

WOODWORK

DEVOTED TO PANEL & WOOD TECHNOLOGY

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★ How To Make Furniture
That Will Sell Itself ★



★ We Provide Consultancy to Make Beautiful Furniture ★

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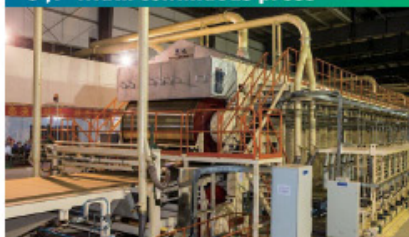
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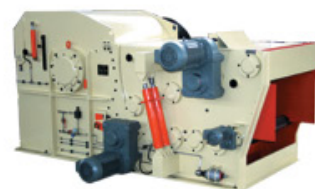
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WEBSITE : www.chinafoma.com



Dear Reader,

WE WISH HAPPY NEW YEAR TO ALL OUR READERS AND CONTRIBUTORS.

Current issue: Indiewood 2016
Special issue: "Over 650 domestic and international companies exhibiting at INDIWOOD. Crossing 40,000 sq. meters of exhibition space is an incredible story..." says Sivakumar V, General Manager, PDA Trade Fairs. [Indiewood Preview article] We at **Modern Woodwork India** as Official Publication express the same sentiment and look forward to see you there.

We have packed the current issue with **RELATED ARTICLES**: Just for sample a few quotes from **VOICE OF LEADERS**: which provide an overview of Indian industry - today & tomorrow :

The best motivating line to commence the work for year 2016 - "The Indian Furniture sector will see a vertical takeoff post 2017 as the robust demand generated by the implementation of the smart city program PAN India starts taking concrete shape." Many Exhibitors have commented that there is **more growth in new production units in Tier 2 & Tier three cities. Also more demand for machinery.** "The biggest potential for growth in the furniture market I see in B and C cities. Space is available, cost of living is comparatively low and the spending power is better compared to the metro cities" **The demand for furniture is up:** "A few years back furniture was a life style product and today it is becoming a necessity". "Last decade saw a phenomenal change in how the wood-work industry approaches the work". "Industry leaders feel that **Government support is also up:** "With the present government pushing for more economic reforms with the Make in India policy, we should see momentum in the India growth story" **Some industry segments are reporting growth at slower rate:** "We are observing a continuous growth in the demand of MDF and particle board, even if the growth is slower than previously expected." **Regarding Sawmilling:** "The overall growth rate is in the slower side, but is in a steady and continual growth route."

Regarding E COMMERCE: "The recent development of e-commerce in India has awakened the Furniture Industry this has resulted in a huge opportunity for small time Furniture Manufacturers. This is bound to bring in lot of changes in the way the industry has been working for the last several years". We have presented an exclusive interview re: furnitureERetailing - an idea whose time has come.

In this vibrant backdrop you should like the special presentation: How To Make Furniture That Will Sell Itself. We are confident that this article will induce lot of hopes in small manufacturers. Next Article will be: "High Quality Furniture Using Heavy Machinery" so watch this space in coming issues.

Previews of Exhibitions: Progressive manufacturers and importers should mark their calendars to visit - furniPRO asia, Domotex asia / CHINAFLOOR in March, CIFF in March and September, Xylexpo in May & FMC in Sept 2016.

We feel you should enjoy reading this issue as much as we enjoyed making it for you. Awaiting your feedback...

Shanti Mansabdar

editor@modernwoodworkindia.com



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Publisher
 Aparna Mansabdar

Editorial Board
 S.H. Mansabdar
 Dhanashree Bhajekar

Editorial Office
 Nishigandha
 Mangala Katara
 Priyamvada
 Savita Jagtap

Publication Office
 APARNA PUBLICATIONS
 109, R-SQUARE, Survey No. - 116/7/1,
 Near Mai Mangeshkar Hospital, Warje,
 Pune 411058, India

T + 91 20 2523 0060

M + 91 9595009510

E editor@modernwoodworkindia.com
 info@modernwoodworkindia.com

W www.modernwoodworkindia.com

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China International Furniture Fair

March in
Guangzhou + September in
Pazhou **Hongqiao**

**Fantastic Furniture Fair in
Guangzhou & Shanghai**



The 37th China International Furniture Fair (Guangzhou)

18-21 March 2016

home/homedecor/hometextile/outdoor

28-31 March 2016

office/hotel/commercial/materials&machines

China Import and Export Fair Complex & PWTC Expo



The 38th China International Furniture Fair (Shanghai)

7-10 September 2016

home/homedecor/hometextile/outdoor

office/hotel/commercial/materials&machines

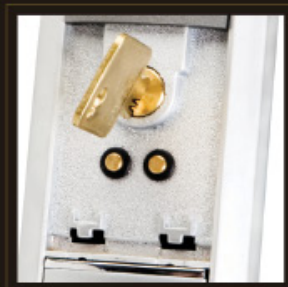
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J-5100PRc.in

with pre-milling & round cornering

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Model : J-5100Rc.in
with round cornering

Combined Features of J-5100.in J-4700.in



Machining Examples with
the Round cornering Group



Control Panel
PLC touch screen



Round Corner Unit



Pre-Melting glue system.
Common for 5100 & 4700.

- M/cs with feeding speed of 14 m/min gives more production.
- Innovative pre-melting glue tank system consumes 50% less glue compared to others, which increases profit.
- No setting required to change thin to thick PVC edge band.
- Low maintenance m/c, easy available cost effective spares, best service support.

J-4000R.in

Also available : Model : J-4000.in w/o Radius Trim

**Entry level Auto Edge
Bander for small panels and
medium production**



Radius Trim :
For chamfering
of the Panel
Corner, manually



**Precision m/cs
@ lower install and operate cost,
which improves your production,
quality & profitability...**



J-4700.in

For Straight Edges

Also available
Model : J-4700P.in
with Pre-Milling



End cutting



Control Panel

India's most popular Curvilinear Edge Banders

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Also available Model : J-2000.in



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panels along with
all your basic
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JAI The Biggest Manufacturer of India, for Wood-working Machinery



Jai Industries has always been ahead of all its competitors in all aspects... engineering quality, technology, innovation, economy of install, professionalism, new machine launches, service and spares availability, sales network, sales figures... everything! That made JAI a highly respected and highest selling brand in wood-working machinery field. At present Jai Industries manufacture a whopping number of 30,000 machines a year!

It's a lead of 50 years now - for anyone to beat JAI at its 'Leadership' position. During the last decade JAI launched Modula range of Panel Processing machinery and acquired the leadership position soon in that segment as well. Today, Jai Industries with its 7 manufacturing units, is the biggest manufacturer of

wood-working machinery (including panel process/modular furniture machinery) in India. JAI has added the 7th Unit recently, the biggest till now; which almost doubled the manufacturing floor size - bringing it to total 400,000 sq.ft.!

This new multi - storey manufacturing facility is specially built for Modula range. It has separate huge floors for simultaneous production of vast range of machines that JAI-Modula offers. The building has 150,000 sq. ft. of machine assembly space (a portion of which can be seen in accompanying photos). JAI now has a truly and fully automated world class facility with latest systems and equipments for material handling, machine shifting, assembly, powder coating etc for manufacturing quality machines at par with European standards.

World-class machines 'Made in India' now means Jai-Modula only... assuring highest quality at most economic install and operate cost, with services and spare-parts easily available on call. The Jai sales network has exclusive 'PanWoodMachineMalls' for selling Modula machines in all major cities of India and an unbeatable number of 150 trusted Jai Dealers all over India. Along with the Asia's biggest machine mall "Jai PanWood Grand" - spread in 25,000 sq. ft. for display & demo of complete JAI range; Jai is an undisputed biggest manufacturer of India.

Your search for the best machine and best deal would bring you to JAI ultimately, why not save time and get in touch with us in the first place?!



Generations have trusted JAI, including this New Generation



It's a whole new world today, compared to just 12 to 15 years before. Take the case of wood industry. 90% of India worked with just basic wood-working machinery; you had to import machines if you needed any special features or process to execute quality jobs. Also, there was not much awareness about Panel board as the alternative to wood and panel processing machinery was offered in India by a couple of costly foreign brands. Jai Industries entered the panel processing machinery manufacturing around the year 2005. Within a decade Jai-Modula has become the leader in this segment.

'JAI' is a brand trusted by

generations during last 50 years. Panel processing is the new norm today and this new generation of wood-work entrepreneurs have shown their trust in 'JAI' by endorsing its quality and selecting 'Jai-Modula' over those foreign brands.

Modular furniture making, doors-windows-shutters making, interior décor creation and panel-based products manufacturing... everything has become faster, of world-class quality and yet cost effective due to invent and advent of Panel Process Machinery. Jai has been in the forefront, leading this change. Today Modula offers the largest range of machines, widest selection in models and claim the highest number of

machines sold! Whether it is Panel Saws (2000 sold), Edge Banders (1600 sold), Multi Borings (500 sold), Spindle Moulders (800 sold), Post Form (800 sold), Roller Press (300 sold), High-speed & CNC Routers (500 sold) or many other machines (5500 sold)... All in all, total number of machines sold has crossed the figure of 12,000 installations!! Way more than any other manufacturer can claim.

Including the solid wood work machinery range "WudPro", along with "Modula" - Jai Industries manufacture a whopping number of total 30,000 machines a year! The overall Jai figure is 450,000 m/cs till now! Jai has introduced high quality



solid wood machines 'Prima series' under this 'WudPro' brand. Company has the biggest manufacturing facilities totaling some 400,000 sq. ft. and one of a kind machine-mall for demo and display, called "Jai PanWood Grand" measuring 25,000 sq. ft. JAI has achieved this leadership through excellence. Excellence in all 5 parameters that a customer is looking



for in any purchase he does. Here is your check-list:

1. Does Jai offer choices for perfect selection?

Actually nobody gives better selection, as no one manufactures as many machines and models as Jai Industries does. Jai has all the machines you need, in widest range of models to choose from; based on features, functions, quality and cost criteria. Just contact us with your requirement and we can guide you and give you choicest machines in better budget.

2. Is Jai-Quality comparable to world class machines?

Yes. Jai follows world standards in machine design and functions. Being the biggest and best company in the field, it has the best engineering talent pool and technology to manufacture world class machines here. Also, it has the long standing experience

of working with Italian and Turkish giants in the field of wood work machinery, which helps.

3. What about the machine performance, over the years?

The performance assurance can be seen in the number of installations Jai has achieved! 'WudPro' has been the undisputed leader in the solid wood segment – selling 10 times more m/cs than its nearest competitor – now, 'Modula' has also achieved 'the highest selling' tag. All Jai m/cs perform perfectly as per the promises, giving you better and higher production for longer years.

4. What about the economy of install and operate?

JAI has a brand promise of 'Value for Money'... meaning, the best quality to cost comparability ratio. No one can match it. Our sales volumes allow us to offer you the best in technology, material and features at

the most economical costs. Jai m/cs are made to suit the Indian work environment, thus being economical in operative cost as well.

5. Is the service and spares availability reliable?

The company has a dedicated department for 'Service & Spares', manned by a big team of engineers; always ready to serve Jai customers – spread out all over India. Our response time is excellent and satisfaction rankings are high. As these world class m/cs are 'Made in India' and JAI being the biggest manufacturer in India, all the spare-parts are readily available all the time.

JAI is the most happening brand, which keeps reinventing itself. Matching the advancement in the field, surpassing it and setting newer benchmarks of quality. A Jai machine buyer will always buy his next machine from Jai... that's how we have grown from strength to strength, becoming the choice of every generation. Including yours.

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World Class Panel Processing Machines

MODEL # J-3200.IN PLUS



PANEL SAW



In order to cut the panel board to your require measurement of the product from 8x4 ft or 9x6 ft sheet. Panel saws are suitable to cut chip free all kind of laminated chipboard and MDF, HDF & panels. Now you have an option that's equivalent to Euro-quality precision machines, with a 'Pride of India' stamp.. If you are beginning on small scale, opt for JAI make J-3200.in panel saw. If scales are bigger, go for J-3200.in plus.

Salient Features:

- Sturdily built heavy duty m/c that suit Indian working condition for precise cut with burr free cutting.
- Top quality sliding carriage for smooth action and lasting accuracy. The carriage is on hardened ground, prism guides for precise straight cutting.
- Lifting and tilting of saw unit by hand wheels both on front side for more convenience.
- Electronic digital readout of saw unit tilt.
- Scoring pin with memory reference stop for rapid re-position of the saw to a previous setting.
- Extra second support for large sheet.
- Rip fence with fine setting for precise positioning.
- Made in India with best service support & very economical spares.

MODEL # J-5100RC.IN (AUTO)



EDGE BANDER WITH ROUND CORNERING



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



Machining Examples with Round Cornering Group:

Easy selection to change over in control panel as per profile.

Rounding of edges on straight, chamfered and simple post formed 50mm thick panels up to 3mm edge banding thickness & for full rounding, edge banding thickness should be 1mm.

Salient Features:

- High performance machine with feeding speed of 14 m/min gives more production. Very easy to operate & nominal setting required during operation.
- Innovative pre-melting glue tank system consumes less than 50% glue compared to other edge banders.
- Robust feed chain & conveyor system with German gearbox (with long life synthetics lubricant) for effective pressure on small /big panels.
- Rapid change over switch for thin & thick edges.
- No setting required to change thin to thick PVC edge band.
- Three edge banding pressure rollers actuated by pneumatic cylinders & gas spring, gives adequate pressure on edge for effective banding.



- High frequency Italian motors sliding on prismatic guide ways for perfect finishing with trouble free performance.
- All electronic & pneumatic parts are from well known international brands Schneider & Pneumax (Italy).
- Easy accessible, user friendly PLC touch screen control panel positioned at machine in-feed, for quick operations.
- Low maintenance machine, easily available cost effective spares with best service support.

MODEL # J-2103.IN



TRIPLE HEAD MULTI BORING



This machine is useful for vertical and horizontal drilling to the surface or edge of the work piece. "Offering multiple application, flexibility and high-productivity"

Salient Features:

- Semi automatic boring machine equipped with 1 horizontal & 2 rotating vertical boring heads (0-90°) with 21 spindles for executing holes in a line the wardrobe side processing.
- Easy setting with quick & precision boring.
- Quick change spindle chucks.
- Strengthened frame to hold boring heads.
- Pneumatic cylinder for head tilting of the tiltable head.
- Locking system for vertical heads.
- Anti-sliding working table.
- Adequate and effective pneumatic clamps.
- Turret wheel to regulate drilling depth.
- Drill feed can be controlled.
- Elegantly designed, electro pneumatic control panel.

- Foot switch for convenient operation of the m/c.

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

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

Boring depth adjustment can be easy & quick setting of horizontal boring head.

- **NOTE: MODELS ARE AVAILABLE IN SINGLE HEAD & DOUBLE HEAD ALSO**

MODEL # J-120T1



SINGLE LAYER HYDRAULIC HOT PRESS



Quickest way to uniform thermal pressing, by design!

Note:

Also available J-4700P.in model with Pre-Milling unit.

Salient Features:

- Rigid construction to take care of thermal distortion.
- Platens designed to have uniform temperature distribution system throughout its surface.
- Specially design high temperature oil pump for circulating the heating fluid into Platens. Pump gives steady function; endure heat temperature, low noise and long working cycles.
- Manual & semi-automatic controls.
- Parallel & smooth operation of platens.
- Pressure controller with indicator.
- Free floating cylinders to take care of alignment.
- Graphical & tabular pressure charts.
- With emergency stop controls.



Heavy duty 6 cylinders for lifting Steel Platen for uniform pressing of work piece. Steel Platen not only can avoid the Platen broken easily, but also it can very easy to clear the glue which adhibit on the Steel Platen.

Control panel for controls and display with digital temperature controller and adjustable timer for fully automatic cycle.

MODEL # J-50T.IN



HYDRAULIC COLD PRESS MACHINE



Application & Salient Features:

Machine ideally suitable for pressing various types of laminations on composite wood, cork board, fiber board, honey comb board. Suitable for pressing & laminating on fiber boards,

decorative papers, plywood & other lamination sheets. Use for various applications for furniture's & board lamination industries. It can be used for particle / MDF / HDF board.

- Mainly use to press various glued wood parts in usual temperature.
- Machine has characteristics as good splicing effect & fast high efficiency.
- Manual & semi automatic controls
- Rigid construction
- Emergency stop switches
- Motor overload relay
- **Control panel** for controls and display with Compression holding timer, alarm, pressure meter with pressure setting indicator.

Platen designed to take heavy compression loads. Pressing platen is synchronized geared bar for smooth up-down movement.

Basic CNC Router: A higher quality CNC model that allows you greater workability with ergonomically designed control panel for engraving & designing of flush doors / kitchen shutters. Make your industry high-tech at an affordable cost; thanks to heavy ball screw drive with high accuracy. Cast steel

structure makes our routers more stable and auto lubrication makes maintenance much easier. Precision vacuum working table (optional) for vacuumed fixing & sure clamping of the work piece to ensure steadiness during the entire routing operation.

MODEL # J-1325 (A)



(1300MM X 2500MM X 200MM)



- A convenient, separate control panel box allows flexibility and efficiency in machine operating. Digital Signal processing is applied here as the controlling system.
- A precision system to carry the CNC design commands. This Auto-Sliding guide system allows great design flexibility.
- We provide CD of 5000 - 2D designs & 450 - 3D designs free along with machine.

India's No.1 basic woodworking machinery. Widest range of machines & models in 4 different budget & feature based categories

MODEL # J-3230



PREMIUM QUALITY THREE SIDE MOULDER





Width, Thickness & Shape in one pass. The cost effectively enhancing productivity.

All spindles are adjustable and their key devices are positioned on front of the machine for convenience.

Easy accessible user friendly control panel positioned near the machine in feed for convenient and quick operations.

MODEL # J-1510 (A)



REBATO'MOULD – AUTO



Special design machine for Rebating & Moulding in single operation for door frame. Machine with in-feed & out-feed side supports.

Auto feeding for mass production with better accuracy & safety.

Increase of Profit by reuse of wood.



Auto feeding for mass production with better accuracy & safety.



Increase of Profit by reuse of wood.

MODEL # J-1504 (ST)



HDHQ SPINDLE MOULDER WITH SLIDING TABLE



Heavy Duty High Quality specially design machine for mass production of solid wood doors & windows frame. Up to 10hp 3 ph capacity motor can be fitted (optional) for heavy work

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For other enquiries, please contact:

Pradeep Kumar G

Mobile: +91-99860 66910

E-mail: g.pradeep@pdatradeairs.com

Ambika K I

Mobile: +91-99860 61956

E-mail: ambika@pdatradeairs.com

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✓ Touch Control for Up/Down movement



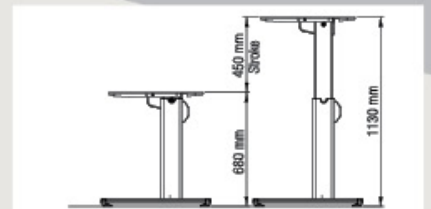
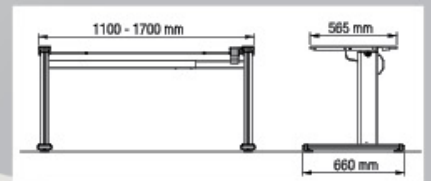
✓ Height Adjustment 680mm-1130mm



✓ Width Adjustment 1100mm-1700mm



✓ Base Leveller



Smart Lift

Height adjustable table legs that give you the flexibility to work sitting down or standing up, **improving productivity and boosting your health.**



Smart Lift - Manual



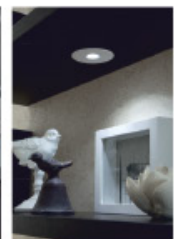
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For the refined home of today, **Ebco Kitchen Systems and Accessories** embody a modern luxurious décor and exude simplicity and functionality.

We offer solutions that help you live smart.



FEVICOL MEMBRANE ADHESIVE LC



Fevicol Membrane
Press adhesive LC



Membrane Press
Hardner

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

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

in higher coverage. The water based formulation helps ease of cleaning of spray gun by using tap water.

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

FEATURES

1) Water based product having a low

VOC hence a green product

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



WHY LOOK ELSE WHERE? **FEVICOL HOTMELT**

THE ANSWER TO ALL YOUR EDGE BANDING
ADHESIVE SOLUTION



Increases furniture longevity

Aesthetic appeal

Suits PVC tapes of varied thicknesses

Clear glue line

High bond strength

Pidilite Industries Limited

Ramkrishna Mandir Road, PO Box No. 17411, Andheri E, Mumbai 400 059

T 022 2835 7000 | E headsales@pidilite.co.in



LEGRABOX

Straight lines create a sleek and elegant design that clearly defines LEGRABOX, Blum's new attractive full extension box system exclusively distributed by Häfele.

LEGRABOX offers an impressively slim drawer profile thickness of only 12.8 mm which is straight on the inside and the outside to maximize the usable interior space of the drawer. It is available in three luxurious finishes: Anti-fingerprint Stainless Steel, Orion Grey Matt and Silk White Matt, all of which give it a distinct look and feel.

The LEGRABOX program consists of three drawer side heights for standard drawers and two drawer side heights for inner pull-outs. The versatile program allows for a wide range of design options for any kitchen, bath or furniture application whether used with standard drawers, high fronted drawers or inner drawers. It combines design and function for well-balanced solutions creating elegance in motion.

LEGRABOX features a new, innovative runner system utilizing a new motion technology for greater running action and performance even under heavy loads. This enhanced runner system combines low opening forces with the proven soft-close BLUMOTION to create an experience to behold.

LEGRABOX is available in two varieties, i.e. LEGRABOX pure and LEGRABOX free. **After successfully launching LEGRABOX pure, Häfele will now launch LEGRABOX free at the INDIWOOD Exhibition taking place in February 2016.**



➤ Start video

Customer Care
1800 266 6667 (toll free)
customer care@hafeleindia.com

HÄFELE

LEGRABOX pure – Elegance in Motion

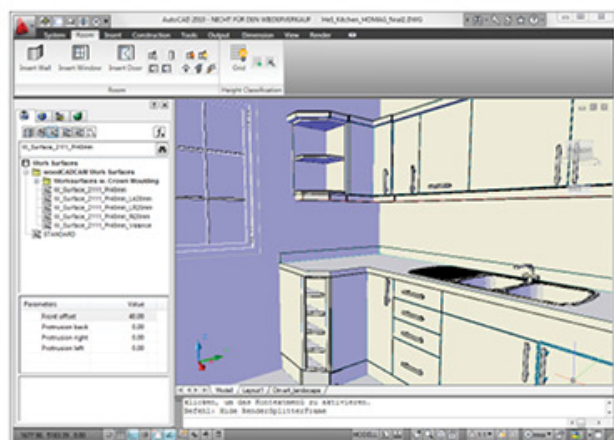
Streamlined contours, lean design and a wide choice of materials and colours combined with high quality of motion – this is LEGRABOX pure by Blum.

www.blum.com/legrabox

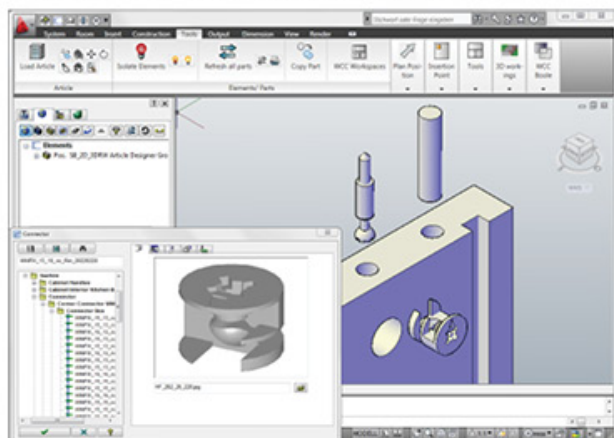
 **blum**®

Homag e Solution - WoodCAD | CAM

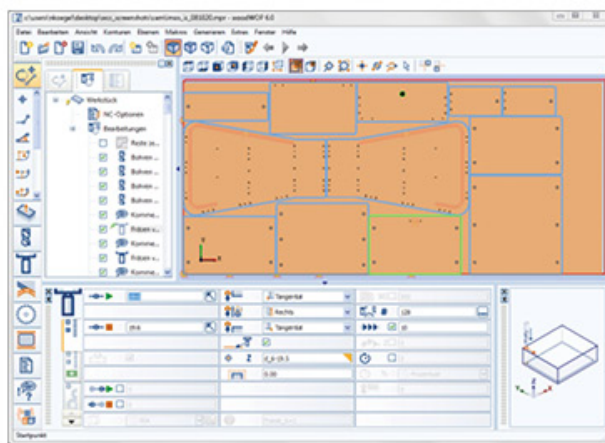
This software gives ideal solutions for designing and integrating the details to our Homag machines for Modular Furniture such as Kitchens, Storages, Living room and Office furniture for optimum results.



Design-to-machine: WoodCAD|CAM is the software for furniture and interior design. Whether standalone furniture or complex room designs - the entire process from the first draft to the finished product is as simple as it is impressive. By mouse click, production drawings and bills of material are immediately available after finishing the design. Design data are automatically forwarded to HOMAG Group CNC machines for further processing. An impressive photo realistic visualization provides not only a smooth communication with architects or building owners, but a successful sales or prototype presentation.



A comprehensive library with intelligent and parametrical connections allows a fast and safe design. WoodCAD|CAM analysis the connection situation, selects suitable connection elements optional with the necessary accessories, sets the fittings by the means of parametrical rules and generates workings such as drillings or grooves on adjacent parts. Drawings, part list information or CNC programs are automatically updated. The catalogs provide panel materials, materials, fittings and much more. These data can be updated online on website's service menu at any time.



The outstanding advantage of WoodCAD|CAM is the automatic CNC programming for HOMAG Group machinery. Detailed machining data can be already derived from the planning and design. From the individual CNC machine and then over to the workshop unit out of saw, edge and CNC including 5 axis machines up to full automatic industrial plants a professional and economical CNC connection is possible. A suitable identification of a work element is via barcode. All required CNC programs are directly generated from the 3D design for the complete order including all parameters.

**Get The German
Technology
Now From India**

PRACTICE, the HOMAG range designed specially for the woodworking shops, offers top-quality engineering at an affordable price. Outstanding machines for sawing, sanding, drilling, laminating and assembly, as well as edge banding and complete processing. The successful range is complemented by a top-class service back-up.

We are there when you need us!



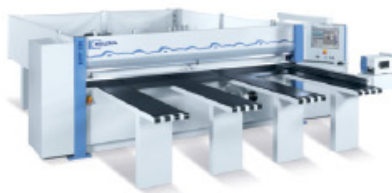
BRANDT BRANDT NKD 720
Curvilinear Edgebanding



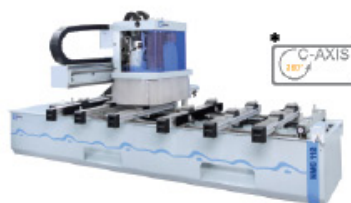
WEEKE WEEKE OPTIMAT BST 200
Dowel hole Drilling machine



BRANDT BRANDT NKR 220 C / 220 FC
Thru feed Edgebanding machine



HOLZMA HPP 130
CNC Beam Saw



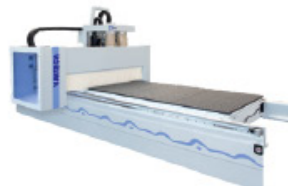
WEEKE WEEKE NMC 112 * NMC 112 C Axis
CNC Processing Center



WEEKE WEEKE NBX 102
CNC Multi Boring Machine



BRANDT BRANDT NKR 782 V
Thru feed Edgebanding machine



WEEKE NBP 082 / VANTECH 480
Flat CNC Processing Center



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Yeshwantpur, BANGALORE - 560 022 / INDIA
Tel. +91 80 23575421 Fax +91 80 23575426
info@homagindia.com
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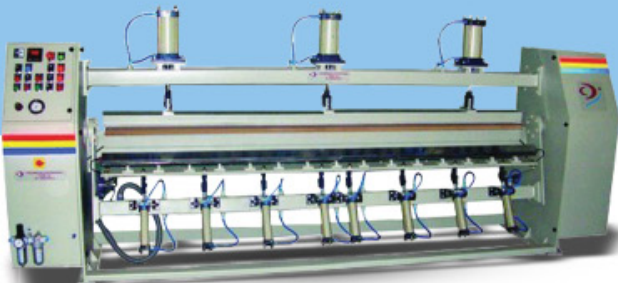
PRACTICE

Intelligent woodworking solutions

TURBOFIX

WOOD ADHESIVES

- WOOD ADHESIVE FOR POST FORMING APPLICATIONS.
- D-3 & D-2 WOOD ADHESIVE FOR HOT PRESS/COLD PRESS/FINEST JOINT & BUTT JOINT APPLICATIONS.
- SOLVENT & WATER BASED ADHESIVE FOR MEMBRANE PRESS APPLICATIONS.
- EDGE BANDING ADHESIVE FOR MANUAL & MACHINE APPLICATIONS.



POST FORMING MACHINE



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C.A.R.B.
93120.2(a) & 93120.12



**SIRIM
ECO-LABEL**

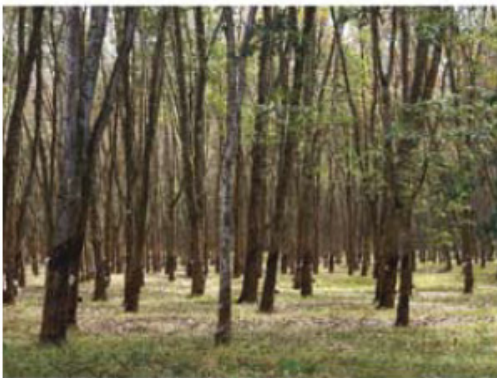
Certified to: KeTTHA / SIRIM -002: 2013
Licence No.: EL000053

Why does a particleboard manufacturer have so many certifications?

It assures to produce highest quality particleboards for safe and healthy living. Furniture made with highest quality certifications give the buyer:

- ✓ More than 4 times lower Formaldehyde emission than normal E2 Particleboard -leading you to a healthy home and office interiors.
- ✓ High load bearing boards - leading you to longer furniture life
- ✓ Sustainable & renewable raw material and manufacturing processes - leading you to a greener, eco friendly future
- ✓ Minimal swelling when exposed to moisture - leading you to satisfied customers

• **SUSTAINABLE PRODUCTION** • **NON TOXIC**
• **LOW EMISSION** • **BETTER QUALITY**



'E O' BOARDS & FURNITURE

Amazon wood is proud to channel partner to offer melamine faced "EO" particleboards to Furniture manufacturers in India as well as offer "EO" residential and office furniture with "ECOLABEL" particleboards from **HeveaBoard**.

Contact us:
e0furniture@amazonwood.in

Sleek Boards (India) LLP. TEL: 020-25463471 / 25421021

•Fax: 020-25442559 •Email: nvaze@heveamart.com



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CERT. NO.: ER0776



CERTIFIED TO MS ISO 9001:2008
CERT. NO.: AR2045



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CERT. NO.: SR0650



CERTIFIED TO MS 1722: PART 1:2007
CERT. NO.: SR0601



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Think4ward with Biesse during Indiadwood 2016

What can customers expect from Biesse during the Indiadwood 2016?

Biesse's stand during Indiadwood 2016 would be developed based on our widely appreciated global concept of Think4ward: which is to be innovative, forward thinking and continuous improvement.

This Indiadwood 2016 will serve as a platform for Biesse to highlight and showcase to our customers some of the latest technologies for the first time in India such as: Rover A the 5-axis CNC machining center, Stream A Throughfeed industrial edgebanding machine, EKO 2.1 Throughfeed drilling machine.

ROVER A 5-AXIS CNC MACHINING CENTER



The Rover A with the 5-axis operating head, equipped with 13 kW HSD spindle and 360° continuous rotation on the vertical and horizontal axes, enables the machining of complex-shaped work pieces ensuring quality, precision and absolute long term reliability. This machine is an ideal solution for manufacturing solid wood furniture elements. With a wide range of sizes and configurations, the Rover A is ideally suited for small and large shops that need to manufacture a wide variety of components in small-medium batches.

STREAM A THROUGHFEED EDGEBOARDING MACHINE



Stream A is the new range of automated single-sided industrial edgebanding machines aimed at medium to large sized enterprises who wish to increase their production capacity and flexibility. It seamlessly adapts to any machining needs thanks to its configuration possibilities.

EKO 2.1 THROUGHFEED NC DRILLING MACHINE



Brema EKO 2.1 vertical boring machine can carry out all boring, milling, glue and dowel insertion operations. The structure of these machines has been designed to achieve optimal loading and unloading ergonomics, with a small footprint which saves 50% of space, in addition to offering zero set-up times and high levels of productivity.

There will be 17 technologically advanced machinery on live demo for our customers to touch and feel our world class products and our exclusive bLounge will grant the access to some of the most sophisticated software used in designing and manufacturing furniture elements.

All this can be summarised in one word: Think4ward - a concept which enshrines the soul of Biesse Group.



On live demo during
Indiawood 2016
25th - 29th Feb
BIEC, Bangalore



Rover A 5-axis video

ROVER A 5-axis CNC machining center

User-friendly technology

The 5-axis operating head, equipped with 13 kW HSD spindle and 360° continuous rotation on the vertical and horizontal axes, enables the machining of complex-shaped work pieces ensuring quality, precision and absolute long term reliability.

A perfect combination of Biesse innovation and Italian genius.

Tel: +91 9916 558 780
sales@biessemnfg.com
www.biessemanufacturing.com

 **BIESSE**

THE SAW SCHOOL

More than 1,30,000 saw users the world over put their trust in the quality and user friendliness of an Altendorf sliding table saw.

The most popular and versatile saw in the world is easy to operate – as long as you know how.

It is also easy to maintain – as long as you know how.

Someone using a sliding table saw must understand all the features and benefits to get the best quality of cut.

Today, more and more users of saws are requesting information about new developments, asking application related questions or



simply want to swap notes with other professionals.

To fulfill this need of sliding table saw users, Altendorf has set up “**The Saw School**” and the “**Altendorf Forum**”.

The Saw School - Free basic and extended courses are provided on application and service.

Altendorf Forum - You can take part in the forum from anywhere in the world and interact with professionals.

Discover the possibilities. The choice is yours.

For more information visit www.altendorf.de or contact Altendorf India Private Limited, Bangalore.



THERE'S AN ALTENDORF FOR EVERYONE.

*Start precise
cutting now:
START 45.*



*For those who
have little space:
Altendorf WA 6.*



*For those who
need maximum efficiency:
Altendorf F45.*



*For those who
love performance:
Altendorf WA 8.*



FINSA Introduces Antibacterial Prelaminated MDF and Particleboards in India

Finsa now offers Anti-Bacterial prelaminated particle boards and MDF in wide range of over 300 designs and decors, that keeps Hospital, Pathological laboratories, Clean Rooms as well as our home interior good, hygienic and germ-free. These laminate surfaces retard the growth of nearly 99% of common form of bacteria on any decorative surface, further adding a spectacular look to the overall décor. The Anti-Bacterial Laminate surface is produced permanently and not have any shelf life or restricted performance period. There is a growing demand for products that prevent the development of germs, harmful to health and after an exhaustive research Finsa have now developed the antibacterial prelaminated MDF and particleboards. These boards have been certified by IMSL; an UK lab well-known for their

research in Industrial microbiological services. The tests have been carried out following the procedure by standard ISO-22190-2011.

These anti-bacterial prelaminated boards have been tested to provide great resistance

- Escherichia coli- which are known to cause diarrhoea and intestinal infections.
- Staphylococcus Aureus- which are known to cause a large variety of diseases related to skin and respiratory infections including meningitis and pneumonia.

APPLICATION AREAS

HOSPITALS, HEALTHCARE, LABORATORIES and KINDERGARDEN FACILITIES:

Usage of Anti-Bacterial Prelaminated MDF and Particleboards for furniture in hospitals; health care ; Laboratories and Kindergartencentres reduces the contact

with bacteria and viruses, thus giving everyone complete protection from bacterial growth.

RESTAURANTS; LOUNGES, RESTROOMS, STORAGE ROOMS:

Furniture made of Anti-Bacterial Prelaminated MDF and Particleboards in high traffic areas reduces the risk of contamination and spreading of bacteria from one to another.

HOME FURNITURE & KITCHENS:

Anti-Bacterial Prelaminated MDF and Particleboards in furniture at home keeps a family healthy all the time.

Finsa's Anti-Bacterial Prelaminated MDF and Particleboards are available in wide thickness and size range to cater to all the requirement of the furniture industry.

Contact: sleekboards@gmail.com

IMSL INDUSTRIAL MICROBIOLOGICAL SERVICES LTD			
CERTIFICATE OF ANALYSIS		CERTIFICATE NO. 102308-1A1	
CUSTOMER		PRODUCTION CENTERS:	
Francisco Matamoros S.A. FINSA Carretera N°500 Km 57 Apartment de Correo 127 15890 Santiago de Compostela (A Coruña) Spain		Finsa Santiago, Finsa Orense, Finsa Ponte, Finsa Ferrol, Finsa Cede, Lugo Finsa, Finsa Pola y Finsa Franca	
SAMPLE DETAILS		DATE RECEIVED 10-Dec-13	
Laminated Wood Samples			
METHOD: (Determination of Antibacterial Activity using ISO 22196:2011)			
DATE ANALYSED 11-Dec-13		DATE REPORTED 16-Dec-13	
RESULTS (AS CFU CM-2)			
SAMPLE	CONTACT TIME	LOG REDUCTION	% DIFFERENCE
Polystyrene	E.coli 1.7E+04	1.5E+05	-
Compacted Blanco	E.coli 1.7E+04	1.1E+05	2.4.2
Compacted Unicolor	E.coli 1.7E+04	1.1E+05	2.4.2
Compacted Decoro	E.coli 1.7E+04	1.1E+05	2.4.2
Polystyrene	S.aureus 2.0E+04	1.5E+04	-
Compacted Blanco	S.aureus 2.0E+04	1.1E+04	2.4.3
Compacted Unicolor	S.aureus 2.0E+04	1.1E+04	2.4.3
Compacted Decoro	S.aureus 2.0E+04	1.1E+04	2.4.3
The above data shows the difference in the population following contact with the surface of the samples tested for 24 hours at 35°C under a RH of > 95% relative to the initial population.			
ND = Poor survival on control supplied			
INDUSTRIAL MICROBIOLOGICAL SERVICE LTD PAUL LANE HARTLEY WINTNEY HANTS RG27 0DH UK		PETER D ASKEW MANAGING DIRECTOR	

IMSL INDUSTRIAL MICROBIOLOGICAL SERVICES LTD			
CERTIFICATE OF ANALYSIS		CERTIFICATE NO. 102308-1C	
CUSTOMER		CUSTOMER REF.	
Finsa Santiago Carretera N°500 Km 57 Apartment de Correo 127 15890 Santiago de Compostela (A Coruña) Spain			
SAMPLE DETAILS		DATE RECEIVED 10-Dec-13	
Laminated Wood Samples			
METHOD: (Determination of Antibacterial Activity using ISO 22196:2011)			
DATE ANALYSED 11-Dec-13		DATE REPORTED 16-Dec-13	
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INDUSTRIAL MICROBIOLOGICAL SERVICE LTD PAUL LANE HARTLEY WINTNEY HANTS RG27 0DH UK		PETER D ASKEW MANAGING DIRECTOR	

IMSL INDUSTRIAL MICROBIOLOGICAL SERVICES LTD			
CERTIFICATE OF ANALYSIS		CERTIFICATE NO. 102308-1E	
CUSTOMER		CUSTOMER REF.	
Finsa Santiago Carretera N°500 Km 57 Apartment de Correo 127 15890 Santiago de Compostela (A Coruña) Spain			
SAMPLE DETAILS		DATE RECEIVED 10-Dec-13	
Laminated Wood Samples			
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Looking for the
better door ?

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*7 Reasons
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Sauerland
Boards*

1 Doors with ideal weight



2 Doors resisting daily stress



3 Doors production with high efficiency



4 Doors that close properly



5 Doors with a perfect surface



6 Doors reducing sound transmission



7 Doors protection from fire



Solution for the better door!



WE OFFER :

Support in Door Construction
... following your specific requirement.

Testing in the Sauerland Lab
... regarding all technical demands.

Sauerland Door Concept



Sauerland Service

Please compare your actual door construction with the option to apply the **Sauerland Door Concept**. You will improve quality and performance. Please do not hesitate to contact us.

Door manufacturers interested in new technology Contact :

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EXCHANGE YOUR OLD MACHINES FOR NEW MACHINES

Sauerland Introduces Eco Friendly Fire Containment Doors for Indian Market

Thank you for visiting us at Indiawood 2014 and showing keen interest in manufacturing green fire rated doors. Sauerland has

been active in the Indian door industry since 2008 and has introduced the tubular door concept enriched with their vast experience for 63 years and spanning export to 65 countries.

This year Sauerland have upscaled the technology for the Indian door industry to introduce fire containment cores through their channel partners in India for doorset passing the 1 Hour rating using the Sauerland Cores as per BS 476: Part 22: 1987 or as per IS 3614 Part 2 (1992) .

The specialty of fabricating fire containment door with Sauerland core is that it eliminates use of any inorganic material in the construction like Gypsum board, Cement board or Calcium Silicate or Fiberglass etc

making the door light weight and 100% recyclable. With additions of certain accessories one can make the door fire safe; smoke arrestor as well as sound reducing upto 38 dB.

Now for the first time in India builders and architects can avail a triple acting door set which provides for the much necessary fire protection of 60 minutes clubbed with sound reduction of 34dB and clubbed with smoke containment technology.

Sauerland Cores are having very low formaldehyde level of E1 which mean they are safe for internal use in residential buildings. These are the most light weight fire doors, highly performance oriented for the 30 and

60 minutes fire rated door category now available in India.

We are pleased to attach few illustrative construction details which are parts of the assessment reports for

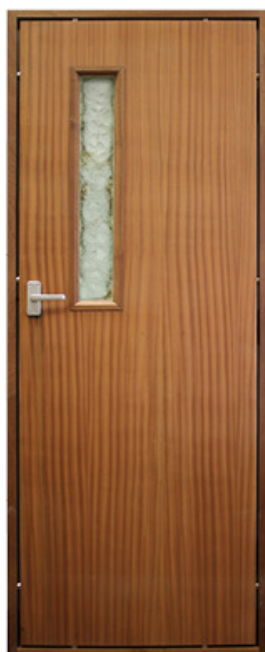
1. 45mm Fire rated Flush Door with tubular Core for 30 minutes.
2. 45mm Fire rated Flush Door with solid Core for 30-45 minutes.
3. 45mm Fire rated HDF Skin Door with tubular Core for 30 minutes.
4. 54mm Fire rated Flush Door with solid Core for 60 minutes.

Additionally we are also pleased to attach offer for intumescent sheets, intumescent strips and fire rated hardware. All you need is to arrange the Red/White Meranti timber with min 650Kgs/m³ density having moisture content below 10% for door frame and door leaf. We suggest the BR201G MUF powder glue. 6mm HDF (Density 850kgs/m³) Skin or very high interleave bonded plywood as skin will suit the application.

With this package making a GREEN Fire rated door can make you to leap to fire containment business which is increasing by the day due to the increased construction of high rise buildings.

Once you have all the components to make trial doors please let us know how you will like to proceed in this matter.

Thanks once again in your interest to add a Green Initiative in Fire Containment complete doorset to your business.





HÄFELE

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Häfele brings to you
Smooth Sliding Solutions for
Wooden Doors

SLIDING

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Customer Care: 1800-266-6667 | To know more, SMS HAFELE to 56070 | Email: customercare@hafeleindia.com | www.hafeleindia.com | Follow us on  

Textile Machinery Fabricators (Since 1965)

TMF has the experience of building specialized plant machineries for varied industries since the last 50 years. We have provided world class, consistent & exceptional services through innovations & advanced technology.

Since 15 years, TMF is making Wood Working Machinery & developing indigenous machinery for Anti-Scratch UV Technology.

As we all know, UV Technology increases the quality & grade of wood & veneer panels because the nearly instantaneous curing time makes a clear, solid film on the wood surface. All energy is used for curing, obtaining greater energy efficiency than the traditional method of coating. UV Technology achieves maintains & complies with environmental regulations. It reduces the volatile organic compound emissions because the UV - Curable materials contain little or no solvents.

TMF has developed machineries for high gloss & matt finish coating for pre - laminated particle boards, direct printing on MDF, plywood, flush doors, etc. & also for pre - printed paper that is pasted on boards & UV coated with roller coater.

TMF integrates honesty & business ethics & minutely looks into every detail from conceptualizing to packing. Foresight & excellence in engineering design is our blue print today & vision for tomorrow.



U.V. COATING MACHINERY FOR MDF, Flush Doors, Prelam Particle Board & Wooden Flooring

**Paper
Pasting
Machine**

**Printing
Machine**

U.V. Coating Machinery
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DON'T LET INCORRECT CASTORS TOPPLE YOUR SAFETY

Kalyan Industries, a family owned company, established in 1952 have been providing machines and satisfactory services to the Wood working & Plywood Industries.

Kalyan Machines, preferred most by the end user, created a niche of themselves as a reliable, long performing and cost effective. Kalyan Industries has also been offering the imported machines for Modular Furniture & Solid Wood / Joinery / Panel Processing and some machines for MDF and Particle Board Units having the latest technology. To live up to the reputation for high quality and dependable performance the machines are being imported from one of the best manufacturers in the world. Being the manufacturer itself, Kalyan Industries understands the machines better than any other dealer while well equipped for providing efficient services after sales to the utmost satisfaction of the buyer Kalyan Industries has joined hands with Paolini Macchine srl, Pade S.a.S., CENTAURO SpA, Mebor d.o.o., RWT s.r.o & many others to make available the world's best European Machinery in India.

All the manufacturers joined with Kalyan Industries are known for their technological excellence & reliable performance and together as a group Kalyan is geared now to provide the total solution for Doors & Window, Solid Wood Furniture & Modular Furniture with latest technology.

Headquartered at Yamuna Nagar (Haryana), Kalyan Industries is run by a team of well trained and highly motivated technical personals, with decades of experience of Woodworking, can efficiently execute the requirement of Solid Wood, Doors and Windows, Kitchen & Panel Processing machines. We keep European, Taiwanese & Chinese Machines in ready stock as well.



Sliding Table Panel Saw

Spindle Moulder



Alfa NC Milling

Automatic N.C. Operated

- Hinge recessing.
- Lock face plate recessing doors slots etc.

Louvers



Wide Belt Sander



Hydraulic Hot Press
1/3/5 Day Light



Multiple Rip Saw



Straight
Line Rip Saw



Spindle Moulder



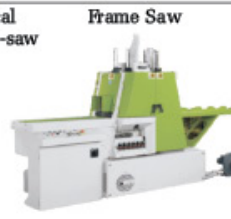
Rectangular
Tenoner
DAD-115



Oscillation
Mortiser
MOM-130



Vertical
Band Re-saw



Frame Saw



Clamp Carrier



Four Side Moulder



Double Side Planner



Heavy Duty Automatic
Copy Shaper

**We
Work
Together**



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Tel.: +91 - (1732)-223694, 260682, Fax : + 91-(1732) 260203
E-mail: info@kalyanindustries.com, kalyan1ind@yahoo.com,
Website: www.kalyanindustries.in



Over 650 domestic and international companies exhibiting at INDIAWOOD from 25th-29th February 2016 at Bangalore International Exhibition Centre (BIEC)

Crossing 40,000 sq. metres of exhibition space is an incredible story...and YOU helped us write it!



Market leaders and new companies from all over the world are expected at IndiaWood 2016. The picture shows an impression from the show in 2014.

See the innovations and latest technology in the woodworking industry: there are plenty more reasons to visit INDIAWOOD 2016 in Bangalore. One of the world's largest trade shows for Furniture Production Technologies, Woodworking Machinery, Tools, Fittings, Accessories, Raw Materials and Products being held at the Bangalore International Exhibition Centre from 25 – 29 February 2016.

IndiaWood, the industry's most important biennial meeting place for the last two decades in India, is now also



steadily gaining prominence amongst the international woodworking industry. For the past few editions INDIAWOOD has featured over 50% exhibitors from overseas.

The 9th edition of IndiaWood gives buyers a complete overview of the market in all its dimensions. In 2014, more than 580 companies from 24 countries presented their exhibits on 38,000 square metres of space—from leading international manufacturers to specialized newcomers.

More than 32,700 visitors from 38 countries and 278 cities from 27 states in India attended IndiaWood 2014. Of these 80% visitors came from across India: they were those that participate in the decision-making process. About 97% of exhibitors in 2014 were satisfied with the commercial success of the event and its features.

IndiaWood is seen as a driving force behind innovation and success in the global scenario for furniture production technologies and the woodworking sector. The trade fair consistently sets the pace for the next two years.

More in 2016.....

More than 650 companies – representing a vast array of furniture production technologies, woodworking machineries, tools, fittings, accessories, raw materials and products – will be taking part, confirming yet again its leading role as Asia's largest trade

fair for the woodworking and furniture manufacturing sector.

Over 40,000 craftsmen, woodworkers & furniture manufacturers; distributors, dealers and manufacturers of hardware & accessories; plywood & particle board manufacturers & traders; manufacturers of wood-based products; architects, interior designers & builders and the entire woodworking ecosystem from all over India and South-East and South Asian countries will once again look forward to participating in IndiaWood 2016.

There will be representation from Nepal, Sri Lanka, Bangladesh, Middle East, Malaysia, Myanmar, Bhutan, Thailand, Indonesia and the Philippines.

Special attractions at

IndiaWood 2106:

The Architect Seminar

WoodNews magazine, in association with the Karnataka Chapter of the Indian Institute of Architects, is organising a seminar on "Wood in Architecture" by speakers of international repute.

Sourcing Forum

Sourcing Forum is a B2B interaction between furniture manufacturers from across India and retailers from e-commerce platforms and established furniture chain stores that are looking at sourcing innovative products. The meetings are focussed

on understanding of the retailers' categories, sourcing patterns, logistics, and so on.

Our sourcing partners in past events were Pepperfry, Urban Ladder, FabFurnish, Flipkart, ebay, Snapdeal, Homelane, Furlenco, Stitchwood, Livspace and Home Town.

A first at IndiaWood 2016: Furniture Manufacturers' Corner

This is a special area on the show floor earmarked for furniture manufacturers and entrepreneurs to showcase the latest, innovative ideas, as well as elegant furniture and furnishing designs to meet the high level dealers, distributors and retailers.

Wood-Based Installations by leading Architects

In association with the Indian Institute of Architects (Karnataka Chapter), leading architects will be designing and producing wood-based installations that will be displayed at prominent locations at the venue during the five days of IndiaWood.

"Evidently, exhibitors continue to value the strength of IndiaWood 2016 as a strategic platform, showcasing the very latest technology and innovations that are currently shaping the modern woodworking and furniture production industries. Through proactive engagement with stakeholders and a genuine commitment to excellence, IndiaWood has evolved in line with

industry demand, and is globally recognised for doing so. As organisers we firmly hold the belief that IndiaWood 2016 will be the best yet," said Sivakumar V, General Manager, PDA Trade Fairs.

Event Highlights:

- Over 4,30,000sqft of exhibition space.
- Over 650 Exhibitors.
- Over 34 countries exhibit at the show.
- Over 200 Product Launches.
- Demonstrations of over 500 woodworking machines.
- Over 40,000 trade visitors.
- Seminar on "Wood in Architecture" by international speakers in association with Indian Institute of Architects - Karnataka Chapter.
- Wood-Based Installations by leading architects.
- Furniture Manufacturers' Corner.
- 'Sourcing Forum' to offer business opportunities for visiting furniture manufacturers.

Make your Kitchen & Wardrobes Sound Proof

Other Application Areas
Under Glass Tables (in place of suction cups)
Under Home Articles/Coasters/Chopping Boards



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VOICE OF LEADERS





Ashok D'Souza

Director,
Altendorf, India



**VOICE
OF LEADERS**

"2015 has witnessed the growth and spread of the panel processing industry in India. Growth in terms of number of units and spread in terms of small mechanised units being set up in Tier II and III cities/towns. This trend will continue in 2016"

"In IndiaWood - Altendorf will exhibit two new models introduced during and post the Ligna exhibition in Germany."

1. What is your opinion about recent developments in Indian Furniture sector? What is your prediction of growth of the industry in near future?

2015 has witnessed the growth and spread of the panel processing industry in India.

Growth in terms of number of units and spread in terms of small mechanised units being set up in Tier II and III cities /towns . This trend will continue in 2016. These smaller units will cater to the exponential growth in demand for kitchens, wardrobes and stand alone furniture. The coming year will also see expansion of existing factories and the setting up of some larger units with emphasis on:

- a) Higher volume production
- b) Increased automation
- c) Less labour
- d) Better quality of equipment and end product.

2. Please tell us about your participation in INDIWOOD 2016 : that is about the new products/ new

technology that you are planning to exhibit.

The need of panel processing industries today is a panel saw and other equipment which can be trusted to offer precision, flexibility, ease of operation and return on investment .

Altendorf will exhibit two new models introduced during and post the Ligna exhibition in Germany.

START 45 - This budget machine, for the entry level, allows a straight and clean cut on different materials like solid wood, WPC, panels, plastic, non ferrous metals etc with ease and precision.

F45 - Altendorf's new generation machine comes with a choice of three different control units and options to suit numerous applications.

The models WA8T and WA8X in the mid range will also be shown.

There is an Altendorf for everyone.



Company Profile:

Altendorf is the original inventor and the world leader in the manufacture of panel saws. Every year 4500 machines leave factories in Germany , China and Brazil to customers globally. Altendorf saws guarantee quality, productivity and accuracy . Entry level to state of the art, Altendorf offers a range of machines .The models offered are START 45 and WA6 at entry level, WA8 series in the mid range and F45 series for special applications.

There is an Altendorf for everyone.



Stefano Bottene

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



**VOICE
OF LEADERS**

BIESSE

“With the present government pushing for more economic reforms and encouraging potential investors with the make in India policy, we should see momentum in the India growth story. IndiaWood 2016 will serve as a platform for Biesse to showcase to our customers some of the latest technologies for the first time”

1. What is your opinion about recent developments in Indian Furniture sector? What is your prediction of growth of the industry in near future?

The panel based furniture manufacturing sector has immense potential for growth in India. The sector is still being serviced mostly by carpenters or smaller manufacturing units. With the present government pushing for more economic reforms and encouraging potential investors with the make in India policy, we should see momentum in the India growth story. Besides this the Indian customers are well informed and are aware of the products made in developed economies and expect the same quality from the locally manufactured furniture products. Due to the scarcity of skilled labour, the furniture manufacturers are forced to equip themselves with the latest technologies towards automation in

manufacturing process. On the whole we are quite positive about the India growth story.

2. Please tell us about your participation in INDIAWOOD 2016.

IndiaWood 2016 will serve as a platform for Biesse to showcase to our customers some of the latest technologies for the first time in India such as: the 5-axis CNC machining centre, Through feed industrial edgebanding machine, Through feed drilling machine, Nesting Cell technology along with 14 other regular fleet of machines. Our exclusive bLounge for our customers will grant the access to the most sophisticated software used in designing and manufacturing of the most complicated furniture elements using our machines. All this can be summarised in one word: Think4ward – a concept which enshrines the soul of Biesse Group.

Company Profile:

Biesse India is a direct subsidiary of Biesse Group Italy, producing woodworking machinery and systems in its state of the art manufacturing facility in Bangalore. These machines are used in Home and Office Furniture manufacturing. The machines manufactured in Bangalore are sold in India as well as exported to more than 32 countries across the globe.



Mr Martin Herr
Managing Director,
Blum India



**VOICE
OF LEADERS**



“The biggest potential for growth in the furniture market I see in B and C cities. Space is available, cost of living is comparatively low and the spending power is better compared to the metro cities. On this exhibition we will showcase not only new products like our new drawer system LEGRABOX free but also a completely new motion technology called TIP-ON BLUMOTION which combines the mechanical opening support known from TIP-ON with soft close function.”

1. What is your opinion about recent developments in Indian Furniture sector? What is your prediction of growth of the industry in near future?

The biggest potential for growth in the furniture market I see in B and C cities. Space is available, cost of living is comparatively low and the spending power is better compared to the metro cities.

In 2015 the project market was very slow and in fact a huge part of the properties remained unsold. This also negatively affects the furniture market. In 2016 we expect the project business to pick up again.

Online furniture business is evolving fast, but we will see which players actually have a sustainable setup. For the kitchen market the classical distribution structure will continue to be the preferred choice for most consumers.

2. Please tell us about your participation in INDIWOOD 2016: that is : about the new products/ new technology that you are planning to exhibit.

On this exhibition we will showcase not only new products like our new drawer system LEGRABOX free but also a completely new motion technology called TIP-ON BLUMOTION which combines the mechanical opening support known from TIP-ON with soft close function.

As Indiewood is targeting on furniture manufacturers we came up with a new concept: we focus on assembly and related services which we can offer in addition to our product solutions. It's important for us to support our industrial customers with more than just providing hardware. Our intention is to provide a complete package including templates, planning software, easy assembly app etc.

Company Profile:

Blum is the leading manufacturer of functional furniture fittings in the world. For over 50 years, quality has been the highest principle for the development and manufacture of Blum's products.

The products, which are produced in 7 state-of-the-art production plants in Austria, give the highest comfort to the user and guarantee a long durability. Blum has over 1200 active patent licenses all over the world. About 6,350 employees worldwide are continually working on implementing the concept of perfect motion.



Tilman Helmer
Area Sales Director
Dieffenbacher GmbH



"We are observing a continuous growth in the demand of MDF and particle board, even if the growth is slower than previously expected.

At Indiiawood we will demonstrate our capability to supply tailor made equipment for the Indian wood based panel industry."

1. What is your opinion about recent developments in Indian Furniture sector? What is your prediction of growth of the industry in near future?

Dieffenbacher can only comment the demand of wood based panels, i.e.

MDF and particle board, which are dominantly used in the furniture industry, either in organized or unorganized sector. We are observing a continuous growth in the demand of these products, even if the growth is slower than previously expected. The recent investments in our industry by different investors verifies our long-term vision of a continuously growing demand in our machines which indirectly implies an increase of the furniture industry as well.

2. Please tell us about your participation in INDIAWOOD 2016 :that is :about the new products/ new technology that you are planning

to exhibit .

Since decades Dieffenbacher is very active in the Indian market, being able to supply the only running continuous presses for MDF and particleboard in the subcontinent. Just recently we got awarded with the 2nd order by Greenply Industries, which will be the longest press in entire Asia supplied so far.

At Indiiawood we will demonstrate our capability to supply tailor made equipment for the Indian wood based panel industry. Additionally we will introduce the latest innovation of continuous presses the CPS+, which was very successfully launched at Ligna show 2015 as well as glue saving equipment PROjet P and PROjet M.

DIEFFENBACHER

Company Profile:

Together with its subsidiary SWPM, Dieffenbacher offers both economically attractive 4 ft plant solutions and high-performance plants with a width of up to 12 ft. The product range includes plants for MDF boards, particle boards, OSB/OSL boards, LVL boards and wood fiber insulation boards, in each case including the energy system. In 2014 a Dieffenbacher particle board plant was the first ever industrial plant in the world to be fully equipped with the new SIMATIC S7 1500 plant control system.



Geoffrey Nagpal
Managing Director
Ebco Private Limited



**VOICE
OF LEADERS**



The recent development of e-commerce in India has awakened the Furniture Industry this has resulted in a huge opportunity for small time Furniture Manufacturers (Traditional Woodworking and Modular Furniture). This is bound to bring in lot of changes in the way the industry has been working for the last several years. In IndiaWood we will be presenting 3 new products: (a) Kitchen Tower, (b) Smart Lift and (c) Lina

1. What is your opinion about recent developments in Indian Furniture sector? What is your prediction of growth of the industry in near future?

The recent development of e-commerce in India has awakened the Furniture Industry this has resulted in a huge opportunity for small time Furniture Manufacturers (Traditional Woodworking and Modular Furniture). This is bound to bring in lot of changes in the way the industry has been working for the last several years.

2. Please tell us about your participation in INDIWOOD 2016: that is about the new products that you are planning to exhibit.

We will continue to participate in IndiaWood and this time we will be presenting in the same position as last time but with many new items. We have new products being introduced in all our categories Office, Kitchen, Bed Room, Windows or others. Please find attached the details of 3 new products:

(a) Kitchen Tower

Kitchen Tower has a unique feature that you cannot solve with drawers. It is the only solution that allows you to

have everything to cook with only one opening, while in the same space you need 2 drawers, so 2 openings. It comes with inserts specially designed to place the knives, spoons, spices and all the stuff you would need to cook.

(b) Smart Lift - Electric

The top priority in choosing Office Furniture Fittings & Accessories should be physical comfort and ease of use. This is the reason why Ebco Office Furniture Fittings & Accessories have been designed to reduce fatigue while working long hours and keep the workspace clutter free. Ergonomically designed to enable easy installation & comfortable use. Table width can range from 1100mm to 1700mm. Height adjustment- 450mm. Special electric motor to raise & lower table.

(c) LINA from PEKA, Switzerland

The elegant, stable Libell steel shelf can be mounted on either the right or left wall of the wardrobe and allows up to 15 hangers to be hung up or taken out individually and moved easily from side to side. The shelf also provides an additional storage space for belts, jewelry and other small items.

Company Profile:

Ebco was founded in 1963 as a Tool Room and subsequently diversified into mass production of critical components such as Cartridge Links for Ordnance Factories. In 1987, Ebco diversified into furniture hardware and has ever since become India's leading manufacturer in the industry. Today, Ebco's product range spans Drawer Slides, Hinges, Computer Furniture Fittings, Joinery Fittings, Wardrobe Fittings, Furniture Locks, Kitchen Systems and Accessories, Window and Door Fittings, Architectural Fittings, LED Lights and more.

Our strengths include a range of core competencies in manufacturing, an ever widening product range, stringent quality standards, affordable prices and a national distributor network that spans every major city of India.



Govind Asudani
Managing Director,
Homag India Pvt Ltd



VOICE
OF LEADERS

"The demand for apartments in the cities is increasing every year by 15% and therefore demand for furniture, a few years back furniture was a life style product and today it is becoming a necessity. Panel Processing with technology of the HOMAG Group, which means Panel dividing, Edging and CNC are the three main technologies that are most interesting for India. All Homag India machines on display in Indiawood will be automatic CNC machines from Panel dividing to drilling."

1. What is your opinion about recent developments in Indian Furniture sector? What is your prediction of growth of the industry in near future?

India's GDP is at the moment 6% and is expected to be in this range for coming years too. By 2020 it is expected that 60% of Indian population will be in the working age group which means a spending economy. The demand for apartments in the cities is increasing every year by 15% and therefore demand for furniture, a few years back furniture was a life style product and today it is becoming a necessity.

Panel Processing with technology of the HOMAG Group, which means Panel dividing, Edging and CNC are the three main technologies that are most interesting for India. The latest trend is network production which means one single software that can integrate the complete process of manufacturing i.e. from Design to Machine operation and packing.

2. Please tell us about your participation in INDIWOOD 2016 :that is :about the new products/ new technology that you are planning to exhibit.

All machines on display will be automatic CNC machines from Panel dividing to drilling. Machines will be integrated with a software and Homag will display a modern furniture factory producing furniture elements with major focus on quality, zero defects and smooth movement of material.

High end thrufeed edge bander will be on display producing high gloss high quality panels and a speed of 25 m/min. CNC routers for kitchen and wardrobe factories with alternate operation facility.

Homag eSolution software which helps the designer and the production manager to design and produce furniture parts with ease and error free.



Company Profile:

HOMAG India is one of the sales subsidiaries of HOMAG Group, Germany and is active in India for over 24 years bringing in solutions to the woodworking and furniture making Industries in India.

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



Nirav Shah
Director Jai Industries,
Ahmedabad



VOICE OF LEADERS

“Last decade saw a phenomenal change in how the wood-work industry approaches the work & growth potential before it. We foresee a real good growth in our Panel Processing machines. This year, the IndiaWood - 2016 would be witness to even more expansion of JAI MODULA & WUDPRO range. JAI is present in full strength to guide, support and facilitate your machine selection by offering special deals”

1. What is your opinion about recent developments in Indian Furniture sector? What is your prediction of growth of the industry in near future?

Last decade saw a phenomenal change in how the wood-work industry approaches the work & growth potential before it. Later on – along with economic boom in the country, the size and the bulk of the assignments grew exponentially. Modular furniture making, doors-windows-shutters making, interior décor creation and panel-based products manufacturing... everything has become faster, of world-class quality and yet cost effective due to invent and advent of Panel Process Machinery. There is a sea change in technology and machinery to match it. Conventional methods and machines are getting replaced by new sophisticated ones. All innovations and technological advancements are happening there. Everybody now ask for ‘world-class’ standards and precision functionality. We foresee

a real good growth in our Panel Processing machines.

2. Please tell us about your participation in INDIAWOOD 2016 that is: about the new products/ new technology that you are planning to exhibit.

This year, the IndiaWood - 2016 would be witness to even more expansion of JAI MODULA & WUDPRO range. Very many new & upgraded machine launches will take place at this edition of IndiaWood like ; Panel Saw , Edge Trimmer ,Auto Edge Banders, Spindle Moulder , Hydraulic Cold Press , Hydraulic Hot Press, Vacuum Membrane Press , Three side & Four Side Moulders , Raised Panel Copy Shaper (Auto), Band Saw , Drum Sanders etc. Come; see the highest number of machines on display, with demo at JAI Enclave. JAI is present in full strength to guide, support and facilitate your machine selection by offering special deals. Be assured as nobody can match the marketing network and servicing clout JAI has in India.



Company Profile:

‘JAI’ is a brand trusted by generations during last 50 years .It has proved to be the most innovative and happening player in this field. Company has the biggest manufacturing facilities totalling some 400,000 sq. ft. and one of a kind machine-mall for demo and display, called “Jai PanWood Grand” measuring 25,000 sq. ft. There is a full fledge services department committed to complete customer satisfaction on sales-service & spares support.Jai has established the biggest network of business partners nationwide.



Mr Nitin Vaze
CEO,
Sleek Boards [India] LLP



“With advent of engineered material now every furniture manufacturer can make doors. With the availability of engineered components every furniture manufacturer can become a producer and supplier of modern and elegant doors manufactured by 100% engineered panel products.”

1. What is your opinion about recent developments in Indian Furniture sector? What is your prediction of growth of the industry in near future?

The Indian Furniture sector will see a vertical takeoff post 2017 as the robust demand generated by the implementation of the smart city program PAN India starts taking concrete shape. In our opinion the decade 2017-2027 will show the Indian furniture industry a strong demand which will be beyond any comparison to any surge experienced in the past 3 decades. All we need are the mechanisms to kick start the funds inflow to the designated smart city projects. A total of Rs.98000 crores (US\$15 billion) has been approved by the Indian Cabinet for development of 100 smart cities and rejuvenation of 500 others. Assuming at least the furniture sector will get 10% we are looking at an additional new market of Rs.9800 crores!

2. Please tell us about your participation in INDIAWOOD 2016 that is : about the new products/new technology/new concept that you are planning to exhibit.

Door making and position of door in Indian market is misconceived as a construction and building trade related item. With advent of engineered material now every furniture manufacturer can make doors. The old technology of door manufacture was extensively timber oriented and requires approvals from forest department besides a huge investment in timber processing equipments. Now however with the availability of engineered components every furniture manufacturer can become a producer and supplier of modern and elegant doors manufactured by 100% engineered panel products. Make it simple is the keyword to industry.

The construction will be very simple using either hot or cold pressing adhesives.



Sauerland Spanplatte

...Solutions for the better door

Company Profile:

Sleek Boards with 19 years of hardcore expertise in marketing of the top quality panel products cater to all panel processing factories and brands in India who bench mark on QUALITY. They represent several leading companies who are globally well known for niche application oriented panels like Finsa from Spain, HeveaBoard Berhad from Malaysia, Sauerland Spanplatte from Germany, Star Particle Board Mills Ltd, Bangladesh etc.. Mr. Nitin Vaze CEO was awarded World Leader Business Person and the Company was awarded with World Business Leader certifications in the function held in Texas, USA during May 2015.



Bobby Ruban Joseph
Wood-Mizer India

**VOICE
OF LEADERS**

“The overall growth rate is in the slower side, but is in a steady and continual growth route.

During the IndiaWood show, Wood-Mizer will exhibiting the Horizontal resaw HR500 (1 head). The HR500 is an ideal machine to resaw slabs or cants.”

1. What is your opinion about recent developments in Indian Furniture sector? What is your prediction of growth of the industry in near future?

The overall growth rate is in the slower side, but is in a steady and continual growth route. The increasing labour cost and the competition prevailing in the market will encourage the industry to invest in automation. The reduced availability of skilled labour to operate the traditional sawmills is also a factor encouraging the industry to invest into Wood-Mizer mills.

2. Please tell us about your participation in INDIAWOOD 2016 about the new products/ new

technology that you are planning to exhibit .

During the IndiaWood show, Wood-Mizer will exhibiting the Horizontal resaw HR500 (1 head). The HR500 is an ideal machine to resaw slabs or cants. The HR500 comes with a 15Hp electric motor, Steel belt conveyor and Hydraulic blade tensioning. The saw head positioning is done with PLC networks. The blade used in the machine is the Wood-Mizer THIN-KERF blade. The minimum cut thickness is 4.0 mm. The HR500 offers a big difference in terms of recovery, if compared to the traditional resawing mills.

Wood-Mizer®
from forest to final form

Company Profile:

Wood-Mizer is a leading supplier of portable and stationary narrow band sawmills and bandsaw blades around the world, recently having expanded into wide blade sawmilling equipment as well.

WOOD-MIZER Releases Two New Board Edgers

Wood-Mizer's edger range expands with two new twin-blade board edgers

Wood-Mizer has released two additional board edgers - the EG250 and EG350 - to form a full line of edgers that will meet the production and budget requirements of smaller workshops through to industrial timber processing companies.

Wood-Mizer board edgers keep timber moving towards its finished form, easily integrate into existing operations and have many upgrade options available.

EG250



NEW EG250 – Basic and dependable twin-blade edger

The new EG250 is a straightforward twin-blade edger, designed to be affordable and reliable with simple edging functions. For woodworking shops looking for a dependable edger, but not requiring industrial-grade productivity features, the EG250 twin-blade board

edger is a new solution.

The edger is supplied with two circular sawblades, powered by an 11kW motor, or optionally a 15kW motor. One blade is fixed and the other is adjusted using a hand crank to change the edging width. The edger's power feed system comes standard at 12 metres per minute,

but a variable speed option can be added to allow from 0 to 20m per minute.

For boards that already have one straight edge, an adjustable fence allows the operator to quickly position boards for edging the second side.

EG300 - Versatile

industrial - level

edger and multipip

Wood-Mizer's standard edger for many years, the EG300 combines the functions of both an edger and a multipip into one machine. Standard, the EG300 is supplied with two circular sawblades for use as an edger. One blade is fixed and the other is adjustable from the operator control console - using the electronic Setworks system to accurately pre-set the required width of the board.

Optionally, the EG300 can be fitted with up to five circular sawblades for multipip applications.



EG350

NEW EG350 - Heavy duty and high-powered twin blade edger for bigger material

The new heavy-duty EG350 edger is designed for edging boards with larger thicknesses of up to 100mm.

Each 450mm cutting blade is powered individually by an 8 kW electric motor - providing lots of power for quickly processing thick hardwood slabs into finished boards.

The EG350 has a variable feed speed of 0-20 metres per minute, electric blade adjustment, and optional board alignment lasers and Setworks for saving pre-set thicknesses.



Side-by-side specifications:

	EG250	EG300	EG350
Power	11 kW	15 kW	2x8 kW
Max. Feed width	550 mm	550 mm	500 mm
Max. Board Width Cut	410mm	410 mm	400 mm
Max. Board Thickness	60mm	60mm	100mm
Feed speed	12m/min	0-20 m/min	0-20 m/min
Blade Diameter	350mm	350 mm	450 mm
Number of blades	2	2-5	2

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ONLINE RETAIL PLATFORM with a Host of Options

Modern Woodwork: Your Company has changed the traditional furniture marketing methods to online marketing. Please tell us about the journey of your e-commerce platform.

Mr. Ashish Shah: Ecommerce is growing at a rapid clip driven by growth in internet users and a rapid increase in time spent online. Interestingly, a good part of business online comes from non-metro cities where there is low penetration of organized retail. For customers living in these cities, online retail platforms like Pepperfry.com has opened up a host of options to choose from.

We launched Pepperfry in response to this unmet customer need for a wide range of quality furniture and home products in India at one place. When we started our company there was a need for a wide range of products which existed across all town classes in India. Of the 200 towns with a population greater than 2 Lakh, all the organized offline retailers put together are present in only c.20 cities. We have shipped products to customers in more than a 1000 Indian cities in the past 4 years.

Modern Woodwork: What were the challenges that you faced while dealing with delivery system in a big

country like India?

Mr. Ashish Shah: The logistics infrastructure in India especially for large item distribution is significantly under-developed. Shipping bulky but delicate items such as furniture is either prohibitively expensive or takes too much time.

In such a scenario, Pepperfry built a proprietary large item distribution logistics model. We commenced the origin to hub shipment process through contracted trucking arrangements in April 2013 and since then, we have significantly reduced per unit costs with increasing scale and operating efficiencies. Furniture moves from the points of origin to the distribution centers via long distance hauling contracts. From the distribution centers to the door steps of the end consumers we have our own network of more than 350 trucks covering 500 cities with the capability of delivering more than 100000 pcs per month.

Pepperfry today is as much a logistics company as it is a home and furniture marketplace.

Modern Woodwork: Modern Woodwork readers are aspiring furniture manufacturers in India who are seeking



Ashish Shah, COO and Founder Pepperfry

new avenues to succeed in better marketing of their products. They would like to know about the advantages of selling through your Company over the traditional methods of marketing [i.e.: via Showrooms/Dealers/Expos etc.]

Mr. Ashish Shah: The biggest advantage of selling on Pepperfry is the reach it provides. An offline retail format at times is constrained due to high real estate costs and poor city road infrastructure that limits the catchment area of consumers to 8-10 kms. The great quality of products that the manufacturers produce is therefore restricted to a small segment of consumers [constrained by geography and store size].

Pepperfry today has upwards of 3 million registered users and has distribution network in 17 cities that enables door delivery of large furniture products in 500 cities. Every month close

to 3 million customers visit Pepperfry and buy furniture from 1000s artisans, SMEs and retailers across the country.

Modern Woodwork: On line marketing is the order of the day. Our readers would like to know What are the current trends in terms of online furniture sale i.e.: what kind of furniture is selling more on online portals - solid wood / panel furniture or modular furniture? Can you please elaborate?

Mr. Ashish Shah: Pepperfry's promise to home consumers is to make largest variety of home and furniture products available to them at the most affordable prices. Pepperfry today showcases 11000+ variety of furniture products and is very well known for the solid wood offering in the country. The largest selling product category is beds and sofas in terms of value and coffee tables and shoe racks in terms of quantity sold. The online businesses are not constraint by space and hence I would recommend Furniture manufacturers/retailers to make their entire catalogue available for sale on the site and let the consumers make their own purchase decision basis style and value.

Furniture shopping is largely inspiration and browse driven, which requires a content rich user interface with large visuals and specialized onsite experiences. Keeping these in consideration Pepperfry has built an excellent user interface and a tailored for furniture shopping experience. This experience is quite distinct from that

of standard products, which are largely driven by search based behavior.

Modern Woodwork: What are the basic requirements you are looking from the furniture manufacturer to be a good partner with your company.

Mr. Ashish Shah: Pepperfry is a managed marketplace and it means that we work closely with SMEs and artisans to get their products listed on the site and make them available to millions of customers online. Today 80%+ of Pepperfry's sales relate to SME suppliers and artisans. All you need to have is ability to build highly competent and quality home and furniture products and rest of the process is taken care of by our experienced category and business teams.

Modern Woodwork: How do you bridge the gap between supply and demand that is between ordering the furniture & delivery of furniture?

Mr. Ashish Shah: The primary sources or points of origin for our furniture shipments are: Delhi, Mumbai, Jodhpur, Jaipur, Bangalore, Nagpur etc. and we have 15 distribution centers across the country.

Furniture moves from the points of origin to the distribution centers via long distance hauling contracts. From the distribution centers to the door steps of the end consumers we have our own network of more than 350 trucks covering 300 cities with the capability of delivering more than 100000 pcs per month. Our network ensures quick and

damage-free door step delivery of bulky furniture, covering 97%+ of furniture orders placed on the marketplace.

In addition to the efficient and wide delivery network we have a carpenter services desk which has more than 230 carpenters who can cover 200 cities overall and same-day in 100 cities. These carpenters do the assembly work that is required for furniture items, so that end consumers get a hassle-free one-stop end-2-end service.

Modern Woodwork: What is your message to Indian Furniture manufacturers?

Mr. Ashish Shah: India produces the best quality of furniture and is known for its craftsmanship across the globe. The overall furniture market is highly fragmented and is often restricted by the reach. The consumer behavior in India is changing and lot of millennials and today buying products from online platform for convenience and variety and hence I would suggest furniture manufacturers to adopt an omni-channel strategy to make best advantage of this opportunity to increase reach and gain more business. Platforms like Pepperfry.com are specialized players in the space and we work closely with 1000s of manufacturers and retailers across the country to provide them additional sales channel to grow their business. So logon and start adding more profits!

★ How To Make Furniture That Will Sell Itself ★



Author

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

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

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

shanti@woodconconsultants.com

How to Make Furniture That will Sell Itself

It was always discussed about the recession, economic slow down when ever I met Furniture manufacturers across various shows and in India also. Whenever we discussed about the furniture business in India, it was told that the business is becoming very competitive, profits are shrinking and the skilled workers availability is becoming very hard. These are the problems faced by almost every furniture manufacturer. In contrast to this I met few Furniture companies who do not face the marketing problems, shrinking profits etc. I decided to go deep in to its philosophy. Quality raw material, Exclusive Finish, Appealing Esthetics, Utility are the key areas to be controlled carefully and with no nonsense attitude. I found that it not very difficult to follow it in Furniture manufacturing business.

I got the inspiration to write this article after I visited few small units with 5 to 10 persons working and saw a lot of small and portable machines producing Furniture and wooden products worth 2 to 5 MillionUS\$ [Rs 12 - 30 crores per year] . The quality and finish was so attractive that they never faced the problems of hard price negotiations, delayed payments from the customer and eventually they derived a great customer satisfaction and also a great feeling of high self esteem.

After lot of brain storming discussions the idea of **To Make Furniture That Will Sell Itself** was shaped. I hope this article will induce lot of hopes in small manufacturers

to get lot of Profits - Respect - Satisfaction.

Furniture Retailing - Today's Scenario

No one imagined few years back that the furniture can be sold on Internet without physically visiting a show room. But today millions of Rupees worth furniture is sold on Internet. This e-retailing market is expanding in leaps and bounds. The main reason of the success of this type of business is the trust that the companies have generated in the buyer that they will get what they see in the picture. This has made to rethink in the big showroom business model that is becoming too expensive due to rising rents and overheads. In today's world of tight schedules more and more persons prefer Internet buying. This type of buying not only saves the travel time, traffic jams, parking problems but also offers design and material options.

When we see a Furniture piece it should create a positive vibrations in customers mind and he should be attracted towards it like Love at First site. Then come the utility, dimensions and price. When one likes the product the price negotiations take the back seat. To achieve this one has to do lot of study and should think inline of market trends.

We have designed the Six Point program that is necessary to implement this idea.

- Designing • Selection of Raw material • Process of making furniture
- Accessories with higher cosmetic value • Finishing • Packing and safe delivery at customers site

Designing the Furniture

Today we are living in the world of THEME. Hence the furniture design should have certain theme and all the furniture products should be designed accordingly.

Exotic Veneered Office Unit



Solid wood designer Dinning Set



Today's each and every customer needs to look his home different than others. Hence they have developed different choices about shape, size and colour combination of the interiors. The design presented / offered should match the requirements of the customer and utility of the furniture. If you take the example of a sofa, the comfort level and the aesthetic of the seating system should be of higher level to appeal the customer.

Internationally reputed designers are available to share/ lease their designs for reproduction. They can develop the orientation designs for the manufacturers.

Selection of Raw material and Consumables

The first and foremost requirement is the selection of High Quality Raw material like Timber, Panel material like Veneers – Plywood - MDF - Chip Board –Finishes- accessories etc. We can see that novel materials are available in the market as lot of Importers are visiting International shows and are offering advanced materials to the customers. Some of these raw materials may look expensive initially but the advantages they offer will make these more durable and competitive.

3D veneered Surface



Exotic Finished Veneers



Every day new exotic raw materials and accessories are being introduced in the market so proper attention should be given to use these to value add the furniture products.

In today's world of digital printing one can reproduce the surface texture and finish that is required so materials can be produced custom made as per our choice. Designer accessories will further value add the furniture and will give a personalized touch to the product.

Process of making furniture

After selection of the raw material next important step is to produce the products with good aesthetics/ visual appeal and good workmanship. It is well said that "to make high quality product you do not need expensive machinery and heavy investment. But most essentially you need is a strong attitude to make a good product. One should not fall prey to CHALTAI HAI attitude".

The Designer Furniture Products are not manufactured on mass scale, but are designed to accommodate the customer's need. Hence all one needs to possess a set of small machines and portable tools that will perform each of the operation needed in the manufacturing process. This process of working will minimize the risk of poor workmanship and finish.

One can do a good joinery without buying an expensive Tenoner & Mortiser. Simple jigs that can be used with Portable Router are available which costs 200 to 1000 US\$ as shown in below picture. Non-friction flexible

material is available to make the jigs that can produce furniture components accurately.



Tenone-Mortise Jig

One can produce one dining set with six chairs every day with help of these jigs. The joinery finish is very good and accurate as the cutter is rotating @ 10000 to 25,000 rpm. This tool has got large variations of sizes and shapes that are generally needed in wooden furniture ranging from chairs, tables, wardrobes etc. so you can work on complicated designs also using the same tool.



Veneer Bending with vacuum technology

Veneering and bent veneered components can be made with vacuum technology as shown in the above picture. It is used to veneer components of any shape by use of simple jigs or even without jigs also. This can be used to veneer various plywood, MDF components also.

Accurate drilling can be performed with precision Drilling Jig that does almost entire drilling requirements of furniture. Mirror drilling is possible that helps in drilling holes for hinges, drawer slide, handle etc.

Drilling Jig



In final stages all the components are sanded properly to get good surface finish. These can be assembled with minimum glue without bleeding the glue from the joinery. Turbine Pump Spray system is very useful to high material transfer efficiency. This guarantees good surface finish.

Accessories with higher cosmetic value

The accessories manufacturers are doing lot of research to offer better and long lasting products to the customer. These products not only add value to the product but also have impressive visual appeal.

Surface Finishing

Surface Finishing is the most important area at this stage the furniture gets highest value addition. Modern paints and finishes are available which offer smooth surface and long life to furniture. Metallic finishes are in great demand. The painting process should be such that higher material transfer is guaranteed. HVLP spray guns with pressure fed system will be recommended to get good finish. Pressurized spray rooms will assure dust free surface.

Packing and safe delivery at customers site

Last but not the least the packing and the delivery of the furniture up to customers place is most crucial. Proper attention should be paid while packing the furniture about the Road condition and the material handling attitude.

I hope this article will inspire & motivate to wood working Industry.

For more details - please contact: shanti@woodconconsultants.com

NEXT ARTICLE: HIGH QUALITY FURNITURE USING HEAVY MACHINERY

DOMOTEX asia/CHINA FLOOR 2016 gets ready to break previous records in booked exhibiting space and visitors' pre-registration numbers

All indicators point to a strong, bigger and more international DOMOTEX asia/CHINA FLOOR 2016. The leading international flooring show in Asia-Pacific is receiving a positive response from both ends of the flooring market, exhibitors and professional visitors. More than 1300 exhibitors are expected to participate in the 18th edition of the show, while in terms of professional visitors a considerable increase is expected according to the show's online pre-registration system.

"As the most popular trade show for the flooring industry in Asia-Pacific, DOMOTEX asia/CHINA FLOOR is the perfect platform for flooring exhibitors and professional visitors alike, a fact highly strengthened by its resonance in the flooring market and the constantly increasing number of industry role players' interest in attending the show" stated Mr. David Zhong, President of VNU Exhibitions Asia Ltd, co-organizer of DOMOTEX asia/CHINA FLOOR.

DOMOTEX asia/CHINA FLOOR is without a doubt the ideal place for flooring manufacturers to showcase their products and innovations and the perfect platform for professional buyers to source flooring products, form their purchasing plan and get educated on what is new in the industry. HORNBACH, one of Europe's largest operators of DIY stores and garden centers and a regular visitor of the show stated that it is looking forward to finding a conclusion of their ordering plans for 2016 during DOMOTEX asia/CHINA FLOOR. The German based DIY mogul, that has recently opened their first Hong Kong



import handling office, will be using DOMOTEX asia/CHINA FLOOR once more as a platform to finalize their business dealings in Asia. "We are interested in different flooring products such as LVT, Laminate, Parquet, Bamboo, WPC, Bamboo decking, etc. Of course, the purchasing decision takes more than just 3 days, but we are using this chance to meet all the possible suppliers & review samples all in one place" says Mr. Klaus Götz, Chief Merchandiser of HORNBACH ASIA Ltd. "Regarding the origin of the sources, we have an open mind for all possibilities and countries worldwide. We expect to meet approved vendors, to find new products for our flooring range and we are glad to have the opportunity to be at this type of show to be able to meet suppliers of different product ranges. This saves us a lot of time in travelling to visit suppliers one by one" he concludes.

Visitors wishing to explore the market, develop new relationships and discover new business opportunities can get their free entrance ticket by simply registering at www.domotexasiachinafloor.com. Online pre-registration saves time

at the entrances of the exhibition venue and helps professional visitors to wisely plan their visit in advance by getting in touch with the exhibitors before the show.

For more information about the show visit www.domotexasiachinafloor.com

About DOMOTEX Worldwide:

DOMOTEX HANNOVER (January 16-19, 2016) is the world's leading floor covering trade show. Deutsche Messe AG Hannover organizes the show.

DOMOTEX asia/CHINA FLOOR (March 22-24, 2016 in Shanghai) is the largest international flooring show in the Asia-Pacific region. VNU Exhibitions Asia, Build Your Dream and Hannover Milano Fairs Shanghai, a subsidiary of Deutsche Messe, jointly organize the show.

DOMOTEX Turkey (May 23-26, 2016 in Gaziantep) serves the Turkish and Middle Eastern markets. Hannover Messe International Istanbul, a subsidiary of Deutsche Messe, organizes the show.

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22-24 March, 2016 Shanghai New International Expo Center



**INTERNET WOOD
GLUE CO. LTD.**



Internet Wood Glue Co., Ltd. was founded in 1997, has a modern production base covers an area of 150 mu in Qingdao, named Qingdao GW Chemical Industrial Co., Ltd. Also has a large area of 50 mu professional factory in Chengdu, named Chengdu Winlong Chemical Industrial Co., Ltd. IWG has 25 offices all over the country, to provide the customers with

high quality and professional efficient service. Overall technical support and the machine matching service meet to meet customer's special require.

Our liquid modified melamine urea formaldehyde system, powder urea formaldehyde system and without formaldehyde adhesive system can meet the customer's different requires of formaldehyde and intensity. Our systems easy to use and efficient, can save the cost, improve production efficiency, stability and improve product quality.

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E4 Booth A02.



**ZHONGSHAN
JINCHENG GLUE
CO. LTD.**



Zhongshan Jincheng Glue Co. LTD. is a market-oriented professional water-based environmental protection adhesive products company, our high quality DINSO and adhesive BONDING brand business in overseas and China more than 20 provinces and cities and regions, products widely used in wood processing and furniture manufacturing, paper and plastic printing and packaging, and other industrial fields.

DINSO Solid Wood Laminating Adhesive: DS218S

Two-component adhesive, is suitable for solid wood laminated floor cold press and hardwood lamination of LY/T1614-2011.

DINSO PU Floor Cold Pressing Adhesive: PU20 Solventless two-component PU adhesive.

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INTOCO RECYCLING RESOURCES

Intoco Recycling Resources is a leading company in the industry of EPS waste foam Reduction, Recycling and Reuse. It is specialized in collecting, recycling and reusing of EPS waste foam for over 10 years. All these waste materials are successfully reused to produce polystyrene moulding and framing products, such as photo frame, picture frame, mirror frame, skirting moulding, crown moulding and outdoor flooring. Based on the uniqueness of the wood-like looking and the competitive

cost, it is growing to be a best replacement material of traditional wood moulding and frame, and is widely applied and welcomed in home decoration industry worldwide.

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SUZHOU UNION METAL CO. LTD.



Suzhou Union Metal Co., Ltd specializes in developing, manufacturing and marketing aluminum decoration materials and industry profiles. The products cover aluminum flooring profiles, aluminum ceramic tile profiles, aluminum skirting board, aluminum industry profiles and CNC products etc.

Meet us at DOMOTEX asia/
CHINAFLOOR 2016, 22-24 of March at
Hall E4 Booth C16.

KANEKA

KANEKA MS POLYMER BASED ADHESIVE



KANEKA is Japanese Chemical company which has more than 60 years history. KANEKA MS Polymer based adhesive (MS Adhesive) has become a popular choice of wood flooring adhesive globally because of its unique advantages like Against Interlocking - No squeaking sound and wrapping of woods as the

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Chimiver is based in Bergamo, Northern Italy and has been developing and producing chemicals for the parquet industry for over half a century.

Innovation and diversification are the strengths which drive Chimiver employees on in their daily work. It's clear to them that a market which fails to develop and innovate cannot survive.

Chimiver has three business units at its disposal, one for the parquet and wooden flooring sector, one for semi-soft floors, and a third one which concentrates on resin floors. In all three business units they develop solutions and products for both indoor and outdoor applications.

woods are fully intact on the floor and MS Adhesive will also act as a moisture barrier. And also Against cheap water/solvent/Polyurethane based adhesive: Installation time can be shorten and strong smell from solvent based adhesive can be eliminated. Besides, installers can have a peace of mind as MS Adhesive is also known as a Green adhesive. While it is still wet, MS Adhesive can also be clean easily if it is accidentally spill on the top side of the wood. MS Adhesive is easy to apply.

Meet us at DOMOTEX asia/
CHINAFLOOR 2016, 22-24 of March at
Hall E4 Booth D05.

Chimiver possesses all the products (adhesives, primers, and cleansing agents) for semi-soft floors, artificial turf, micro-cement, and resin floors.

Meet us at DOMOTEX asia/
CHINAFLOOR 2016, 22-24 of March at
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SKYWIN



Skywin is a professional manufacturer with the history of 10 years' experiences in making WPC machines, plastic machines, sheet and board extrusion line and waste plastics recycling machines.

The company combines design, manufacturing, sales and commissioning of different kinds of all kinds of plastic machines, which produces furniture, cabinet boards, building templates, flooring base, imitation marble sheets, tiles and others. These products are widely used in construction, interior decoration, indoor or outdoor decoration, house building materials, etc.

Skywin supply "Turn-key" project with high-tech, stable performance, best service and high-quality for customers. We will develop and win together with new and old customers around the globe mutually.

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ADESIV



ADESIV, since 1971, produces glues, varnishes, oils and floor care products for parquet. It also has a range of adhesives for carpet, PVC, rubber and sports flooring. It is present in more than 40 countries around the world thanks to its excellent quality / price ratio. Sales office: export@adesiv.it. Sales director: Enrico Passerini.

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ZHEJIANG RUNYANG NEW MATERIAL TECHNOLOGY



Zhejiang Runyang New Material Technology Inc is a high and new tech enterprise specialized in the R&D, production, sales of irradiation cross linked polyethylene (IXPE) products. With 10 years' experience of underlay exporting to Europe, North America, Asian, South America and other countries all of the world, we are now a leading underlay supply source in China. We mainly produce foam underlay with high performance on sound insulation and moisture proof.

Our factory covers an area of 19,000m² with over 140 employs, including 10 senior engineers with more

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As the largest area in the house, the space under the floor is the environmental pollution source which is the most difficult cleaning objective and collects a lot of hazardous substances such as dusts, bacteria and insects which are harmful to the health of your family. To solve the problems above, Shandong Lifangjie Environmental Protection Materials Co., Ltd. has successfully developed the floor cleaning membrane.

The food grade materials are used for production and the printing is based on food grade printing and specific printing ink without benzene and ketone. The environment-friendly floor cleaning membrane can break down the free



formaldehyde, clean peculiar smell, inhibit bacteria, resist humidity and reduce noise to protect your family.

The environment-friendly cleaning membrane is the only new type and functional floor pad and the innovation in flooring industry of China. It was awarded the national patent on May 18, 2010. It was awarded with the 2nd China Forestry Industry Innovation Prize in February 2014. March 2015 to obtain GreenStep Asia Awards Green Award.

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HUNAN BANFERT NEW MATERIAL TECHNOLOGY CO



Hunan Banfert New Material Technology CO., Ltd. (Banfert) was founded in 2006, and it is a high technology based enterprise specialized in new chemical material research,



than 10 years working experiences, meanwhile we are engaged in long-term cooperation with some famous universities for research and development.

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E4 Booth C10.



produce and sale. Banfert's main products are UV coatings and waterborne coatings, which can be widely used on wooden (various kinds of floor, MFD board and furniture), plastic, metal, ceramic, dalle, glass and so on. Banfert welcome you to contact us for immediate inquiry anytime and look forward to our cooperation!

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Intertek is the first global third party deployed testing & certification services for resilient flooring in China with extensive qualifications, e.g. CNAS & CMA testing, North America Intertek Code Evaluation, WH certification, CCRR certification and evaluation, Europe CE certification and testing, etc.

Test reports issued by Intertek are favoured by most of proprietors and manufacturers. Intertek helps you get successful bid for important construction projects in China or abroad. Intertek Greenleaf certification service, considering resilient flooring green performance evaluation, adding green meaning for your products, that



makes your products excel amongst competition Intertek Building Products Lab has various resilient flooring test equipments, besides tensile machine, abrasion machine, and sclerometer, also has what for artificial aging, sound insulation, sound absorption, fire reaction, and thermal transmittance, etc. Equipment comprehensiveness makes Intertek BP taking the lead in peers.

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Foshan Chenglong Construction Decoration Material Co., Ltd was established in 2000, the company operates theme : production and marketing of a wide array of home products, to create a better human living space, creating the world's leading brands.

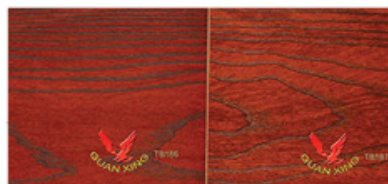
Our "XIAN SHI MEI" brand of the Anchor Line, Button Bar, is a vibrant product, make important contributions to the perfect home improvement. Company to introduce Spain BARBERAN covering machines, Germany HOMAG cutting

saws, and machining center, greatly improved product quality and production efficiency. Won a good reputation in domestic and foreign markets.

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G.M.I. Timber & Machinery Limited is a member of the "G.M.I. International" organization, headquartered in Hong Kong. The company has been actively engaged in the timber drying field since 1983, and has been producing timber drying kilns at its factory in Kaiyuan City, Liaoning Province, in northern China since 1991.

Presently, we are the licensed manufacturer in China for O.S. Panto S.R.L. of San Polo di Piave, Italy, and WDE-Maspell S.R.L. of Terni, Italy, both of which are world leaders in their respective kiln-drying fields. In addition, we are also the designated manufacturer and agent in China for Sesione International Limited of Dover, Delaware, in the U.S.

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the size of the science and technology enterprises. The main products are "PVC plastic floor mould open series, a series of ecological wood, paint series, the series of specular glaze series, marble series" and so on.

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DONGGUAN LUBAINENG ENVIRONMENTAL-FRIENDLY MATERIALS



Located in the city of Dongguan, Guangdong Province, China, Dongguan Lubaineng Environmental - Friendly Materials Co., Ltd is a manufacturer specialized in reaching, developing, marketing acoustical underlays and polyurethane adhesives. It was established in the year of 2008 and has been dedicated to high-tech and eco-friendly products.

Made from crumb rubber, rubber foam, cork, and polyurethane adhesive,

acoustic underlayment is environmental-friendly and versatile in sound reducing, water proofing, flame retarding, mold preventing, and thermal insulation. Because of its high performance of sound absorption, softness, adding floor comfort, it is widely used beneath all flooring in Europe and other developed regions. Moreover, it is easy for installation, which is available for DIY.

Polyurethane adhesive is widely used in construction of fluorescent road, ordinary road, and rubber underlay production.

Meet us at DOMOTEX asia/
CHINA FLOOR 2016, 22-24 of March at
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安田 AZUMI MECHANICAL EQUIPMENT (BEIJING) CO.



AZUMI Mechanical Equipment (Beijing) Co., Ltd is committed to the production and sales of wood flooring, furniture, doors and other types of machinery equipment and exterior carpentry cement board, gypsum board, PVC flooring and other building materials processing equipment, the company in 2009, Beijing in China production in Japan Yasuda double end mill series, and occupy more than 90% market share in the Chinese mainland market, PVC plastic flooring industry.

Yasuda floor mortising line is a kind of equipment used for mortising all sides of floor, and the dimension range of processed product is wide; the feeding speed can reach 90M/MIN, which can reach standard requirement for PVC floor lock catch products.

Meet us at DOMOTEX asia/
CHINA FLOOR 2016, 22-24 of March at
Hall E4 Booth E27.



SGS is the world's leading inspection, verification, testing and certification company,

Meet us at DOMOTEX asia/
CHINA FLOOR 2016, 22-24 of March at
Hall E4 Booth D07.

FRANKLIN INTERNATIONAL



Franklin International was founded in 1935 and headquartered in Columbus, Ohio City, one company focus on R & D and manufacture of adhesives products around the worldwide.

Franklin (Guangzhou) Adhesives Co., Ltd is a wholly-owned company by Franklin International, located in Guangzhou Economic and Technological Development Zone, Yonghe Development Zone, Guangdong Province, with a total investment of fifteen million US dollars, with space of fifteen thousand square meters, construction area nine thousand square meters. We have the world leading adhesive production equipments, provide excellent quality products and the corresponding technical services for furniture manufacturing, wood processing industry and construction industry. The product range covers woodworking adhesive, architectural decoration adhesive, fiberglass soak-agent, specialty polymers

Meet us at DOMOTEX asia/
CHINA FLOOR 2016, 22-24 of March at
Hall E4 Booth D21.

HAWK MACHINERY CO.,LTD



HAWK Machinery Co.,Ltd produces professionally all kinds of flooring processing machinery, which integrates R&D, production and sales in one broad. One of his strength is his intensive R&D and manufacturing eligibility. The main products of HAWK are high speed double ends tenoners line, 3PCS saw,

multi-rip saw and automatic splitting line. Hawk machinery are applied to laminated flooring, veneer, strand woven

flooring,PVC flooring , and WPCflooring with high speed and automatic process. Excellent product, rational price, perfect after-sales service-HAWK is expecting your inquire!

Meet us at DOMOTEX asia/ CHINAFLOOR 2016, 22-24 of March at Hall E4 Booth F27.

CREATEKING GROUP



CREATEKING GROUP-The Leading Brand of Flooring Accessories In CHINA at 18years concentrated on Creating & Manufacturing PVC skirting,PVC & Alu Profile.

Meet us at DOMOTEX asia/ CHINAFLOOR 2016, 22-24 of March at Hall E4 Booth F36.



LEUCO



LEUCO is specialized in the developing, design, producing and sales of the tools and cutting materials for the woodworking and furniture industry. In 1974, LEUCO firstly introduced the diamond tools to the world's wood, plastic, non-ferrous metal and PCB processing industry. LEUCO ushered in a new epoch in wood tools. LEUCO is the token of top class brand.

The main products of LEUCO China include circular saw blades, hoggers, cutters with bore, shank type cutters,

SUZHOU HOTJIN PRECISION MACHINERY CO



Suzhou Hotjin Precision Machinery Co., Ltd. is an enterprise mainly engaged in the production and trade of woodworking machinery, building material machinery and related products.

Hotjin,equipped with laminate floor production line and bamboo wood floor, engineered floor, solid wood parquet floor production line and many years' production experience,plus its advanced technology as well as exclusive design techniques,has gained well elevation in the same industry.

In recent years,it has gained wide application in the PVC flooring,LVT flooring,gypsum board,fibre cement board and the other boards processing.

Meet us at DOMOTEX asia/ CHINAFLOOR 2016, 22-24 of March at Hall E4 Booth G01.

drill bits, turnover knives and clamping systems etc. Resharpener service, application consulting, selection and maintenance of tools are also provided by LEUCO China, as same as the best solutions for customers.

LEUCO p-System tools are applied for jointing, rabbeting, chamfering, dividing and grooving on stationary-and through-feed machines.

Meet us at DOMOTEX asia/ CHINAFLOOR 2016, 22-24 of March at Hall E4 Booth G02.

FTL[®] ZHONG SHAN JING FENG TOOLS CO



Zhong shan jing feng tools co., LTD. Located in the hometown of redwood furniture in south China's Guangdong province Zhongshan city. In the development of the past years, we have been committed to woodworking tools industry research, our products are mainly involved in woodworking industry frame saw blade, band saw blade, diamond tool, archaize floor, shank cutter knives, saw blades, the blade and also includes cutter grinding production machinery and equipment, etc. With the high quality products and service, good reputation, we achieve the vast number of wood products manufacturers trust and high praise, which set up a famous brand enterprise to all of us.

Meet us at DOMOTEX asia/CHINA FLOOR 2016, 22-24 of March at Hall E4 Booth K16.

b beaulieu[®] BEAULIEU



Beaulieu brand was created in 1958 in Belgium, Beaulieu Group, LLC was established in 1978 in Dalton, Georgia (USA) and has become one of the leading vertically integrated flooring manufacturers in the world. Beaulieu means "beautiful place" in French reflects our commitment and passion of continually bringing a better lifestyle to our customers.

Beaulieu has grown to be one of the largest and most well respected flooring manufacturers in the world by providing flooring solutions to millions and are well known for our design leadership, consistency in quality and the innovations we develop in our products. They have Over 5000 employees in more than 22 facilities and offices around the globe and annual sales top over USD 1 billion. They offer wide range of quality carpet and hard surfaces for both commercial and residential lines. They are Anti-Bacterial function by Nano Technology

and advanced BLC lab testing.

Beaulieu is now making its brand available in Asia to create a stable and long-term relationship for our customers and partners by exceeding expectations in design, quality and service.

Meet us at DOMOTEX asia/CHINA FLOOR 2016, 22-24 of March at Hall E1F01.

USFLOORS INC



USFloors Inc, a multinational company with headquarters located in Dalton, GA, USA and operations in Asia and Europe, is a manufacturer of Unique and Sustainable floors. USFloors is the leading importer/producer in the United States for sustainable, eco-friendly floors including cork, bamboo, FSC®-Certified hardwood, and other Unique and Sustainable Floors such as our patented COREtec Plus® Engineered Luxury Vinyl.

USFloors was founded and incorporated in 2001 and has earned a reputation as one of the most innovative and creative companies in the industry. Their patented and waterproof COREtec products have helped them gain this recognition. COREtec Plus is a



DALIAN RUITAI WOODEN PRODUCTS CO



Dalian Ruitai Wooden Products Co., Ltd was established in 2000, located in the beautiful coastal city, Dalian. We are specialized in engineered flooring, solid wood flooring, carbonized flooring, parquet flooring, wooden wallboard, furniture and doors. The complete advanced machines are from German, Japan and Taiwan.

We have our own brand---ZHUOERYOUYUE, which has high reputation in flooring market. our products export to Europe, Japan, Southeast Asia, South Korea and other countries. We have become one of the largest woodwork export enterprises in China. We have certificates of FSC, PEFC, JAS, CE, ISO9001, 14000, 18000 etc.

We look forward to working with you hand in hand and striving to create a comfortable, elegant and unique home life.

Meet us at DOMOTEX asia/CHINA FLOOR 2016, 22-24 of March at Hall E2G27.

true solution to the shortcomings of traditional vinyl and laminate products; its plank-like structure and waterproof characteristics combined with superior visuals put USFloor's COREtec in a league of its own in today's LVT market.

In March 2016 USFloors will be exhibiting at DOMOTEXASIA/CHINA FLOORS.



ZHEJIANG DADONGWU GREEN HOME WOOD CO.



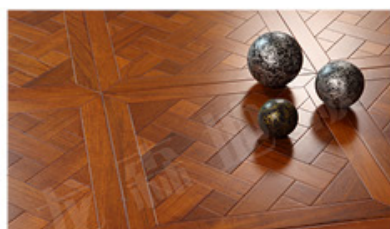
Zhejiang Dadongwu Green Home Wood Co., Ltd., is a subsidiary of Zhejiang Dadongwu Group. Green Home is one of the largest flooring manufacturing and export companies, of which business includes import and process of logs, integrative flooring chain of R&D, production, sales, and service

for engineered and solid hardwood flooring. Founded in 1996, Green Home covers more than 200,000 square meters, with total investment more than USD 60 million and approximately 600 staff. With the annual capacity of 3 million square meters, Green Home has already developed as one of the leading companies with competitive strength in Chinese flooring industry.

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E1K01.



ZHEJIANG LONGSEN LUMBERING CO., LTD



Zhejiang Longsen Lumbering Co., Ltd is a large enterprise which mainly produces wooden floors. The company covers 60000 m² with the construction area of 39000 m². The total capital funds exceed 300 million Yuan, and have more than 300 employees.

Our company has advanced production facilities. There are four automatic drying kilns volume of each is one hundred cubes, six advanced equipment production lines of four sides planning combined with six axes are imported from Germany and Italy. Two planning and cutting machines are imported; In 2010, we imported German Homag production line which highly improves our efficiency.

We specialize in the production of solid floors and engineered floors

to satisfy different customers' requirements. And we can produce high-quality products like Oak, Hickory, Birch, Acacia, Maple, Walnut, Jatoba, Teak, Tigerwood, etc..

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E2F37.

CO COREATION GRASS CORPORATION



CCGrass is the largest manufacturer of artificial grass in the world, who is dedicated to providing the best artificial turf system to both sports and landscape applications. After more than 10 years of focused development, CCGrass products have served various clients from different regions with

different needs, including professional football clubs, government bodies,



HUAFENG GROUP



Huafeng Group is an enterprise based on integrating of research and development, manufacture and marketing. Huafeng Group was founded in 2000, the affiliated Baishan Huafeng Wooden Product Co., Ltd. is located under the leafy woodland-Changbai Mountain, which is the main production base of the group. Dalian Guhua Wooden Product Co., Ltd is located in the coast of Bohai Sea-Dalian City, which is the production base and window outwards.

The annual capability of group is 3 million square meters of engineered oak flooring. The products are sold well in many countries and regions, such as Europe, America, Australia and Africa. Huafeng Group develop on the tenet keeps stable development with the principle of "quality is the foundation of enterprise management, innovation is the precondition of development".

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E2G15.



schools, and countless households around the world. CCGrass products have been installed in more than 70 countries with a total volume of more than 40,000,000 m².

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E6 Booth F27.

CHANGZHOU NEW LIFE DECORATIVE MATERIAL CO., LTD.



Our company established in 2010. It is a professional pvc flooring company, which gathers design, production and distribution all together.

Our company is located in the dynamic and economic area of Changzhou, Jiangsu, China. We enjoy convenient access to major transportation networks. It covers about 10000sqm. We company professionally makes kinds of LVT. Such as DRY BACK, CLICK SYSTEM, LOOSE LAY, MAGNETIC FLOORING and WPC BOARD.

Our product quality is well recognized in many areas. We mostly export to Asia, Southeast Asia, Middle East, Europe



and America.

We have obtained certifications with SGS, ISO9001, CE. Quality is uppermost. We will keep moving to ensure customers' high cost performance

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E6 Booth C37.

JINPUDI PLASTIC INDUSTRY CO.



JINPUDI Plastic Industry Co., Ltd. is an private joint-stock company which established in 1985 after restructuring, its predecessor is the Hebei Tennessee Co., Ltd. The company upholds the original company serious tradition and thirty years of PVC advanced experience about products processing. Using the testing equipment, high-quality complete staff and efficient work style, has crafted a series of JINPUDI sheet flooring products gold producer. At present, the company is adhering the purpose

which is "trying to marry together the advanced equipment and high-quality staff, contributing to society and the shareholders for creating first-class products", and striding forward to the target industry first-class enterprise.

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E6 Booth J01.



GERFLOR®



Gerflor® is recognized as a specialist and a world leader in resilient flooring solutions. The group creates, manufactures and markets innovative, design-led and eco-responsible solutions for flooring and complementary interior finishes.

Worldwide presence and proximity to our customers through 23 subsidiaries and a broad network of partner distributors 12 manufacturing plants and logistic hubs, already well-established in more than 100 countries. Our ranges have become the most famous brands in the PVC flooring industry, especially homogeneous products Mipolam®, Taralay ranges and sport products Taraflex®.

Our brand is our promise and it grows through the positive experiences provided to stakeholders, particularly our customers and our employees around the world. We reaffirm that promise on a daily basis to anticipate and meet the specific needs of users, specifiers, installers and distributors.

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E7 Booth D01.

Rikett RIEBER AND TARKETT



In 1952, Rieber and Tarkett invented pressure and wear resistant PVC quartz floor in Norway. In 2015, Rikett developed Tuff Trax Floor and "Touch, We will be safer" multi-layer PVC LVT flooring Series.

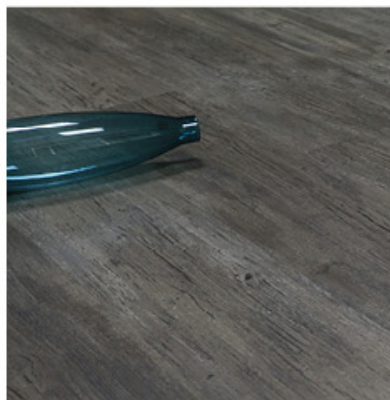
Tuff Trax Floor, designed especially for industrial use and garages, solves two major problems in traditional plastic flooring and epoxy floor, which are the intolerance to tire twist and the intolerance to metal impact. Tuff Trax Floor can withstand free walking and

twisting of fork-lift trucks as heavy as 10 tons.

"Touch, We will be safer" multi-layer PVC flooring series uses the following: wear layer uses 100% bio-based citrate plasticizer, food grade, does not contain DOP, DINP and DOTP. People, especially children, will be safer in contact. This citrate bio-based plasticizer has been used for over 20 years in Rikett's homogenous flooring, for the first time, 100% is being used in the wear layer of the multi-layer PVC flooring.

Meet us at DOMOTEX asia/ CHINAFLOOR 2016, 22-24 of March at Hall E5 Booth C20.

SS FLOOR COMPANY LTD



As the trusted and dependable OEM factory, we have been supplying commercial grade LVT products to leading brands in the US and Europe. This

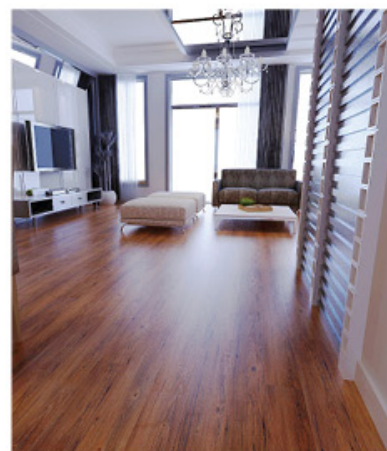
mission is backed by our production team with more than 20 years of experience. and our standardized QC procedure that examines our LVT at all production stages. To guarantee all products leaving our factory are invariably in their highest quality, only virgin materials are used for all our products.

SS floor is approved by DIBT and Floor Score, certified with ISO9001, ISO14001 and CE, also a certified manufacturer of the Uniclic system by Unilin.

Independently and together with our business partners, we continue to develop new exciting LVT flooring technologies and systems. In SS Floor, we translate your imaginations into realities.

Meet us at DOMOTEX asia/ CHINAFLOOR 2016, 22-24 of March at Hall E6 Booth B01.

TRIOFLOR GROUP CO., LTD.



Founded in 2007, TrioFlor Group is committed to be one of the top global OEM suppliers of PVC flooring in China. With the help of our experienced personnel to research and develop, and advanced German production lines of PVC flooring, our products have passed the European standards like CE, SGS, Floor score and Reach etc. As a result, TrioFlor products are exported to many countries from Europe and America to Southeast Asia, such as Germany, France, Italy, Hungary, Australia, USA, Canada, Thailand, Vietnam, Malaysia and so on.

What's more, we also devote ourselves to creating our own brand flooring products like CORAL LVT, TRIOFLEX PVC SPORTS FLOORING, TRIOFLOR HOMOGENEOUS FLOORING, TRIOFLOR ANTI-STATIC FLOORING. We are now sincerely inviting dealers from all over the world to join us and make wealth together!

Meet us at DOMOTEX asia/ CHINAFLOOR 2016, 22-24 of March at Hall E6 Booth E20.

SCHNELL CHINA INTERIOR PRODUCT



Schnell China interior product is a German invest manufactory and establish in November of 2013. Company has R&D, Production, and Sales, dedicated

to producing the best international decorative plates, decorative frame, furniture, and the resilient flooring (Vinyl flooring).

Schnell Group German found in 1945. After 70 years work through of three generations, it has becomes to a production of the top decoration planks & decoration strip in the industry, with the complete production, marketing and sales in the worldwide. As part of the Schnell Group, the Vinyl resilient flooring produced by China Company are entering the international market. Owns the most advanced production line, also has the top of management and technical experts

in the industry. Liaoning Schnell interior products co., Ltd. Strive to provide customers with safe, environmental friendly products and German brand services.

Schnell-China acting as agency of German Bs-bauprogram in China, the mean products include Germany made Wall Panel, Ceiling Panel, Decoration Strip, Stairs Decoration & reform, and in earlier 2016 will be launch lots kinds of wooden doors.

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E5 Booth J01.



ZHANGJIAGANG ELEGANT PLASTICS CO



Zhangjiagang Elegant Plastics Co., Ltd initially set up in 1992, is one of the leading manufacturers of vinyl/pvc flooring tiles in China which has been certified by ISO 9001 and ISO 14001. We have a wide range of products, such like 12"x12", 18"x18", 16"x16" and planks (4"/6"/9"x36"/48") etc, with thickness from 2.0mm to 5.0mm for both

residential and commercial applications. Normal lead time is between 21 to 49 days from the date of firm order or L/C. With hundreds of colorful patterns, heavy wear layer, sophisticated surface treatments, they have enjoyed worldwide acclaim from Big Chain Stores. So our products do meet all requirements of American and Europe standard.

Meet us at DOMOTEX asia/ CHINA FLOOR 2016, 22-24 of March at Hall E6 Booth A01.

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22-Year Legend of Furniture Industry FMC CHINA 2016 to Move back to Shanghai New International Expo Centre

'Furniture Manufacturing & Supply China 2016' (FMC China 2016) will be moved back to the Shanghai New International Expo Centre from Sept. 8th to 11th, 2016. After several-year separation from Furniture China, this reunion will cover all the whole upstream and downstream industry of furniture.

As the top platform of domestic furniture industry, all the areas will be innovated and upgraded. FMC China 2016 and Furniture China 2016 will be held at the same place and the same time not only to integrate resources, but also provide a wonderful show for our exhibits and visitors.





Upgraded Areas

Innovation Plan, Professional partition and One-stop Purchasing

This year, the material area will be moved back to the SNIEC so as to realize our dream of 'one venue, one industry'. The show will contain the following areas: Woodworking Machinery, CNC Machinery, Upholstered Furniture Machinery, Coating Machinery, Furniture Adhesives and Coating Machinery, Office Furniture Accessories and Components, Furniture Hardware and Fittings, Wood and Surface Décor, Furniture Fabric and Upholstery

Components, covering 2 indoor halls and 6 outdoor halls. Such great location, nearby the finished furniture halls, will bring you unlimited business chances.

FMC Premium will optimize the layout of booths comprehensively so as to provide an open, unified and standard display platform and lighting system. The famous brands and products in furniture material and accessories industry, overseas groups from several countries will all get together at FMC Premium. Moreover, create a healthy, free and comfortable purchasing atmosphere for exhibitors and visitors to highlight the idea of innovation,

design and trend.

Numerous Events

Industry Matchup, Different Channel and Diverse Experience Fabric of China, Sofa of China, Design of China

FMC is going to create a matching platform for upstream and downstream of furniture industry with Jiangsu Furniture Brand Alliance, upholstery companies and design agencies in East China, Yuhang Famous Fabrics City, Damang Town, Tongxiang Town and Jiaying Fabrics. The event focus on popularizing new fabrics, new techniques, and new products, increase quality and design so as to create

artistic, cozy and avant-garde sofa. Eventually, the sofa will be displayed in the area of 'Fabric of China, Sofa of China, Design of China' to show the new idea and techniques to the whole world.

Water-borne Coating Forum: Combination of online and offline

On the noon of 3rd, Dec. 2015, the 1st we-chat forum was successfully held by FMC and WBCP (Water-Borne Coating Platform). Rely on we-chat group, over 40 coating companies and nearly 60 furniture-manufacturing companies joined this online forum. Actually, FMC has been cooperating with WBCP for 3 times to hold the 3rd Chinese Furniture Water-Borne Forum. Combining online

with offline create the bright future of green furniture in China.

FMC always follow trends to expand different online channels, such as FMC official website (<http://www.fmcchina.com.cn/en-us/>), Facebook (@Fmc China) and twitter (@fmcchina).

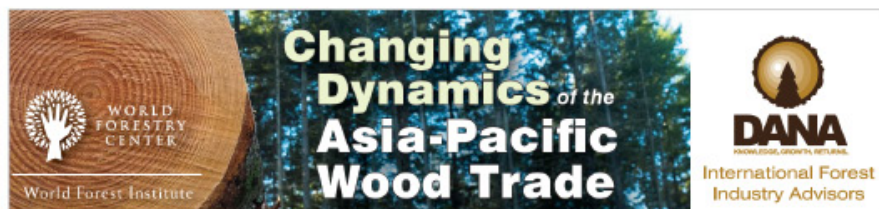
One Venue, One Industry Ace Topic and More Events

In the face of 'New Normal' Economy, with China Furniture Association, FMC China 2016 will launch the 2nd Furniture Manufacturing Campaign 'Replacing Labor with Machine', linking the upstream machinery manufacturing companies and the downstream furniture corporations to explore the revolution of techniques. The 1st DIY

Woodworking Exhibition became a hot spot on the show. People concentrate more and more on nostalgic handicraft and customized need. It is believed that the 2nd DIY Woodworking Exhibition will bring new fervor to the show.

With FMC moving back to SNIEC, more events, more content encourage the whole industry to mutually develop. This is not only a best area for companies to show their new technique, product and solution, but also to provide best woodworking machinery and furniture raw materials for furniture production, decoration and engineering fields.

Sept. 8th to 11th, 2016, we are ready to meet you at SNIEC in Shanghai!



World Forestry Center to hold Asia-Pacific Wood Trade Conference in March

Over the last decade Asia has become the primary driving force impacting global wood demand and supply. **"Changing Dynamics of the Asia-Pacific Wood Trade"** is a two-day conference organized by the US-based World Forestry Center and New Zealand information company DANA. The conference will be held in Portland, Oregon USA on March 1-2, featuring a roster of international speakers covering logs, lumber, and wood biomass trade in Asia.

WFC conference organiser Sara Wu said, "The health of the Asia-Pacific wood trade is vitally important to returns that can be earned for forest investments, all around the

Pacific Rim and beyond."

Co-organiser and DANA Director Dennis Neilson adds that "This trade impacts such a wide range of industries: from forest ownership in New Zealand, to pulp manufacturing in Brazil and Chile, to woodchip exporting from Australia and Vietnam to sawmilling in Western Europe and to value-added processing in China and Asia. With China now absorbing vast quantities of forest products, all forest owners around the Pacific Rim and in Europe, and most wood processors are now inherently affected by the Asia Pacific wood trade."

Event details: <http://apwoodtrade.worldforestry.org> / or contact swu@worldforestry.org

furniPRO Asia 2016: New features and segments



Back for the 3rd edition, furniPRO Asia, the regional trade exhibition for the woodworking, furniture and panel production industries, will be held from 10 to 12 March 2016 at the Singapore Expo Convention and Exhibition Centre. Organized by Koelnmesse Pte Ltd, the biennial event promises to bring together top names in the furniture industry.

This is the very first time the event is brought forward to the early quarter of the year, to be held in conjunction with the International Furniture Fair Singapore (IFFS) and The Décor Show, and to be a part of the ASEAN furniture exhibition circuit and Singapore Design Week. This brings about a strong collective offering to the industry - with exhibits ranging from woodworking and primary-processing technologies, to finished furniture and interior products - all in one location.

Premiering out of interzum Cologne, the Innovation of Interior will be at furniPRO Asia 2016 for the very first time. The Innovation of Interior is a special

exhibition showcase for architects, interior designers, industrial designers and other planners with a unique, future-orientated range of products, to showcase innovative ideas and design options. Specially curated by renowned materials expert Dr. Sascha Peters, the special showcase will highlight the potential of 3D printing for furniture designers, interior designers and architects, bringing them delight for the mind and an inspiration for creativity. A key program at the Innovation of Interior would be the live demonstrations of the BigRep One 3D printer.

In addition, an ASEAN Exporters Pavilion; a dedicated trading platform

for the licensed ASEAN importers and exporters of semi-finished wood products, will be launched at furniPRO Asia 2016 to help businesses capitalize on trade opportunities available in the region. Exhibitors include notable names in the Materials & Nature, Function & Components, and Textile & Covers sectors.

The event is expecting some 200 exhibiting companies and brands from 32 countries from Europe, USA and Asia. The leading brands include Altendorf, Berndorf Band, Biesse, Dieffenbacher, French Timber, IMA, Krono System, Lignar, Michael Wenig, Renolit, Schelling, SCM, Siempelkamp, Sterling Lam, Surteco, Taiwan Woodworking Machinery Association and many others.

Highlights of the event include the Innovation of Interior, C-Level Networking Receptions, Hosted Buyers' Program, Business Matching Services, and specially organized Buyers' Tour in collaboration with supporting associations and industry partners.

For more information on furniPRO Asia 2016, please visit : www.furniproasia.com





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Furniture and Panel Production Industries in ASEAN

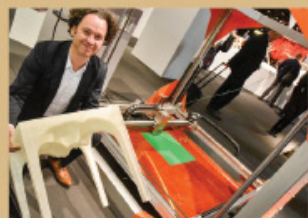


Be inspired, Pre-register online for your **free** pass TODAY!



INNOVATION OF INTERIOR

Premiering out of interzum Cologne, INNOVATION OF INTERIOR presents the latest in trend-setting materials, designs and technology. Curated by renowned materials expert Dr Sascha Peters, a special showcase will highlight the potential of 3D printing for furniture designers, interior designers and architects.



ASEAN EXPORTERS PAVILION

The formation of the ASEAN Economic Community has been a decisive step towards a single regional market. With over **600 million consumers** and **US\$ 2.4 trillion** combined GDP, ASEAN's potential is larger than the European Union or North America.

furniPRO Asia is poised to help businesses capitalize on these regional trade opportunities with the ASEAN Exporters Pavilion.

10 - 12 March 2016
Singapore EXPO, Singapore

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The logo for Koelnmesse, featuring a stylized 'K' and 'M' with green dots.
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Industry Veterans to Decode Make in India for Modular Kitchen & Cabinetry Sector at India Kitchen Congress™ 2016



- **Theme for 2016 is Decoding Make in India**
- **Other themes - Franchising, Manufacturing, Skilling, E-commerce**

India's only business event for the modular kitchen and cabinetry segment - India Kitchen Congress TM - this year will focus on Make in India.

Come March 15 & 16 and all industry leaders and professionals will gather at The Leela Ambience in Gurgaon to discuss the Indian way and how 'Make in India' should be imbibed in every company's marketing strategy. The 2-day congress is a combination of conference and B2B exhibition which will also comprise panel discussions, presentations, workshops and awards. This year the conference will be an interesting

affair with attention-grabbing topics like franchising, manufacturing, skilling and e-commerce.

According to Deepak Gupta, publisher and managing editor of Kitchen Review magazine, "Currently the Indian market offers very promising prospects for investors in the modular furniture sector, and policies of the government are directed at make things uncomplicated. The veterans and entrepreneurs from the industry will come forward to discuss and analyse the market scenario and decode Make in India for us."

Experts from Franchising Association of India (FAI), the apex franchising

industry body and knowledge partner for the event, will present some facts on how modular kitchen industry can grow faster by leveraging the franchise business model, just as it has done in other countries across the world. They will also explain how FDI reforms in single and multi-brand retail are expected to support this growth.

The 'Make in India' movement, authored by Prime Minister Narendra Modi, has been launched with the aim of placing India on the world map as a manufacturing hub. Leading consultants and furniture manufacturing gurus are set to conduct panel discussions and seminars on how efficiencies can be increased, what global buyers want, and what pitfalls to avoid in manufacturing, with respect to modular furniture.

The other topics to be discussed at IKC are skilling and e-commerce. If growth of e-commerce is providing new avenues to marketers of modular kitchens, then skilling is emerging as the new cutting edge for growth oriented companies. How smart marketers can benefit from these trends will be revealed at IKC.

About the organiser: India Kitchen Congress™ is organised by Kitchen Review magazine. Kitchen Review (www.kitchenreview.net), is India's largest business magazine for the kitchen industry, respected for its research, wide reportage and incisive articles. Get all the latest updates at • **Website:** www.indiakitchencongress.com • **Facebook:** <https://www.facebook.com/IndiaKitchenCongress/?ref=hl> • **Twitter handle:** @IKC2016 • **LinkedIn:** <https://www.linkedin.com/company/10342622?trk=tyah&trkInfo=clickedVertical%3Acompany%2CclickedEntityId%3A10342622%2Cidx%3A3-1-5%2CtarId%3A1452152356933%2Ctas%3AIndia%20kitchen%20congress> • **For further information, please contact:** Deepak Gupta- deepakgupta@bracecorp.net



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March 15-16, 2016

The Leela Ambience Gurgaon, NCR

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For sponsorship & exhibiting opportunities

Samson Simon
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For attending conference & other enquiries

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www.indiawood.com

furniPRO asia, 10 - 12 March,
Singapore
www.furniproasia.com

CIFF [Home Furniture], 18 - 21 March,
Guangzhou, China
www.chinaexhibition.com / www.ciff-sh.com/en

DOMOTEX asia/CHINAFLOOR, 22 - 24 March,
Shanghai, China,
www.domotexasiachinafloor.com

CIFF [OFFICE FURNITURE], 28 - 31 March,
Guangzhou, China,
www.chinaexhibition.com / www.ciff-sh.com/en

INTERZUM GUANGZHOU, 28 March - 1 April,
Guangzhou, China,
www.interzum-guangzhou.com

INDIAN KITCHEN & CABINETRY SHOW,
18-20 March, New Delhi, India,
www.ikcshow.com

DUBAI WOODSHOW, 4-6 April,
Dubai- UAE,
www.dubaiwoodshow.com

SALONEDEL MOBILE, 12 - 17 April,
Milan, Italy
www.salonemilano.it/en

XYLEXPO 2016, 24 -28 May,
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www.xylexpo.com/index.php/en

CIFF SHANGHAI, 7-10 September,
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FMC CHINA, 8-11 September,
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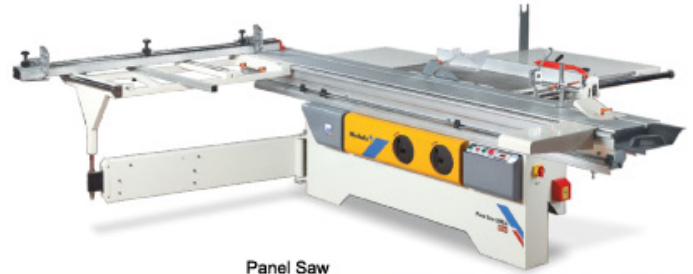
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