check and replace the vacuum pump oil. The oil will change in colour for long time of working and must be replaced immediately. Replacement of the oil is recommended once every three months.



Problems	Causes	Remedies
Abnormal operation of mechanical system	-Rolling wheel is clogged or bearing damaged	-Clean tracks or replace bearing.
	-Foreign objects in parts of transmission	-Check transmission.
Sucking covering not in place inadequate vacuity	-Abnormal operation of vacuum pump	-Check and repair vacuum pump.
	-Low heating temperature short heating time	-Reset.
	-PVC film damaged	-Replace.
	-Leakage from pressing frame	-Adjust pressure of frame hinge (Fig.3).
	-Defective vacuum or leakage from vacuum pipe line	-Check & repair vacuum pipe line.
	-Gauge not showing proper vacuum	-Check & repair vacuum gauge.
Heating uneven	-Heating bulb was fused	-Check and replace (Fig.4).
	-Heating wire was broken or loose	-Check and replace / repair it.

So far as Jai's single-door vacuum membrane press (J-1250.in) is concerned, check the oil level twice a day. Oil level should be as per indication on oil indicator (**Fig.1**). If oil level is 'Low', the functioning of vacuum pump will be affected. If the oil level is over the 'High' mark, it will spill out of the pump.

Check and replace the filter of vacuum pump (**Fig.2**). Clean the filter once every week. If it is very dirty and wet, the filter should be cleaned more frequently. If the filter core is found out of order, it must be replaced immediately.

Sliding bars and movement of trays must be

kept clean from working residuals; otherwise that can create an obstacle to correct machine movements and damage machine efficiency.

The silicon membrane sheet is fragile and easy to be damaged by sharp objects. It will not be repaired once damaged, so be careful to use it.

Check the electric system safety with the condition of the electric cables. Make sure there is no wear, scrapes, etc. Check the clamping of the various mechanical components.

Fig.1



Fig.2



Fig.3



Fig.4



Problems	Causes	Remedies
Abnormal temperature	-Temperature controller sensor damaged	- Check and replace / repair it.
	-Circuit shorted or loosened	- Check and replace / repair it.
Circuit breaker fuse open	-Electric components shorted grounded.	- Check and replace / repair.

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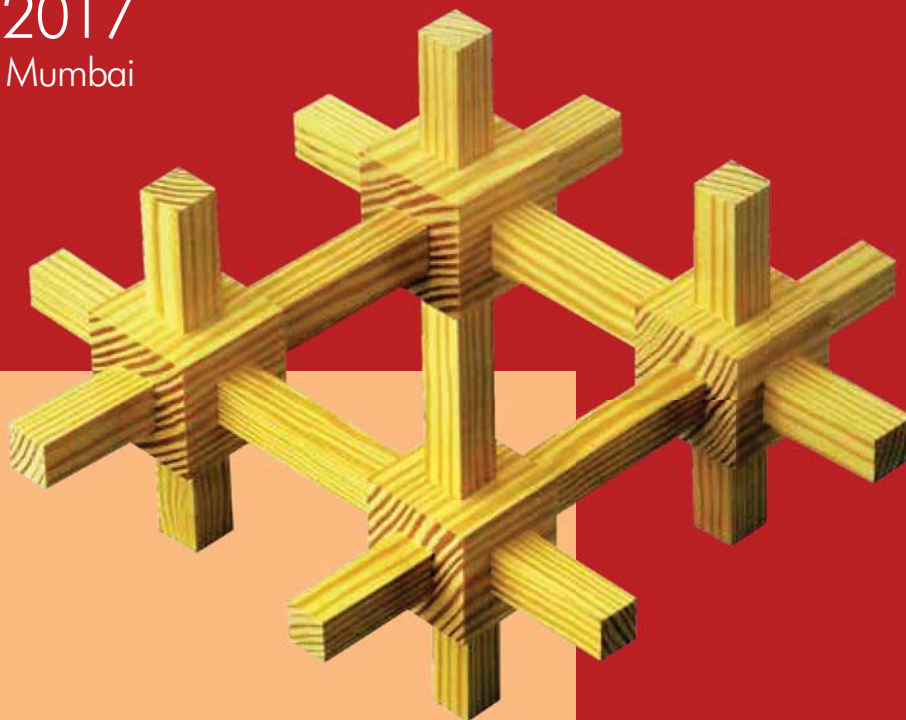
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“

Apropos of the article, 'Plant based new-age material' (WoodNews, Nov-Dec, 2016), it seems that the authors have not provided a true and balanced picture of the technical limitations of wood plastic composites (WPCs). There are more than 60 manufacturers of WPV products in India at present, with new players entering this high growth area.

As per data from Nova Institute (Germany) and our estimates the WPC production of India can easily reach 325 kilo-tonnes by the year 2020, at an annual growth rate of up to 60%. Indian manufacturers are producing a wide range of products like extruded boards and sheets, profiles (wall panels and partitions), door boards and door frames, wall skirting and railings.

New product development and innovation in India is driven by private industry, unlike in the rest of the world. For example, Century Plywood has come out with W-PVC door frame under the brand name 'Hector'. A few producers are using rice husk, bagasse and bamboo fibre in place of wood.

W-PVC composites are used due to certain inherent technical advantages. PVC polymer and wood fibre (cellulose polymer) are both polar in nature, leading to good interfacial adhesion, even without the use of coupling agents. This is due to the dipole-dipole interactions between Cl- and H+ atoms in PVC molecules and OH- and H+ atoms on the wood fibre surface. This provides higher stiffness (flexural modulus) to W-PVC composites vis-à-vis W-PE and W-PP composites.

Secondly W-PVC composites have inherent superior flame-retardant properties compared to seasoned wood as well as W-PE and W-PP. Thirdly, PVC is a amorphous polymer and can be easily foamed to produce cellular material (with tiny air pockets) to reduce density and hence the weight of the end product.

Dr. Anomitra Chakravarty

Jt. Managing Director, KPS Consultants & Impex Pvt. Ltd., New Delhi

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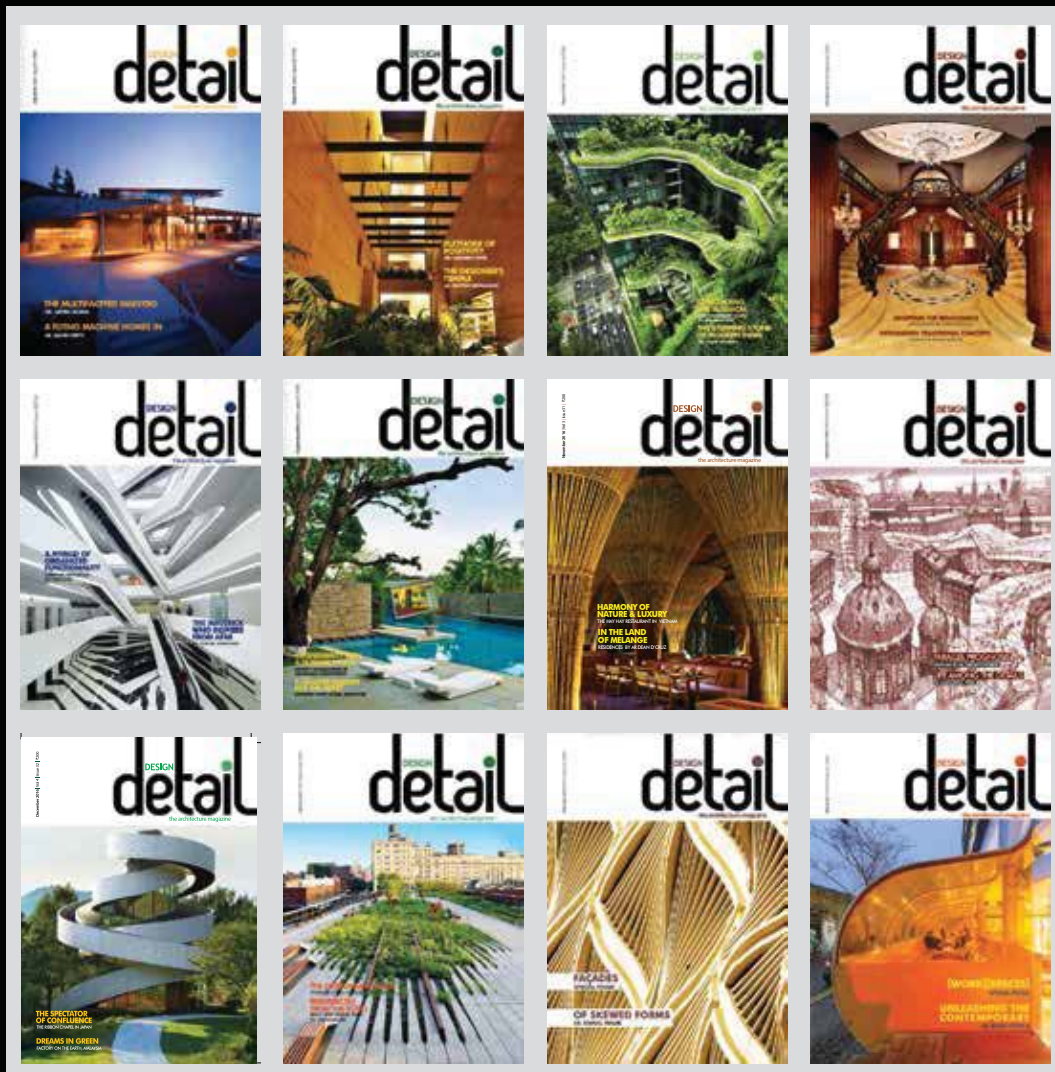
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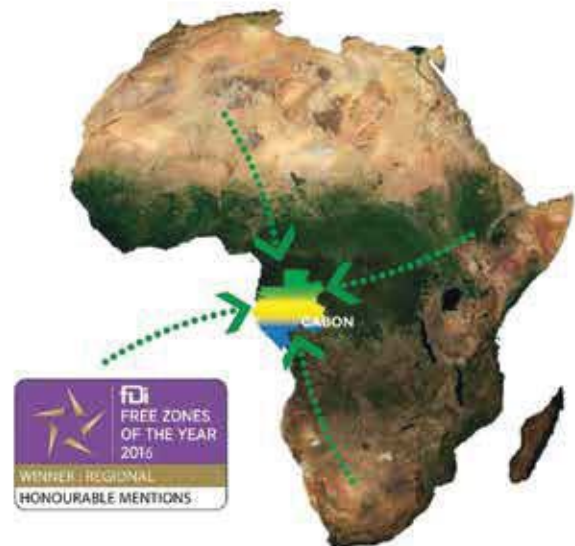


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