Fresh ideas and progressive solutions! All in one place! At interzum, you’ll find everything you could possibly need in terms of innovating for the future of your business: visionary technology, the newest materials and innovative design. The best ideas and innovations for the furniture and interiors industry make their debut at interzum. As the leading industry event, interzum is the doorway to the future. This is where the key players, trend-setters and driving inspirational forces of the industry come together. Get the competitive edge—and get inspired!

Buy your tickets now and save up to 25%!

interzum.com/tickets

Rohit Gupte, Sr. Project Manager, Koelnmesse
Office # 1102, 11th Floor, DLH Park, Opp. MTNL office
S.V. Road, Goregaon (West)
Mumbai – 400062, India
Tel: +91-22-28715206
r.gupte@koelnmesse-india.com

THE PIONEERING WOODWORKING TECHNICAL PUBLICATION IN THE GULF AND MIDDLE EASTERN REGION

Gabon Wood Hub
Wood Products with traceability & legality certifications

Furniture Exposition Centre, Gabon SEZ

www.gsez.com
Email: gsez@olamnet.com
Phone: (+241) 02 00 10 86 / (+241) 06 00 56 66 / (+91) 83 83 057 074

Visit us at Dubai Wood Show [Stand No. B-176, Zaabeel Hall 4]
DOMOTEX asia/CHINAFLOOR

Pave your business path in flooring

The Leading International Flooring Show in Asia-Pacific!

26-28 March, 2019
Shanghai · China
domotexasiachinafloor.com

Visitors free online
REGISTRATION CODE: IM19PW14
300+ Exhibitors
9,770+ Visitors
100+ Participating Countries

Middle East’s Leading Platform for Wood and Woodworking Machinery

12 - 14 March 2019
Dubai World Trade Centre

Book your Space Now!
Exclusive Interviews:

Mr. Dawood Al Shezawi
President, Strategic Marketing & Exhibitions
08

Mr. Jürgen Köppel
President, Eumabois; CEO, Leitz Group
28

Mr. Jasveer Singh
Chief Executive Officer, Gabon SEZ, Nkok
32

EDITOR’S NOTE
A year of increased optimism and confidence
06

PREVIEW:
interzum 2019: A platform for the living spaces of the future
07

PRODUCTS:
Biesse at LIGNA 2019: 50 years of Innovation and Technology dedicated to the Future.
13

PREVIEW:
WMF 2019 to connect enterprises for vast business opportunities
14

PRODUCTS:
WEINIG at LIGNA 2019: Innovative cutting-edge technology for every requirement
18

MARKET WATCH:
US$ 2.4 trillion-worth Expo 2020 Dubai construction projects to drive demand for wood industry
21
ContenTS

Preview:

23 Preview: Gabon WoodShow 2019: The 2nd edition of the Gabon WoodShow would be two-time bigger than the earlier

25 Preview: Delhiwood 2019: A world of immense opportunities

40 Preview: DOMOTEX asia/CHINAFLOOR: Get ready to pave your business path in flooring

42 Preview: All things new come through CIFF Guangzhou

43 Preview: CIFM / interzum guangzhou 2019 aids industry transformation through multitude of activities

44 Safety Standard: New European standard (EN 16770) unveiled for safety requirements for indoor dust extractors

46 How-to Guide: Sanding with portable machines and hand tools

48 Expert Advice: Turn wood waste into beautiful products

51 Woodworking Around the Globe

54 Events Calendar 2019

14th Dubai WoodShow gears up to link opportunities for wood and woodworking machinery industry ahead of Expo 2020 Dubai

Stumped
A year of increased optimism and confidence

The recently released GCC Wealth Insight Report (2019) by Emirates Investment Bank (EIB), UAE illustrates a sense of increased optimism and confidence among the region’s wealthy in the prospects of the regional economy. The EIB report captured the first-hand insights into the economic and investment views of high net worth individuals (HNIs) from across the Gulf Cooperation Council (GCC) and their sentiment towards wealth and asset allocation. One of the major highlights of the report is that the views on improved economic and business environment in the GCC has more than doubled from 31% to 71% since the report’s last edition in 2018. In addition to economic diversification plans and reforms, the approaching launch of flagship events, such as the Special Olympics World Games Abu Dhabi 2019 and Expo 2020 Dubai, is driving positive sentiment among regional investors, particularly in the UAE, which is offering incentives to investors and to high caliber talent to partake in its transition to a knowledge-based economy.

Modern Woodwork is happy to release the first issue of its Gulf Edition in 2019 on this positive outlook towards the region’s economy. Back home, we are celebrating 20th anniversary of Modern Woodwork’s India Edition.

Current Issue:
Over the past 19 years, Strategic Marketing & Exhibitions has emerged as one of the leading events and conferences enterprises in UAE hosting several global exhibitions including Dubai WoodShow. In this special issue, we present an exclusive conversation with Mr. Dawood Al Shezawi, President of Strategic Marketing & Exhibitions. On the backdrop of upcoming shows viz. LIGNA, Dubai WoodShow and Delhiwood, we interacted with Mr. Jürgen Köppel, President, Eumabois and CEO, Leitz Group. Plus, there is an in-depth interaction with Mr. Jasveer Singh, CEO, Gabon Special Economic Zone (GSEZ). The issue has plenty of content to read on including show previews, how-to guide, expert advice and so on. We are sure you will enjoy reading as much as we have enjoyed making it for you.

Making trade reading more exciting
Modern Woodwork introduces new logo and new page designs. With a focus on making trade reading refreshing, we reimagined the entire magazine with a new outlook. A unique three-and-a-half-column format makes the pages look more consistent and dynamic with additional elements for readers and scanners. The design change was an intellectual exercise, involving research and discipline. We would like to assure all our readers and advertisers that there is more to come from Modern Woodwork in near future.

- Editor
interzum 2019: A platform for the living spaces of the future

What does the home of the future look like? How will we furnish our homes in future? What materials and functions shape the design and architecture of tomorrow? The upcoming interzum event offers all kinds of inspiration for those who want to know more about the trends and innovations that will shape the way we live in future. With a range of special exhibitions, the trade fair also explores global megatrends such as individualization, living in small spaces, mobility and digitalization.

At interzum, international exhibitors are all set to provide exclusive insights into the trends that will shape our living and working spaces in future. Product innovations from the fields of materials and surfaces, textiles, furniture components, and lights and lighting systems play a particularly important role. The spectrum of topics connected in this way includes new function processes in the home, lightweight construction solutions for mobile and immobile spaces, and smart interior concepts.

Pioneering innovations are presented in the three segments Materials & Nature, Function & Components and Textile & Machinery. It is precisely this diversity in the products and solutions exhibited that makes interzum such an important source of inspiration for the design of future living spaces – and thereby an inexhaustible pool of ideas for designers, architects and other creatives.

From 21 to 24 May 2019, more than 1,800 exhibitors will present their innovations at interzum 2019 to be held in Cologne, Germany.

Biesse at LIGNA 2019: 50 years of Innovation and Technology dedicated to the Future

6,000 square metres of innovation, highlighting robotization and digitalization in technology: with this statement Biesse presents the future of Industry 4.0 at Ligna 2019.

Ligna, a biennial event, will be held at Hannover from 27 to 31 May 2019, it is the leading trade fair when it comes to machines, facilities and tools for the processing of wood and is, for Biesse, the ultimate place for sharing about the opportunities provided by robotization and the advantages offered by new technology.

The use of robotic systems in factories guarantees maximum production efficiency and helps simplify processes. The Biesse stand at Ligna will present 3 process solutions that have been automated from the raw material to the finished product. Several integrated lines and several robotized cells will also be present, offering incomparable levels of customisation, modularity and flexibility for the facility, fundamental requirements for contemporary production.

In order to constantly make the factory more efficient, Biesse pairs robotization and digitalization with the development of new software and continues the innovative journey that started with SOPHIA, the IoT service platform, expanding its functionality to embrace predictability, which will greatly improve the customised interaction with the customer when it comes to the machine and will significantly reduce the time required for assistance.

Visitors to LIGNA will be able to experience the cutting-edge technological innovation that characterises Biesse, test the tools that enable customers to obtain greater value from machines, and see how SOPHIA can revolutionise and simplify everyday work.

"Thanks to the new technology, we are able to create a solid and functional bond between human & robot. Biesse accompanies the customer through every phase of day-to-day work, starting with the dissemination of the automated digital factory in the world of manufacturing and providing necessary tools for efficient production," stated Mr. Federico Broccoli, Wood Division/Sales Director and Subsidiaries Division Director.

Fifty years after it was founded, Biesse is prepared to face another fifty with its eyes on the future and its mind on the customer: with this perspective, investments in innovation, automation and services for the customer are also set to continue.
'UAE is committed to support sectors adhering to its economic strategy of diversification'

In a special colloquy with Modern Woodwork’s Gulf Edition, Mr. Dawood Al Shezawi, President of Strategic Marketing & Exhibitions, UAE articulated his thoughts on his business going beyond the brief and becoming a partner for growth of several sectors. Modern Woodwork Gulf presents Mr. Shezawi’s views on Dubai and Gabon WoodShow, Expo 2020 Dubai and UAEs transformation.

Dubai WoodShow has grown bigger in terms of size and significance over the past 13 editions. How satisfied are you with its progression and where do you see the exhibition five years from now?

Mr. Dawood Al Shezawi: Year-on-year, Dubai WoodShow has attracted more exhibitors and the country participation has widened to include those from other regions. By far, its biggest takeaway is the uniqueness of Dubai WoodShow, being a dedicated trade fair for wood and woodworking machinery in the region, and as an effective platform to link business and networking opportunities within the industry.

However, we do not wish to stop at this juncture. We intend to make Dubai WoodShow consistently relevant so it can match the changes and developments in the industry. We do this by doing regular
industry. A healthier, more competitive environment will directly benefit the woodworking machinery industry. We are in fact very excited to host this year’s Dubai WoodShow in anticipation of the huge volume of business to be generated in time for Expo 2020 Dubai.

Dubai WoodShow will play a significant role to meet the surge in demand for wood and woodworking machinery. As a dedicated platform, industry players will rely on the advantageous opportunities at Dubai WoodShow, as we forge ahead to bridge the gap in supply and high demand, which is expected to reach US$ 2.4 trillion ahead of Expo 2020 Dubai.

B2B meetings will be held at Dubai WoodShow for speedier facilitation of business deals in a most conducive environment. This is one sphere of competence of Dubai WoodShow, as it allows decision-makers themselves to benefit from concluded business in an enabling environment that supports them to meet their business goals onsite - whether for adequate supply or for highly competitive rates, all in one place.

Thus, we expect this year’s Dubai WoodShow to reach another milestone, anticipating an impressive increase in deals that will be secured with a wider participation of exhibitors from Austria, Ukraine, UAE, USA, Turkey, China, Germany, South Korea, Russia, Latvia, Italy, France, Malaysia, India, Taiwan, Belgium, Croatia.
Dr Abdullah bin Mohammed Belhaif Al Nuaimi, Cabinet Member and Minister of Infrastructure Development, UAE and Mr. Dawood Al Shezawi, President, Strategic Marketing & Exhibitions interacting with the exhibitors during 13th edition of Dubai WoodShow held in 2018
The UAE has in the recent years, been setting a benchmark of exemplary performance that the GCC and the whole region recognize to be a model worthy of emulation. Now, GCC member-states have been working to traverse the same path to economic diversification by not depending on oil-based economy but opening new opportunities to achieve economic sustainability.

Mr. Dawood Al Shezawi

According to analysts, the UAE economy is gradually moving towards a positive trajectory from the beginning of this year. How do you analyze the situation with respect to the woodworking sector?

UAE’s strategy to diversify its economy has gained traction as evident in the growth of its several industries and sectors. With UAE’s strategic location being globally accessible, and its legislations ensuring the creation of an investment-friendly business environment, this has attracted more investors to set up base here in the UAE. All these combined with UAE’s massive port operations and its mega-infrastructure, businesses are at an advantage and this does not exclude sectors related to wood and woodworking machinery.

Further, UAE seeks transparency in all its transactions. With the application of technology in federal transactions, government services are now more efficient with lesser time needed to secure permits, customs documentation, new business registration, etc., which are elements that investors seek when they do business.

The principle behind UAE’s positive economic trajectory trickles across various industries and down to end-users, breathing life to related sectors and contributing to its eventual growth. The same catalytic economic effects are felt within the wood industry and its related sectors. This makes the UAE an enabler of positive change, luring more and more businesses and investments, and maintaining its position as a top investment destination.

The Expo 2020 is nearly 600 days apart. The massive construction activity has certainly given a boost to the infrastructure and allied sectors (like woodworking). How will this activity help sustain the pace of the growth over the next decade?

It is anticipated that the economic benefits of hosting Expo 2020 Dubai will leave a lasting mark in the UAE economy. As more businesses will set up their operations here, there would be a greater demand for office, retail, hospitality, and residential spaces which we know will directly benefit wood and woodworking machinery industry.

Job generation by the hundreds of thousands will also translate to higher purchasing capacity of the population, which also means stronger eligibility to own or purchase properties that may increase the demand for more housing or development of buildings and commercial centers, thereby directly contributing to wood and woodworking machinery industry.

There is also the anticipated increase in tourism, which we know has trickle down beneficial effects with related sectors. As UAE has recently signed a law on business immigration, tourists will be more encouraged to purchase vacation house or a second home in UAE, driving the demand for wood and woodworking machinery products and services as more villas and flat buildings need to be constructed.

As UAE has recently signed a law on business immigration, tourists will be more encouraged to purchase vacation house or a second home in UAE, driving the demand for wood and woodworking machinery products and services as more villas and flat buildings need to be constructed.

The entire region – especially UAE – is transitioning to a knowledge-based economy as we enter the new millennium in 2021. How do you see the future of core sector activities in the GCC region over the next decade?

Not only does the UAE intend to be knowledge-based economy, but it intends...
to be ‘exporter of technology’ rather than mere user of technology. As many know by now, the UAE is investing on the application of technology to develop products and services aimed at enhancing public safety, trading, healthcare, transportation, among others. It is also banking heavily on the potential of its young population to develop unique and innovative solutions to make Dubai, and the UAE as a whole, a decade advance in terms of technological applications compared to leading global cities.

With technological advancements in place, core sectors can focus more on improving their products and services with more efficiency, limiting down time and maximizing their operations utilizing innovative tools and solutions. What is good about UAE is its commitment to support sector activities especially those adhering to its economic strategy of diversification, thus, sectors can depend on UAE’s enabling environment, observance of best business practices, and the infrastructure in place.

On a bigger perspective, the UAE has in the recent years, been setting a benchmark of exemplary performance that the GCC and the whole region recognize to be a model worthy of emulation. Now, GCC member-states have been working to traverse the same path to economic diversification by not depending on oil-based economy but opening new opportunities to achieve economic sustainability.

After the success of the first Gabon WoodShow in 2018, the Strategic Marketing & Exhibitions is all set to host the second edition of the show in June this year. Your comments on the prospects of the region and the show.

The uniqueness of Gabon WoodShow stems from the fact that the sub-African region has its own distinct operational intricacies, including import-export limitations, type of wood materials, etc. Gabon WoodShow, in its first edition, has managed to unravel these complexities and has offered a platform that has united stakeholders by matching their business requirements without enduring limiting trading factors.

It is also noteworthy to mention Gabon President Mr. Ali Bongo Ondimba’s commitment to push the country as the first destination for certified tropical timber driven with innovation to fully value its forestry to achieve sustainable management of resources. By far, the sector has generated nearly 15,000 jobs in Gabon, with an anticipated increase in anticipation of the second edition of Gabon WoodShow, where more countries and exhibitors are set to participate. Gabon WoodShow will also be a three-day event where participants will gain knowledge on how to develop ideas to increase the range and quality of their business and to learn trends on technological solutions related to the industry, and to find new sources of supply.

Our readers would like to know the future plans of Strategic Marketing & Exhibitions.

Strategic Marketing & Exhibitions continues to evolve its operations. We do not wish to be marked as an events and exhibition company, but as a partner for growth and development of several sectors. We are an established company that partners with the UAE government mostly, on projects that support the federal government’s economic goals, projects that aim to impact humanity, and its global efforts to promote sectoral activities, cooperation, and collaboration.

Our operational capacity and global network have allowed us to successfully stage prominent annual events aside from Dubai, Cairo, and Gabon WoodShow, such as Annual Investment Meeting, AIM Startup, Future Cities Show, Dubai Property Festival, International Property Show, Maker Faire Dubai, Global Investment in Aviation Summit, and the World Tolerance Summit.

Questions by: Amit Tekale

With inputs from: Aparna Mansabdar, Shantikumar Mansabdar
WMF 2019 to connect enterprises for vast business opportunities

The Shanghai International Furniture Machinery & Woodworking Machinery Fair (WMF) has achieved unprecedented success in 2018. With the view of benefiting the woodworking and furniture manufacturing industry at large, WMF will be grandly held again on 8-11 September 2019 and upgrade itself by taking a step forward to Industry 4.0. In collaboration with CIFF (Shanghai) again, WMF 2019 showcases a wide array of state-of-the-art equipment and technologies for production of wood products and furniture, in order to propel the sustainable development of the entire industry.

In WMF 2019, it is expected to have more than 400 exhibitors with over 1,000 pieces of woodworking and furniture production machines in 53,000 square meter exhibition area. A wide variety of exhibitors will facilitate buyers in the entire supply chain to source according to their needs.

CIFF WMF 2019

8 – 11 SEPT, 2019
National Exhibition and Convention Center (Hongqiao, Shanghai)
www.woodworkfair.com

400 Exhibitors
1,000+ Machines on display
53,000 Square Meters Area

PHOTO: WMF

A glimpse from WMF 2018

8-11 Sep 2019
Shanghai, China

Economical and Innovative Machines for:
Furniture Manufacturer
Wood Product Manufacturer

JOIN NOW and win US$25 Amazon Gift Card

www.WoodworkFair.com
(852) 2516 3362
WOOD.PR@ADSALE.COM.HK

@woodworkfair
@WMF_SHWoodFair
@WMF_Fair
WEINIG at LIGNA 2019:
Innovative cutting-edge technology for every requirement

More exhibits, more novelties and more live experiences than ever before – Weinig Group with its two brands Weinig and Holz-Her looks forward to a great appearance at LIGNA 2019. In Hanover, the leading technology provider for solid wood and panel processing will present itself on an area of 5,000 square meter – a considerably larger exhibition space compared to LIGNA 2017.

Under the motto THINK WEINIG, more than 50 exhibits await customers in Hall 27. Among them are numerous innovations and evolutions. A unique range of solutions will be on display, covering the entire value chain and appealing to both small shops and industry. A special highlight of the stand is a complex production line in which all areas of competence of Weinig AG are directly or indirectly integrated. All machines and systems will be demonstrated live in action.

New moulders for the high-performance segment
Weinig will present three new developments in its product unit Planing and Profiling. In the high-performance sector, the new Hydromat generation will celebrate its world premiere.

The machine series has a performance potential of up to 300 m/min. Feeding is performed via the new SF 200 accelerator. The modular system allows pre-planing with high wood yield, as well as finish planing with high surface quality. The features of the new Hydromat series also include high-precision profiling and splitting for even higher performance. Technically, the new integrated tool changing aid and the new tools with HydroLock system stand out. Fully automatic positioning of the aggregates and lateral fences as well as a new Weinig spindle temperature monitoring system complete the equipment.

The new control generation WMC (Weinig Machine Control) will be used as standard in the Hydromat class in the future. The highlight is an individually configurable dashboard that shows all essential production data at a glance. The simple, intuitive WMC control system for Hydromats will be presented for the first time at LIGNA.

The Powermat 2400 3D is the second innovation in the product unit Planing and Profiling. It allows the production of furniture parts or designed workpieces by...
The WEINIG Group: Machines and systems for solid wood and panel processing

Innovative state-of-the-art technology, comprehensive services and system solutions through to turnkey production lines: the WEINIG Group is your partner for profitable processing of solid wood and panels. WEINIG quality and profitability give small businesses and industrial operations a decisive edge in the global competition.

www.weinig.com
contour milling from the right and left during throughfeed. Until recently, it was not possible to manufacture such parts during throughfeed. However, Weinig has achieved a technical breakthrough with the Powermat 2400 3D. In contrast to conventional processing centers, this machine is characterized by very high output. The workpieces can be programmed freely, including a plausibility pre-check.

Another innovation at LIGNA is the Powermat 3000 for feed speeds of up to 100 m/min. This moulder covers every requirement - from pre-planing with hydro technology to built-to-order production. This particularly flexible machine sets new standards in its class in terms of operation, set-up time and safety. PowerLock tool holders and jointers ensure an immaculate multi-knife finish. In the broad target group between ambitious small businesses and industry, industrial bead production is of particular importance. The developers are convinced that the Powermat 3000 will set a new benchmark here with its performance and spindle technology.

Tools and tool grinders ensure independence from service providers and allow fast response to orders. Weinig has a large portfolio of tools and tool grinders. New at LIGNA is the Rondamat 985. This machine is particularly suitable for large planer heads and knife shafts as well as for large finger-jointing cutters. For the Rondamat 985, a special OptiControl system is available for measuring the tools. At our stand, the machine will be integrated into the Moulder Master all-in-one system for work preparation.

World premiere in Weinig CNC centers
The fully automatic CNC system Conturex has long been the benchmark in window manufacturing. Weinig has now added two new models to this successful range. Both will be shown as a novelty in Hannover. The Conturex Vario S is aimed at customers from the industrial sector. With new profile systems and added processing for smart home window solutions, this machine is Weinig’s answer to increasing demands on production technology. The domain of the highly productive Conturex Vario S is window manufacturing. But the new CNC center also offers more flexibility for other applications, such as furniture and frame construction, and thus contributes to securing the future of companies in this segment.

The second novelty is the Conturex Artis. With a capacity from 7 window units per shift, the Artis is positioned below the previous entry-level machine, the worldwide popular Conturex Compact. Technically, it has all the features that make up the current success of the CNC series. In particular, the machine offers the user limitless options in terms of window systems. Its highlight is the patent pending RePos easy reclamping process. It enables variable part clamping and automatic movement of the workpieces in the machine. The workpieces remain clamped throughout the manufacturing process, thus achieving maximum precision and quality. For complex clamping situations, PowerGrip RePos easy also enables clamping in the fold. The qualities of the new
development prove to be particularly advantageous with slim profiles and new architectural window systems. At LIGNA, both machines will be integrated into the Weinig cross-cutting and pre-planing system.

**Evolution in cutting**

The OptiCut 150 for hardwood users will be presented for the first time at LIGNA. The ultra-fast through-feed saw OptiCut 550 Quantum, which in its latest version features even greater speed, has undergone decisive modifications. The new OptiCut 260 with EasyScan scanner is also available for performance-oriented cross-cutting. The EasyStop positioning aid, which can also be retrofitted to many types of saws, provides an entry into automation. The simple processing of orders is guaranteed by the OptiPal packaging software. Weinig offers a completely redesigned ProfiRip 340 for ripping, which achieves feed speeds of up to 120 m/min with a divided chain.

The compact ProfiPress LB gluing press with automatic packaging system will be on show for the first time in Hannover. The compact and flexible press works with high-frequency technology and is ideally suited for operations with a capacity of up to 20 m³ lamellae per shift.

**Novelties also in jointing technology**

The focus of the product unit Jointing Technology in Hannover is on short wood lines. New is the patented Turbo S 1000 milling combination for the production of horizontal and vertical joints. Its outstanding features are the high capacity and the individual adaptability. At our stand the Turbo S 1000 will be integrated into the Weinig production line. The shaper combination automatically forms packages. Dividing saws ensure precise output lengths.

The Weinig highlights in the area of jointing technology are completed by a model from the new high-performance finger jointing line of the V5 series, which will soon be launched on the market.

As in previous years, the Weinig Grecon production site in Alfeld near Hannover will be opening its doors at LIGNA for a supplementary special exhibition on the subject of jointing technology. The focus is on the powerful new generation of PowerJoint 12 and 18 finger jointing lines. In addition to these two exhibits, which will be presented live in action, another 10 systems under construction will be on display.

**Added value through Weinig services**

As a complete provider, Weinig also offers a comprehensive range of services. In Hannover, the specialists will provide information on training, finance, pre-owned machines and preventative maintenance in a separate area.

**Digitized systems technology for the future**

Weinig's competence for large-scale systems is increasingly in demand on the market. Against this background, the Automation & Digital Business unit was recently integrated into Weinig Concept GmbH. It brings together the entire know-how of the Weinig Group. At LIGNA, visitors to the stand can experience a complex production line consisting of eight interconnected Weinig components live in action. In daily demonstrations, the complete processing line from the raw material to the end product will be shown. The networked processes represent the spectrum of the Weinig standard W4.0 digital under realistically simulated production conditions. This system uses robot technology and Weinig scanner technology.

The new models CombiScan Evo R200 and CombiScan NextGen will be presented. The software RaiNet is used for automated geometric measurement of the wood.

All components are centrally controlled via the new Weinig Central System Control. This is a single-operator solution that establishes a connection between the customer's in-house IT system (ERP) and production cells. The production cells receive the necessary order-related data and report operating data back. In Hanover, semi-finished products will be manufactured live as instructed by the Central System Control unit and will then be further processed directly in various applications at other stations of the Weinig stand.

The new business unit Automation & Digital Business will present the current version of the Weinig App Suite alongside the Weinig live demonstrations in Hanover. The free app offers real-time monitoring, among other things. All functions are now also available as a browser application. The Weinig App Suite is integrated into the cloud-based Siemens IoT operating system MindSphere, which serves Weinig as the basis for a new standard in networking, forward-looking services and the application of production technology. Using secure data communications, MindSphere guarantees manufacturer-independent connection of machines, applications and apps.

**Weinig Concept: The CLT success story**

The engineering specialist Concept focuses its LIGNA presence on CLT competence. A current customer project will be presented. Specific processes of the individually configured production line for timber construction will be integrated into the large-scale system at the Weinig stand. Demonstrations will be held to support the presentation of the overall concept.
US$ 2.4 trillion-worth Expo 2020 Dubai construction projects to drive demand for wood industry
The wood industry in the UAE is expected to boom over the next two years as the country ramps up construction activities ahead of the Expo 2020 Dubai. The wood and woodworking machinery industry will be impacted from the massive construction projects being executed as part of the build-up for the Expo 2020 Dubai.

The large-scale event is slated to take place from October 20, 2020 to April 10, 2021 at the 438-hectare site in Dubai where massive construction projects are taking shape.

With only 22 months to go before the opening, the UAE is pushing to meet the anticipated demand for the six-month global event which anticipates the largest proportion of international visitors in the 167-year history of world expos.

---

Dubai Woodshow 2020 - pavilion

---

Expo 2020 Countdown:

- **22-months to go**
- To be held from October 20, 2020 to April 10, 2021
- At 438-hectare site in Dubai
- Reckoned as the world’s largest expo in the history of mankind
- Dubai to add 40,000 more hotel rooms by October 2020
- Wood industry to be in demand for the mega event
The massive construction activities in the GCC, especially in Dubai that is driven by Expo 2020-related infrastructure and projects – will continue to drive demand for wood products in the coming years.

No doubt that the construction boom represents unrivaled opportunities for all industries, particularly the wood industry, which is likely to get a shot in the arm from the region’s US$ 2.4 trillion worth of construction projects. The upsurge in construction activities will continue to drive demand for wood products, wood-based accessories, interior décor, woodworking machineries and wood flooring materials, all needed for the new structures and hotels, which are being built in the lead up to the mega expo event.

According to BNC Network, the demand for wood, wood products and woodworking industry is expected to grow further due to the ongoing construction projects the value of which in September 2017 has reached US$ 252.7 billion.

The demand for wood products is expected to be driven also by the new hotel projects, as hotel developers are racing against time to deliver branded hotel keys as the deadline for the event draws near. Dubai will add thousands of hotel rooms and service apartments to meet the growing demand of tourists as part of the build-up for Expo 2020 Dubai, which is less than two years away.

According to a study conducted by Dubai’s Department of Tourism and Commerce Marketing (Dubai Tourism), the emirate’s hotel room supply is set to reach 1,32,000 by the end of 2019. At the end of 2018, Dubai’s total number of hotel rooms, including hotel apartments, stood at 1,12,381.

According to the International Trade Statistics – a global gateway, the UAE’s total trade in wood and wood products reached US$ 1.1 billion in 2016, including US$ 920.21 million worth of imports and US$ 185.88 million worth of exports.

HE Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE commends the progress in landmark Dubai Aviation City’s project near Expo 2020 site.

The UAE’s hospitality market is likely to reach US$ 7.6 billion by 2022, growing at a five-year CAGR of 8.5 per cent between 2017 and 2022. Currently, Dubai’s hotel sector has now more than 1,00,000 hotel rooms and serviced apartments. By October 2020, Dubai will need to have a strong hotel inventory of 1,40,000 hotel rooms and hotel apartments.

Manufacturers and suppliers of wood products can leverage from the region’s fast-growing market and reap the rewards of unparalleled opportunities generated from the expansion in the UAE’s construction market, in the run-up to the mega global event.

The wood and furniture market seem very promising, especially with 70 per cent of the timber and wood products are used in construction industry while the rest are used in real estate, interiors, furniture and other industrial applications.

According to the UAE’s hospitality market seem very promising, especially with 70 per cent of the timber and wood products are used in construction industry while the rest are used in real estate, interiors, furniture and other industrial applications.

According to the UAE’s hospitality market seem very promising, especially with 70 per cent of the timber and wood products are used in construction industry while the rest are used in real estate, interiors, furniture and other industrial applications.
14th Dubai WoodShow gears up to link opportunities for wood and woodworking machinery industry ahead of Expo 2020 Dubai

Massive construction in the region to impact surge in demand for wood and machinery to reach US$ 2.4 trillion

Dubai WoodShow anticipates at least 10,000 specialized professionals as it holds its fourteenth edition on 12-14 March 2019 at the Dubai World Trade Centre. Dubai WoodShow is the world’s leading platform for wood and woodworking machinery where year-on-year, more business opportunities are linked between and among stakeholders.

This year, Dubai WoodShow braces itself as the surge in demand in wood and woodworking machinery is expected to reach US$ 2.4 trillion ahead of Expo 2020 Dubai. This would be ideal for exhibiting companies, with significant advantage to first time exhibitors, as the gateway for global opportunities will be opened during the course of three days. To bridge this gap in supply and high demand, Dubai WoodShow is poised to encourage suppliers from across continents to meet and secure business with buyers in one conducive environment dedicated to the needs and demands of the industry.

Held annually, Dubai WoodShow feature wood and woodworking machinery products and related brands including hardwood and softwood, woodworking machineries and tools, flooring, plywood, veneer, MDF, laminates, boards, wood supplies, furnishings and fittings, paints, adhesives, and glues. Last year’s high points include millions of dollars’ worth of secured deals made mostly through its country pavilion feature availed by USA (American Hardwood Export Council), China, Italy, Russia.
About Dubai WoodShow:

Dubai WoodShow, since its inception in 2006, has grown beyond the horizons of success and has become the only dedicated trade show in the Middle East for the wood and woodworking machinery industry. It is a convergence point for manufacturers, traders, suppliers, machinery companies and end-users in the wood industry chain. The vast range of products showcased at the Dubai WoodShow include wood products, woodworking machinery, blades and knives, tools, abrasives, industry solutions, and much more. The show, being highly specialized, provides the perfect opportunity for the regional and international companies to showcase and learn about wood and woodworking and to build new strategic relationships with buyers, traders and investors.

Dubai WoodShow includes visitors from the United Arab Emirates, Pakistan, Saudi Arabia, India, Oman, Bahrain, Kuwait, Algeria, Egypt, and Lebanon, along with event partners European Committee of Woodworking Machinery Manufacturers (Eumabois), Italian Woodworking Machinery and ‘Tools Manufacturers’ Association (ACIMALL), AFEMMA- a national non-profit association representing woodworking equipment companies in Spain, AIMSAD, American Hardwood Export Council, Quebec Wood Export Bureau, Lunjiao Woodworking Machinery Association, and Association Technique Internationale des Bois Tropicaux (ATIBT).

Dubai WoodShow will be co-located with Dubai International Furniture Accessories & Components & Semi Finished Products Show (DIFAC). For registration or interest to exhibit, check www.dubaiwoodshow.com or send email to info@dubaiwoodshow.com.

Country Pavilions:

- USA
- China
- Italy
- Russia
- Canada
- Finland
- Turkey

Through its global presence and wide network of industry players, Dubai WoodShow gathers insights which are then analysed and where solutions are drafted within the operational capacity of the event. These solutions are offered to industry players as the event’s gesture of commitment to the industry. Such a case would be the assessment of governing policies that would enable industry growth and where protection and preservation of forestry is not compromised.

Where low operational capacity is of utmost concern, Dubai WoodShow visitors can get the first-hand experience on how technological solutions can work to their advantage. As many businesses across sectors realize the advantage of disruptive technologies to their brand or product, so should specialized industry such as wood and woodworking machinery as they can enjoy a leap forward in terms of increased productivity and efficiency utilizing technological solutions offered at the event.

Awareness of their competitive advantage, or lack thereof, is realized during one exclusive event where local, regional, and international competitors are present under one roof. The pulse of the buyers is felt thus equipping an exhibitor to review its sales and marketing scheme and attract their share of the market, thereby increasing their business bottom line.

Top nationalities at Dubai WoodShow include visitors from the United Arab Emirates, Pakistan, Saudi Arabia, India, Oman, Bahrain, Kuwait, Algeria, Egypt, and Lebanon, along with event partners European Committee of Woodworking Machinery Manufacturers (Eumabois), Italian Woodworking Machinery and ‘Tools Manufacturers’ Association (ACIMALL), AFEMMA- a national non-profit association representing woodworking equipment companies in Spain, AIMSAD, American Hardwood Export Council, Quebec Wood Export Bureau, Lunjiao Woodworking Machinery Association, and Association Technique Internationale des Bois Tropicaux (ATIBT).
The 2nd edition of the Gabon WoodShow would be two-time bigger than the earlier

Gabon - a bustling business hub with rapid development and expansion is the ideal place for the global wood industry to meet. The second edition of Gabon WoodShow to be held from 24 - 26 June 2019 would display the latest products and innovations in the wood and forestry industry in the region.

After the success of the Gabon WoodShow 2018, held last June by Gabon Special Economic Zone (GSEZ) in partnership with the Ministry of Water and Forests, the Dubai-based Strategic Marketing & Exhibitions is organizing the second edition of Gabon WoodShow from 24 to 26 June 2019 in Libreville, Gabon.

The inaugural edition of the Gabon WoodShow had 70+ exhibitors and attracted thousands of visitors from over 45 countries. It is the only event in West and Central Africa that caters to the wood sector and highlight the potential and dynamism of the timber industry in the sub-region.

The first edition of Gabon Woodshow has definitely boosted the image of Gabon internationally, and has also
Key Features:

**International Exhibition:**
Gathers wood, woodworking machinery and forestry professionals from 40+ countries to showcase their offerings.

**Technical Conference:**
Facilitates discussions and exchanges of ideas, trends and information on the latest advances in the wood and furniture industry, the challenges of profound transformation of the African timber industry and development of a continental market for wood and wood products.

**Woodworking Startup:**
Offers extensive exposure to budding woodworking entrepreneurs to boost their business.

**Online and Onsite Business Matchmaking:**
Allows online networking through a virtual platform which facilitates face-to-face interactions with over 5,000+ participants during the event.

Gabon has an ambitious vision in the forest-wood sector by 2025
The wood sector has undergone a significant evolution in the last years and helped in the creation of more than 13,000 job opportunities in Gabon. The development of Gabon is effectively linked to the sustainable development of the wood sector on several levels. Consequently, it is mandatory to have a rational management strategy to make the sector more developed and profitable. In this direction, Gabon WoodShow, which is initiative of many partnerships, aims to make Gabon the world leader and first destination of certified tropical timber, driven by an innovative industry, fully valuing the forest under sustainable management.

- HE Ali Bongo Ondimba,
President of Gabon

Gabon, reinforcing its position, is poised enter the second phase of its strategy of converting wood into derived products (e.g. furniture for export), says Mr. Jacques Denis Tsanga, Minister of Water and Forests. The second edition of the Gabon WoodShow will therefore consolidate this strategic decision with benchmarks the beginnings started in the sector since 2009, date of the decision to ban export of logs without primary processing.

Gabon Wood, Woodworking and Forestry Show 2019 offers its participants and visitors the chance to meet wood, woodworking and forestry professionals, develop ideas for increasing the range and quality of business, and learn new techniques and sources of supply.

GABON WOODSHOW 2019
📅 24 - 26 JUNE, 2019
📍 Jardin Botanique, Libreville, Gabon
Delhiwood 2019: A world of immense opportunities

Growing demand for office space, co-working, retail, student housing and residential space is set to offer unlimited opportunities for the Indian furniture manufacturing sector. VISIT DELHIWOOD 2019 from March 13 – 16 to explore market opportunities.

India is the world’s fastest growing economy in major emerging markets. With a GDP of 7.3% in FY 2019, the economy is seen to be robust, having high potential for growth. The key drivers for this growth will be government intervention, sustained investment and strong domestic consumption. In fact, a recent report by the World Economic Forum (WEF) predicts the Indian economy will be the third largest in the world following the United States and China by 2030.

The country’s economic recovery from the effects of demonetization and GST is reflected in the 8.2% GDP growth registered in the first quarter of 2018-19. Robust performance by manufacturing,
construction and service sectors supported by good farm output has led to GDP growth.

Backed by this growth engine, the prospects are bright for the real estate and infrastructure sector in the medium term. There is a clear increase in infrastructure related activities (Smart Cities) and a growth in real estate category (Commercial complexes and Residential Projects).

While certain issues need to be resolved, including slow implementation of RERA by states, lack of regulatory framework for student housing and slowdown of investments in residential markets, overall perspectives remain positive. This is because the real estate and infrastructure sector is steadily evolving towards greater regulation and transparency. As a result, other linked sectors like furniture manufacturing will benefit from this change and grow exponentially.

At the moment, close to 80% of the furniture market is unorganized, with bulk of the supply provided by small and medium sized industries. However, this is changing rapidly with the entry of organized players in the market. E-tailers like Urban Ladder and PepperFry are bringing in consumer awareness and innovation while global giants like IKEA are likely to help the overall market organize faster.

In spite of the growing demand, close to 70% of furniture requirements are being met via imports from China and other countries. The reason - as the demand becomes more organized, driven by corporate or brand specifications, the supply side has to increase their quality standards and delivery orientation. Hence, high customer expectations will be the driving factor for Indian manufacturers to upgrade technology and standards to meet these requirements of global corporations and end users.

To help meet this need, our woodworking shows have consistently offered an all-encompassing platform for both the demand and supply side to equip themselves with latest in technology, design, machinery, raw materials and unlimited market opportunities.

Delhiwood 2019 scheduled from 13 – 16 March, at the IEML, Greater Noida, India will once again offer the industry an impressive 42,000 square meters demonstration and display of machinery, technology, raw materials, semi-finished products, components, hardware and fittings for the interior and furniture manufacturing sector. The 2019 edition of the show will witness 550 + participants from 30 countries spread across 12 country pavilions.

Furniture & Kitchen manufacturers, architects, interior designers, timber traders, saw millers, builders, contractors, hardware distributors, dealers from all over the country and neighbouring countries such as Nepal, Bhutan, Sri Lanka and the middle-east are expected to participate in the 4-day industry event.

Woodworking shows like Delhiwood, Indiawood and Mumbaiwood have consistently offered an all-encompassing platform for both the demand and supply side to equip themselves with latest in technology, design, machinery and raw materials.

---

**Events at Delhiwood 2019**

**Timber Forum**
- Date: 15 March, 2019
- Time: 2 pm to 6 pm
- Topic: Versatility of Timber
- Panel Discussion: Challenges and Solutions in Woodworking

**Skill Competition**
- Date: 13, 14, 15, 16 March, 2019
- Time: During Expo Hours
- Topic: The winners of IndiaSkills 2019 competition to work on test projects in Cabinet Making and Joinery.

---

**Delhiwood**
- **13 - 16 MARCH, 2019**
- Greater Noida, India
- delhi-wood.com • woodshows@nm-india.com
- +91 80467 48888
We Transform you from Worried to Successful Manufacturer

We undertake the Manufacturing Process Audit of Furniture factories to overcome these problems and to boost profitability.

Manufacturing Process Audit is as important as Financial Audit for any Furniture factory. Manufacturing Process Audit means a systematic study of each and every work done, whether it is small or big work, that is done in the process of the manufacturing of the furniture. This audit highlights the serious issues on the factory floor and suggests the way to optimize the working.

* We Provide Consultancy to Make Beautiful Furniture *

shanti@woodconconsultants.com / www.woodconconsultants.com
‘Global woodworking industry is on a stable and positive trend’

Mr. Jürgen Köppel, President of Eumabois and CEO of Leitz Group spoke his mind on various topics related to global woodworking industry outlook, high-potential markets, megatrends in India and China, industry 4.0 in woodworking, new initiatives at Eumabois, importance of Delhiwood 2019 and what is new at LIGNA 2019.

In conversation with the global leader spearheading the 850-member strong committee of woodworking machinery manufacturers in Europe.

Modern Woodwork: How do you look at the global wood industry over the past couple of years? Has Europe fared better than expected?

Mr. Jürgen Köppel: The wood supply chain in 2017 and 2018 has been performing with interesting growth rates. The international furniture trade has risen from US$ 400 billion in 2016 to US$ 450 billion in 2018. A good result, I would say. As for Europe, I believe that one can speak of a satisfactory period. Let’s take as an example the production of European woodworking technology - in the two-year period (2016-2018), it has risen by 20% to reach € 7.5 billion. These are the figures showing a stable and positive trend despite all the disturbances coming from the political side.

Modern Woodwork: A forecast suggests that the global woodworking
machinery market will grow at the CAGR of 3.7% over the next 8 years and will touch a figure of US$ 5.86 billion by 2026 from the current size of US$ 4.73 billion. Do you think these figures are in accordance with the ground conditions? Are you more bullish considering the changes in lifestyle?

JK: Making long-term forecasts on the general economy is often risky and I think it is even more difficult to make this kind of prediction in the woodworking technology sector. I would limit myself to making the observation that the general conditions have changed during the last two quarters of 2018 and that a slight uncertainty can be recognized for 2019. We must look carefully at the exogenous variables that are influencing our market (tariffs, politics, national economic maneuvers etc.). However, looking at the market potential of countries like India and China, with the number of inhabitants both exceeding 1.2 billion, for sure a significant growth in our industry is possible as long as the economic environment doesn’t change significantly. In addition, some megatrends are supporting our growth, so there is for sure a good potential for growth in the long-term.

MWA: E-commerce has created a bunch of smaller organisations in the furniture industry. How do you look at this trend? Is this a threat or an opportunity?

JK: I believe this trend is a good opportunity for the supply chain. Increased competitiveness and the expansion of solutions for consumers are elements that will always be necessary in the evolution process of any economy. Obviously, this will be an opportunity for the companies that can seize it, while it will be a threat for those with a passive approach.

MWA: Asia Pacific is holding close to 40% of global market share at the moment. The growing middle class is one of the main reasons for this growth. Which other customer segments, according to you, seems promising?

JK: Talking about geographies, I would give a special mention to North America, a region characterized by strong competition and a market with big numbers of potential consumers. As to high-growth countries, I would mention India and Vietnam in Asia and the Maghreb area in Africa. In addition to these countries, Russia and some of its neighbour countries have good potential too.

Looking at the customer segments, a distinction between the degree of maturity of the market must be made. In India and China, the growing middle-class is for sure the driver, whereas megatrends such individualization and urbanization are global growth drivers.

MWA: India jumped five spots and is ranked 58th most competitive economy in the WEF’s 2018 rankings. India is the only country among G20 economies gaining 5 spots in 2017. How do you look at India as a market over next 5 years as it being the third largest market after USA and China?

JK: India is improving its economical position constantly. It is developing specific expertise in different areas in order to expand ‘Made in India’ solutions more and more. Just think that India has secured a stable position among the world’s top furniture manufacturers and it is also a land of opportunity for direct investments (IDE) by European companies. In the woodworking technology sector, Biesse, HOMAG and Leitz have their own subsidiaries for instance.

Of course, the transition from an emerging to advanced economy implies a number of requirements and challenges that India will have to meet and face in the most effective way. I am sure however, that India will follow this path of transition successfully in the coming years and I am pleased that both, Leitz and Eumabois, will be able to accompany the market along this path.

India is improving its economical position constantly. Of course, the transition from an emerging to advanced economy implies a number of requirements and challenges that India will have to meet and face in the most effective way.

Mr. Jürgen Köppel

E-commerce is known as ‘Presumers’ (Pre-consumers – those who design and test the product before it sees the light of the day) and ‘Custowners’ (Customer-owners – those who invest in the product as a crowdfunder). This has created a bunch of smaller organisations in the furniture industry. How do you look at this trend? Is this a threat or an opportunity?

MWA: Which other region/s will drive the global market growth and why?

JK: As mentioned, the United States must be considered the top market where opportunities are never fading. North Africa can become the market of the future if the region achieves political stability. I believe...
Jürgen Köppel on:

**Furniture Trade:**
- Grown to US$ 450 billion in 2018 from US$ 400 billion in 2016, globally
- European market grown by 20% since 2016 to reach € 7.5 billion in 2018

**High-potential Markets:**
- North America, Australia, Oceania, Eastern Europe, South America
- India, China, Vietnam, Russia, North Africa (Maghreb)

**India and China:**
- Growing middle-class alongwith urbanization and individualization are going to be the drivers in India and China
- India has secured a stable position of among the world’s top furniture manufacturers and is proving to be a land of opportunities for investments
- China may not achieve a double-digit growth, but will remain a global economy driver

**Eumabois:**
- Working in three key areas: industry exhibitions, machinery safety standards and market estimates
- Working hard to give more support to national associations and their members

**Dubai WoodShow 2019**
- An essential event for the woodworking technology market in the Middle East
- The upcoming edition will be the right place to be, presenting the latest trends in our industry.

**LIGNA 2019**
- The upcoming edition will be strongly influenced by the megatrend digitalization and connectivity
- BatchSize1 and Automation will play an important role too.

that we should add Australia and Oceania too, which have recorded interesting growth rates recently. We should not forget China, a challenging market but a real driver of the global economy, even so the times of double digit growth rates seem to be over. Finally, we shall not forget Eastern Europe and South America, both presently leaving short of expectations.

**Industry 4.0 is the buzzword for all the major players. Is woodworking industry capable enough to undergo these massive changes? What about SMEs?**

**JK:** I would not call it a revolution but an evolution which started in the early ‘90s when, for example, Leitz presented the first ‘smart’ tool with a chip inside. However, during recent years the awareness and the joint approaches significantly increased the speed of development. Industry 4.0 is for sure one of the main drivers in our industry following the megatrend of digitalization and connectivity.

Each country has developed its own model, but the basic concept is the connectivity of machinery, tools and other involved components - this is, and will be the competitive key for all manufacturers. Small and medium enterprises are directly involved in this process, as Industry 4.0 makes no distinction in this respect. The model must be applied to all successful companies. Those who fail to apply are running the risk of falling back, but not only in the woodworking industry.

**MWA:** It has been over two years since you have taken over as Eumabois’ President. Would you please highlight significant changes that were made to make the organisation more efficient? What are your future plans?

**JK:** First of all, please let me state that I took over a well-organized and powerful Association from my predecessor Mr. Ambrogio Delachi, with whom I worked together for already three years. Nevertheless, during the last two years, much has been done and will be done within Eumabois. Since I became President, we have worked hard on the fundamentals of the Association to give more support to the National Associations and their members. The definition of mission and goals, the creation of a code of conduct are just two examples. Lately, we have been empowering the activity of our working groups in three key areas: industry exhibitions, machinery safety standards and market estimates. In the
About Eumabois

Eumabois is a non-profit organization, aimed at promoting the European woodworking machinery industry, protecting its business interests and dealing with all matters of relevance to its members. Technical, marketing and fair policy issues are among the main tasks of the Federation. Eumabois plays a major role in the international market, hosts qualified experts to address technical and economical problems, and has created an information and interaction network involving the most experienced entrepreneurs in business. Eumabois represents more than 850 companies.

I believe e-commerce is a good opportunity for the supply chain. Obviously, this will be an opportunity for the companies that can seize it, while it will be a threat for those with a passive approach.

Mr. Jürgen Köppel

Questions by:
Amit Tekale

With inputs from:
Aparna Mansabdar,
Shantikumar Mansabdar

future, I would like to further expand these three areas, involving more and more participants to give their contribution and using the momentum of around 850 European companies being organized under Eumabois’ roof. These are projects of common interest and great value. I am happy that Mr. Luigi De Vito and Dr. Carlo Alberto Strada as Vice President and Secretary are supporting our joint work with all their power and passion.

MWA: Your views on Dubai WoodShow 2019. How important is this show from Eumabois’ point of view?

JK: Dubai WoodShow 2019 is an essential event for the woodworking technology market in the Middle East. Eumabois is partnering with the organizer Strategic Marketing & Exhibitions since 2007 in order to develop the event in the best possible way for the visitors and the exhibitors. All European manufacturers are attending the exhibition and the number of visitors is always significant, reflecting the importance of the show for the region. For sure, the upcoming edition will be the right place to be, presenting the latest trends in our industry. I am already looking forward to participating in the Dubai WoodShow 2019.

MWA: The next big exhibition in the sight is LIGNA 2019. How different will it be than its earlier edition?

JK: LIGNA is with no doubt ‘the leading exhibition’ in the woodworking industry and for sure Hannover is the place to be in May 2019 to discuss the trends and innovations in our business sector. Back in 2017, Deutsche Messe introduced the new site layout which was well received by the exhibitors and visitors. The upcoming edition will be certainly be strongly influenced by the megatrend digitalization and connectivity; but for sure individualization and automation will play an important role too. Large manufacturing lines, especially for ‘Batch Size 1’ production and latest developments regarding ‘smart’ processes will be introduced to the customers, no matter whether they are a huge industrial company or a SME. Beside the digital trend, the increased material mix, also introducing different advanced materials like composites or carbon-fiber structures will be important topics of interest. For sure, latest innovation and trends to work with wood and wood-based materials will round off the excellent fair coming up in May 2019.

MWA: Your views on Delhiwood 2019. How important is this show from Eumabois’ point of view?

JK: Delhiwood, together with Indiawood, is an essential event for the Indian woodworking technology market and for the neighbouring countries too. All major local and European manufacturers are attending the exhibition and the number of visitors is always significant and constantly increasing. The organization of the event was already efficient and there are the ideal conditions to create and make business. Nevertheless, due to the takeover by the Nürnberg Messe, Dehliwood and Indiawood have certainly reached a new level of professionalism which will be the basis for their further growth. Eumabois strongly appreciates this development and supports the rotation between Delhi and Bengaluru to the benefit of the exhibitors and customers, I am already looking forward to participating in the Dehliwood 2019.

Questions by:
Amit Tekale

With inputs from:
Aparna Mansabdar,
Shantikumar Mansabdar
The West Central African country of Gabon is a fascinating success story of turning a forest land into a business-friendly haven. Thanks to GSEZ, a public private partnership (PPP) project that changed the entire landscape by developing the Nkok Special Economic Zone. The GSEZ succeeded in attracting over 155 investors from 17 countries in a span of just 7 years. India needs a special mention here as almost one third of the total investors are either Indians, NRIs or PIOs. Wood processing industry is the major driver for Gabon as more than two third of its total investors are focussed on wood processing.

Mr. Jasveer Singh, Chief Executive Officer of Gabon SEZ, Nkok spoke to Modern Woodwork at length on host of opportunities at GSEZ and how he sees GSEZ becoming a fully-grown industrial woodworking hub over the next decade.

‘We see Gabon SEZ becoming the biggest Wood Panel Production Hub of Africa by 2025’
us that the SEZ acted as a catalyst in the industrialization journey of Gabon and made it a veneer manufacturing hub in a short span of 7 years. Today, thanks to the 38 veneer units in SEZ, Gabon is the biggest producer of veneer in Africa and number one veneer exporter in the world. Encouraged by the enquiries that we are getting now from potential investors, we are working hard to make Gabon’s presence felt on the wood panel manufacturing map of the world. Our current push is towards incentivizing investors who have shown keenness in putting up manufacturing units of plywood, particle board, MDF and other kinds of engineered wood panels in the SEZ. The attractiveness of SEZ as a plywood manufacturing destination has been further enhanced by the decision of M/s Windson Chemicals, Bilimora, Gujarat to set up a formaldehyde and resin plant in Gabon SEZ. The plant shall be operational by December 2019.

As of now, the total number of investors in the SEZ stands at 155 from 17 countries. We have 66 units in production and another 39 in construction phase. Normally it takes 15 years for SEZs to be fully operational, but things have moved fast in Gabon SEZ because of the ease of doing business inside SEZ. Two of the Indian giants - Greenply and Century ply have manufacturing units inside SEZ.

**GWARE**

**Gabon SEZ has invested US$ 450 million (INR 3,150 crore) in building high quality infrastructure for industrial development. We understand that you are investing further US$ 100 million (INR 700 crore) in transport and logistics sector. How do you see the progress of these investments? Will this be able to attract more Indian investors and create more jobs for Indians in Gabon in near future?**

JS: Gabon SEZ is spread over 1,350 hectares of which 600 hectares has been developed in first phase. US$ 350 million was utilized to develop the Phase 1 of SEZ which includes 8 lane direct access to the National Highway -1, development of railway siding to accommodate three trains in parallel, two barging facilities, dedicated 90 KV main receiving sub-station fed by two sources of power (one hydroelectric and another gas based), self-sustainable water sourcing with 7 million litres/day storage capacity, broadband connectivity, centralized social infrastructure (hospital, police station, fire station and residential development) and Single Window Clearance facility for all industry related approvals. As a result of this investment, the SEZ boasts of a world-class infrastructure that provides an enabling platform to investors to set up industries without any hassles or time lag. It is the result of this investment by GSEZ that investors with 17 nationalities got attracted to Gabon - a small, lesser known but peaceful country in Africa.

With the growth of industries in SEZ, currently, there is an increased demand for raw material (=1,00,000 cbm/month) and finished product transport (=2,000 TEUs) to sea port. SEZ has utilized US$ 100 million to buy 95 log trucks that would bring raw material from forest, to buy 85 flat-bed container transport trucks to move the finished product to the port.

**Our current push is towards incentivizing investors who have shown keenness in putting up manufacturing units of plywood, particle board, MDF and other kinds of engineered wood panels in the SEZ.**

Mr. Jasveer Singh
GSEZ has all the infrastructure to facilitate wood processing the long term availability of raw material.

With efficient infrastructure and sufficient raw material, we surely hope to attract more investments from India and increase trade between Gabon and India. Since increased production cannot be achieved without generating more jobs, surely it will generate jobs both for Gabonese nationals and Indians. Currently, SEZ based industries employ about 1,200 Indians and 3,400 Gabonese plus other nationalities.

How big is the timber sector of SEZ and how does it compare with processing outside SEZ? Where do you see GSEZ by 2025? 

The total timber export from the SEZ in year 2018 was worth approximately US$ 150 million; while timber exports from whole Gabon stands at US$ 450 million. By 2025, we expect export from SEZ itself to be around US$ 500 million; while exports from whole Gabon would touch US$ 900 million. Surely, timber sector would be the second biggest contributor to the Gabon’s economy in next decade after Petroleum.

We envisage Gabon SEZ to be Africa’s leading Wood Panel Production Hub by 2025 and achieving the status of a fully-grown and matured furniture manufacturing hub by 2030.

GSEZ would embark upon a mission to plant, post EIA clearance, about 50,000 Ha/year of Acacia or Eucalyptus within a radius of 200 km of SEZ. The output from these plantations would in many ways influence the growth of timber sector in Gabon.

About GSEZ

Gabon Special Economic Zone (GSEZ) started in 2010 as a joint venture between Olam International Ltd. (40.5%), the Republic of Gabon (38.5%), and Africa Finance Corporation (21%) with a mandate to develop infrastructure, enhance industrial competitiveness and build a business-friendly ecosystem in Gabon. The SEZ offers a unique fiscal status which provides a stable and competitive economic climate for companies intending to settle. Presently, the zone is home to more than 155 investors coming from 17 different countries. Gabon Special Economic Zone is rapidly emerging as West Central Africa’s manufacturing hub.
**MWA** Readers would like to know more about the tax benefits an investor is supposed to get in GSEZ and furthermore, for how long GSEZ will remain a tax haven?

**JS**

**Fiscal incentives to units in GSEZ:**
- No Corporate Income tax for first 10 years and a preferential rate of 10% over the next 5 years
- No Customs Duty on the import of capital good (shed, construction material, plant and machinery for the industry) as well as raw material
- No VAT
- No Property Tax
- 100% exemption from capital gains tax

**Other relaxations and waivers:**
- Relaxed Labour Laws and flexibility in employing expatriates
- Reduced Export Duty for products manufactured in SEZ
- 100% repatriation of profits
- Upto 25% DTA sales permitted
- The tax incentives stated above are available for a period of 25 years to all industrial units from their start date

**Further, Gabon is an ideal investment decision given:**
- No currency devaluation risk as local currency has fixed parity to Euro (655.957 XAF = 1 Euro)
- No need to have a local partner. Foreign Investors can own 100% of shares in a company and own assets in the country
- Safest and most stable country in Central and West Central Africa
- Easy e-visa and work permits
- Single Window System for all approvals for setting up industry and its operations

**MWA** A lot is talked about the Gabon Forestry Code. Would you briefly explain about the Code? Any FSC (Forest Stewardship Council) compliant industry inside SEZ?

**JS** Gabon’s forests cover 22.8 million hectares, i.e. 88% of the country’s land surface. In 2008, Gabonese Republic reported an average annual deforestation rate of 0.12%. With a low overall population density and 60% of population living in urban areas, there is little anthropogenic pressure on Gabon’s forests.

The new forest law has come into force in the year 2001 that emphasizes Sustainable Forest Management (SFM) as the overall approach in the forestry. The forest concessions (logging licenses) are issued for 25 years’ term by Ministry of Forest. As per the forest code, the concessionaire of the forest must submit a detailed 25-year Forest Management Plan. This overarching submission is accompanied by species inventories, forest conservation plans, and a 5-year harvesting plan that is updated every 5 years. This plan also restricts harvesting to tree diameter. For instance, in a given 1-year block, no Okoumé below 70 cm diameter can be harvested. This selective harvest plan allows the smaller trees to mature in a manner that utilizes the available canopy for maximum growth.

**MWA** In one of your earlier interviews to Modern Woodwork magazine, you had mentioned that Gabon is economically most stable country in the sub-Saharan region and the CFA Franc (XAF) is pegged to Euro. Do you see any impacts of the Eurozone crisis or Brexit or the ongoing trade war between USA and China on the local economy? How are you safeguarding investors’ interests?

**JS** Yes, Gabon is one of the economically most stable countries in the sub-Saharan region given good volume of exports of commodities like crude oil, manganese and timber products. Gabon is one of the few countries in sub-Saharan region with positive trade balance.

As far as Eurozone crisis or Brexit is concerned, Gabon may in fact gain competitiveness, due to pegging of the local currency to a weakening Euro. This is because the depreciation of the Euro could help to make exports of timber and other products from Gabon more competitive in world markets; especially in the case of the dollar-based exports.

Ongoing USA – China trade war is resulting in more prosperity for Gabon because many Chinese companies in timber sector which were earlier exporting to USA from China are now thinking about investing on second manufacturing base in neutral countries and Gabon presents as an ideal option given the sustainable supply of timber and ready infrastructure in shape of Nkok SEZ.
In numbers: 
Gabon SEZ, Nkog

Infrastructure:
- 10,500 kilometers of road network across the country
- 670 kilometers of railway line
- 3,000 kilometers of navigable inland waterways
- 1 international airport handling 1.2 million passengers and 40,000 tons of freight per year; another airport coming up by 2022.
- 1 mineral port with annual capacity of 10 million tonnes
- 1 cargo port with annual capacity of 3 million tonnes

SEZ Facts:
- 27 kilometers away from the capital city Libreville
- 1,350 hectares of space for business to grow
- 600 hectares of fully operational SEZ
- 155 investors from 17 countries
- 50 units promoted by Indians/NRIs/PIOs
- 66 units in production
- 39 units under construction
- 4,600 people at work

Fiscal Concessions:
- 24-hour for the creation of company
- 0% Corporate Income Tax
- 0% Property Tax
- 100% exemption from Customs Duty

grow 2 cm in diameter every year. To delineate how this works in the abstract, a 69 cm diameter or smaller tree will grow for a further 25 years, adding an estimated 50 cm by the next harvest cycle. This will result in an estimated diameter of 119 cm at the time of the next harvest. Most importantly, this 25 year plan guarantees that there will always be more growth in Gabon’s forest than will ever be harvested. This is one of the most productive and best forest management technique as on date.

GSEZ has three companies which are putting the systems and processes in place for FSC compliance. Further, the Gabon government has announced that all forest concessions have to be FSC compliant by 2022.

What kind of opportunities are there for a small, medium and a large Indian investor from the field of woodworking in GSEZ? What kind of minimum investment is required? Please explain with a case for better understanding of our readers.

What kind of opportunities are there for a small, medium and a large Indian investor from the field of woodworking in GSEZ? What kind of minimum investment is required? Please explain with a case for better understanding of our readers.

How does India fare from investments and exports point of view as far as GSEZ is concerned? What kind of outreach activities do you plan to undertake to introduce GSEZ to potential investors from various parts of India? How can one approach GSEZ if he/she wants to know more about the procedure to invest in Gabon?

As on date, we have around 50 industrial units promoted by Indians/NRIs/PIOs, and that too beyond wood processing, in sectors like pharmaceuticals, cement, metallurgy. India is very important geography for us in terms of investors as well as consumer of products from the SEZ. We have been actively marketing GSEZ as an investment destination in India and intend to do so further as well. We participate in all prominent wood related exhibitions in India to reach out to potential investors and to market the products from GSEZ. We shall be participating in Delhiwood 2019.

We have a full-time representative in Delhi.
Anyone who is interested in exploring Gabon for setting up industry, may please contact Ms. Heena Saboo, Resident Representative (heena.gsez@gmail.com; +91 83830 57074) or Mr. Nitin Misra, head of marketing (misra.nitin@arisenet.com; +241 02 00 10 86).

We must mention the Centre D’Exposition Gabon Wood Hub which we visited in June 2018. It was a wonderful, all ‘Made in Gabon’ display of furniture and artefacts using local species. What special incentives you offer to prospective furniture manufacturers to set up furniture factories in GSEZ apart from the tax concessions?

Thanks. All the beautiful furniture that you saw at the Centre D’Exposition Gabon Wood Hub during your visit to Gabon Woodshow 2018 was made by the furniture units in the Furniture Manufacturing Cluster within the SEZ.

With regards to the special incentives for prospective furniture manufacturers to set up furniture factories apart from the fiscal incentives for SEZ investors, we provide readymade sheds exclusively for furniture manufacturing and the investor is supposed to invest only in machines. This translates to a very short time for starting the production.

Further to the prospects of making export quality furniture using species in Gabon, which wood varieties are available in required abundance?


Our readers would like to know which species one should opt for making different varieties - for example - varieties ideal for outdoor furniture/suitable to make indoor furniture etc.

Gabon’s forests offer more than 400 timber species. Around 80 timber species are frequently traded and some 20-25 species are in high-demand across the globe.

Hardwood Species like Sapelli, Sipo, Acajou, Andoung, Gheombi from Gabon are pinkish red to brownish in colour and are similar to Genuine Mahogany (Swietenia macrophylla) in terms of colour, appearance and density. These timber species could very well serve as an alternative for Mahogany as it

GSEZ: An opportunity for every ticket-size

Small Enterprises:
- Ideal for furniture manufacturing units exporting to Europe and USA
- Ideal for furniture component manufacturing to supply to mother units in home countries

Medium Enterprises:
- Ideal for establishing a saw mill, availability of captive markets within SEZ in form of furniture manufacturers
- Export to south-east Asia, China, Europe, USA can fetch good returns to saw mill units

Large Enterprises:
- Engineered wood panels like plywood, particle board, MDF or WPC (wood-plastic composite)
- The wood waste generated from existing units is a potential raw material for all kinds of engineered wood panels.
is listed in CITES Appendix II. These species are suited for luxury and high-end furniture and joinery. This is the reason for their high demand in Europe and USA due to its colour perception. They are exported in high volumes to China, Vietnam and Malaysia, as they are the biggest manufacturers and exporters of furniture to developed countries.

Wenge is the premier, dark hardwood from the forests of Gabon and suitable for contemporary interiors as it blends quite well with glass and stainless steel. Due to its dark colour, it is well suited for straight/clean line furniture and is quite popular in Europe.

The depreciation of the Euro could help to make exports of timber and other products from Gabon more competitive in world markets; especially in the case of the dollar-based exports.

Mr. Jasveer Singh

is listed in CITES Appendix II. These species are suited for luxury and high-end furniture and joinery. This is the reason for their high demand in Europe and USA due to its colour perception. They are exported in high volumes to China, Vietnam and Malaysia, as they are the biggest manufacturers and exporters of furniture to developed countries.

Wenge is the premier, dark hardwood from the forests of Gabon and suitable for contemporary interiors as it blends quite well with glass and stainless steel. Due to its dark colour, it is well suited for straight/clean line furniture and is quite popular in Europe.

Iroko, Beli, Tali and Okan species can be considered as an alternative to provide teak like finish. These species are quite popular in Asia and Middle East for furniture and joinery. Tali and Okan are extensively used in furniture manufacturing in Vietnam, mainly for export and has helped Vietnam to become the second largest exporter of furniture after China. Furniture made out of these species is very popular in Asian and American markets.

Light coloured tropical wood species from Gabon includes Izombe, Movingui and Bilinga. These species are suitable for furniture and joinery and interiors.

Kevazingo (Guibourtia Spp.) is the most expensive and coveted wood species from the forests of Gabon. Trunk diameter of 150 cm is quite common for Kevazingo. Live-edge table
Padouck is a dark coloured redwood found in Gabon; quite similar to Rosewood and suitable for outdoor furniture as well as joinery. Outdoor flooring, decking and garden furniture made out of it is exported to European markets. It is resistant to damage from weather elements. Padouck is also very popular in southern part of India due to its red colour and high density. Doors and door frames made from Padouck are very popular in the South Indian markets.

**MWA** According to a global report, there is a rising demand for craft and furniture from developing countries of Asia Pacific, Middle East, Africa, and Latin America. How do you see Gabon playing a big role in this growth?

**JS:** With the rising demand for craft and furniture, the countries are getting more conscious about the environment. Most of the mentioned markets have gradually become conscious about the legality and traceability of the timber used in production of the craft and furniture. Large import houses and furniture manufacturers in Europe, USA and other regions have decided to source furniture and craft items produced with at least 30% timber sourced from SFM-compliant origins. And the timber from Gabon is 99% sourced from natural forest which are 100% SFM-compliant. Furthermore, 30% of forest concessions in Gabon (over 3,00,000 ha) are FSC certified, which has positioned Gabon as a prominent origin for sourcing of timber, furniture and other associated items. Live edge and solid wood furniture made from many exotic timber species from Gabonese forests is already quite popular in upscale markets and hospitality sector. Gabon - with an exploitable timber stock of 400 million cubic meters covering over 400 species, stable economy and reliable production ecosystem - presents itself to these markets as a prime source craft and furniture.

**MWA** How important are the GCC and MENA countries for you considering the proximity?

**JS:** 70% of the timber stock in Gabonese forests is Okoumé - a very popular species. Given the skewed demand for lighter tone timber in GCC and MENA countries, Okoumé sawn timber is imported in large quantities. We believe that this region imports more than 2,50,000 cubic meters of Okoumé sawn timber which is largely used for interior panelling, carpentry and joinery. The solid wood furniture made with Gabonese timber is quite apt for upscale market of this region. With such high demand for Gabonese timber and preferential trade treaties signed with few countries in this region, GCC and MENA countries are in the forefront of target markets for woodworking industries in Gabon.

**MWA** Your views on the importance of Dubai WoodShow and its upcoming edition.

**JS:** Dubai is world’s trading hub in addition to being center of a large consumption market. Dubai WoodShow, being the most prominent woodworking show in the Middle East, is visited by buyers and supplier from across the world every year. Dubai WoodShow has always provided us a global platform not only to showcase Gabon SEZ as woodworking destination but it has further helped already settled more than 80 woodworking units in Gabon SEZ in attracting customers from across the world.

Given the skewed demand for lighter tone timber, the GCC and MENA countries import more than 2,50,000 cubic meters of Okoumé sawn timber for interior panelling, carpentry and joinery from Gabon.

**MWA** Gabon successfully hosted the first Gabon WoodShow in 2018 and it must be all set for its second edition. How is the response and how are the preparations going?

**JS:** Gabon WoodShow held in June 2018 was the premier edition of this show. GSEZ as co-organizer and principal sponsor along with organizing team of Strategic Marketing & Exhibitions, Dubai had just five months to plan, market and organize the show since the event was finalized only in December 2017. However, Gabon WoodShow 2018 was a very successful event with 74 exhibitors and around 3,000 visitors from 47 countries. Most of the exhibitors were quite satisfied with first edition of Gabon WoodShow since they bagged good orders. Gabon WoodShow 2018 was talk of the region being the first international exhibition of central and west Africa focused towards wood and forestry. With such good response and feedback, many companies/organizations not only from Africa but from other continents has approached us for sponsorships and participation as exhibitors. Many of the machine manufacturers from Europe and China, who were not able to participate in last edition due to constraints of time and logistics, are geared up to participate in Gabon WoodShow 2019. We are expecting Gabon WoodShow 2019 to be at least two times bigger in terms of number of exhibitors and exhibition area. We are fully geared up to host Gabon WoodShow 2019 from 24 to 26 June, 2019 at the same venue of Botanical Garden in the capital city of Libreville.

Questions by: **Amit Tekale**

With inputs from: **Aparna Mansabdar, Shantikumar Mansabdar**
DOMOTEX asia/CHINAFLOOR: Get ready to pave your business path in flooring

From 26 to 28 March 2019, the floor covering industry will meet again in Shanghai to see the newest products and innovations in the world of flooring at DOMOTEX asia/CHINAFLOOR. This year’s show has attracted over 1,500 exhibitors from 40 countries spread out in 15 exhibition halls covering a total gross exhibition area of 1,75,000 square meters.

Modern Woodwork Gulf presents a sneak peek of Asia-Pacific’s largest international flooring show.

A focus on trending topics

InnovAction will hold its 7th edition in 2019 covering new products from 18 companies which will compete to win one of the 2019 Best Products Awards. The other professional forums include events such as the World Flooring Forum, Luxury Brands Carpet Show, Chinese Original Carpet Design Show and MaterialDistrict. One day before the official opening of its 21st edition, the organizers of DOMOTEX asia/CHINAFLOOR along with China National Forestry Industry Association are hosting the international Wood Flooring Forum 2019. The Forum will give wood flooring manufacturers, buyers and associations an overview of the opportunities and obstacles in the international wood flooring market addressing topics such as legal, trade and environmental issues affecting the flooring industry.

International quality buyers

The dedicated international buyer delegations underline the show’s international importance in the global flooring industry. An Australian delegation will be hosted for the second time; a hosted buyer programme for wood and bamboo flooring will bring professionals from all around the world to conduct B2B meetings with exhibiting manufacturers; just as importantly, co-organized by Treniq international interiors network, the international crew of 20 flooring buyers will tour the carpet and wood halls.

Wood Flooring - (Halls E1-E4)

The wood flooring sector will present the latest innovations in solid wood, engineered wood, laminate, cork, bamboo, and WPC flooring. International companies like Swiss Krono, Classen, Kaindl, Faus, Parador, Alsapan, Balterio, Berry Alloc, Quickstep, Granorte, Home Legend are gathering in Halls E1 and E3 to expand their business in...
Asia Pacific. At the same time, Nature, the famous domestic wood flooring brand, returns to the Shanghai show. Last, but not least, the solid wood heating flooring pavilion will have famous brands such as Teclic, Bloor, Yanni, Jinyi, Linchang, Minghe, Nuogao, Moganshan, and Jinxiang in its premiere appearance.

Carpet (Halls W1-W5)

The country pavilions from Iran, Turkey and India are returning to the show with a significantly increased space. In addition, the Afghanistan pavilion outstandingly expands from 171 to 355 square meters. Belgium, Germany and the Netherlands also come back to the show to present a large variety of products including but not limited to machine-made carpets and rugs.

Resilient Flooring (Halls E6-E7/N3-N5)

In 2019, the resilient sector is expanding to a total of 5 Halls with famous international brands like Gerflor, Armstrong and LG Hausys returning to the show. The SPC flooring market continues to grow with even more attending exhibitors compared to last year’s show. Another highlight of DOMOTEX asia/CHINAFLOOR will be E7 that was specifically created for sports flooring presenting all kinds of new products. WPC indoor and outdoor flooring has become another new trend in resilient flooring.

FLOORTECH asia (Halls E5-E6)

The FLOORTECH asia display area has more than doubled in size and will occupy over 21,000 square meters across two exhibition halls this year. In Hall E5 specifically, domestic companies such as Qingsu, Zhisheng Machinery and JWELL will be launching their newest products at the exhibition.

In the 21st edition of DOMOTEX asia/CHINAFLOOR the resilient sector will have five halls full of PVC, sports and outdoor decking flooring products. The total area is for the first time exceeding 55,000 m².
All things new come through CIFF Guangzhou

The 43rd edition of CIFF (China International Furniture Fair), all set to take place in Guangzhou over two phases, divided according to product sector: the first, from 18 to 21 March 2019, is dedicated to home furnishings, outdoor and leisure furniture, home décor and home textiles; the second, from 28 to 31 March, will be for office furniture, hotel furnishings, accessories, metal furniture and furnishings for public spaces and reception areas, as well as materials and machinery for the furniture industry.

Without a doubt, excitement and innovation are the key words of the next edition of CIFF Guangzhou which, completely reinvented, will host over 4,100 exhibitors gathered in an exhibition space extending over 7,60,000 square metres. “Platform of first choice for launch of new products and trade”; this is indeed the theme of the 43rd edition, a theme emphasising CIFF’s constant commitment to offering a global platform that best launches exhibitors’ innovations, taking great care to welcome sector professionals, including the growing number of foreigners among them. In fact, over the years, CIFF has consistently come in first place with the highest number of overseas buyers compared to all other Chinese trade fairs, recording 30,000 foreign operators amid its total 2,00,000 visitors, testifying to CIFF’s worldwide value and interest.

A fair reinvented

The fair has reinvented its image. This year CIFF will be promoted with a single image that integrates the content of the entire furniture industry supply chain represented at CIFF, portraying all five of the main categories with corresponding main colours and iconic furniture pieces.

The new layout

One of the aspects that makes CIFF unique is undoubtedly its representation of the entire supply chain of the furniture industry: from home furnishings, home décor and home textiles to outdoor and office furniture, to CIFM/interzum guangzhou, a fair dedicated to components and machinery.

The exhibition layout has been further optimised; the first phase was upgraded across the five main categories and the seven areas dedicated to individual trends: the high-end import space, design fashion space, whole house custom space, soft decoration living space, leisure living space, efficient office space, and smart home space.

The exhibition layout for the second phase, devoted to the Office Show, will be further expanded and optimised. The Nanfung International Convention and Exhibition
Centre, located near the Canton Fair Complex, will be used as Area E of CIFF dedicated to smart offices and support products suitable for providing intelligent solutions. CIFM/interzum guangzhou will host activities to provide a professional platform of the highest level for materials and technologies used in furniture production.

Upgraded events
To offer a preview of the trends in the furniture world, during its next edition, CIFF will devote a large space to a rich programme of design activities and exhibitions, including the Home Furnishing Design Show, China Interiors & Decorations Conference, Global Garden Lifestyles Festival, and Office Life Theme Pavilion. Not to forget this year’s latest innovation: the Global New Home Products Theme Show, a thematic exhibition created in collaboration with Sina.com to select innovations in the following areas: personalisation, living room, dining room, bedroom, and outdoor furniture.

The Ten ° Parallel Space Exhibition brings together CIFF, home.163.com, ten important designers, and ten well-known home furnishing companies to represent various interactions within design. Visitors can follow the exhibition on a map highlighting its ten most exciting moments in order to better understand all the varieties of lifestyle.

The Design Dream Show will present traditional brands in an innovative way, featuring both designer brands and emerging Internet brands focusing on public welfare, green design, and green marketing, using technology to create domestic spaces with holographic projections.

Smart Home of Young People, realised in collaboration with Liang Jinghua, internationally renowned designer and honorary consultant of the Hong Kong Indoor Designer Association and Tubatu, the largest web decoration platform in China, provides the most innovative design solutions for the homes of enterprising young people.

CIFM / interzum guangzhou 2019 aids industry transformation through multitude of activities

In its continuous efforts to stay ahead of market trends, Asia’s largest trade fair for furniture production, woodworking machinery and interiors is ready to cater to the tide of industry development come March 28 alongside CIFF, Guangzhou.

With a strong lineup of activities covering key areas such as Industry 4.0, intelligent production and the huge demand for cross-platform cooperation, CIFM / interzum guangzhou will be the focal point of more than 1,500 exhibitors from home and abroad as well as the global furniture manufacturing industry.

The German pavilion will feature a number of furniture production companies and the American Hardwood Export Council (AHEC) pavilion will bring together premium wood suppliers from the United States. Also jostling for presence is Canada Wood who will be exhibiting with several of their member companies. Not to be outdone, the Malaysian Timber Council and French Timber, together with pavilions from Turkey, US/Canada and South Korea will also bring with them the finest products from their respective countries to the four-day show.

Back by popular demand, the Custom Furniture Suppliers Zone will once again see the gathering of world-renowned suppliers of custom-made furniture and auxiliary materials at International Hall 14.1.

The diversified concurrent activities aim to bring all kinds of products and technologies of the high-end furniture manufacturing industry chain to the production market.

On top of that, exhibitors will be delighted to know that sourcing delegations from Thailand, Malaysia and Peru will be turning up with lists of orders to be filled at interzum guangzhou.
New European standard (EN 16770) unveiled for safety requirements for indoor dust extractors

The Technical Committee CEN/TC 142 ‘Woodworking machines – Safety’ finalized its work on the new European standard EN 16770:2018. This standard defines and specifies the safety requirements for dust extractors. These are extraction systems with a nominal volume flow rate of up to 8 000 m³/h and a volume of the dust loaded part of up to 3,5 m³.

The scope of EN 16770 covers chip and dust extraction systems for indoor use designated to be connected to woodworking machines. This newly created standard is of considerable importance both to machine and extraction system manufacturers and to the responsible bodies for occupational safety and health protection.

EN 16770 replaces the national predecessor standard DIN 8416:2000-10 which left many questions unanswered and no longer reflects the current state of standardization. Nevertheless, the essential requirements of EN 16770 are based on findings that were already the basis of DIN 8416. Especially, the non-existent explosion risks with small dust extraction devices.

The new standard is important, because with the use of ever more powerful woodworking machines, the demands placed on dust extractors are also increasing. The standard divides dust extractors into different types depending on the volume of the crude air part. Safety requirements for these dust extractor types A, B, C1, C2, D are defined.
### Types of dust extractors (according to EN 16770:2018)

<table>
<thead>
<tr>
<th>Dust extractor type</th>
<th>Volume of crude air part in m³</th>
<th>Pressure shock resistance of housing in mbar</th>
<th>Active ignition source detection and suppression system</th>
<th>Fire suppression system</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>≤ 0,8</td>
<td>Not specified</td>
<td>Not required</td>
<td>Not required</td>
</tr>
<tr>
<td>B</td>
<td>&gt; 0,8 bis ≤ 1,2</td>
<td>≥ 200</td>
<td>Not required</td>
<td>Required (automatic)</td>
</tr>
<tr>
<td>C1 (offline filter cleaning)</td>
<td>&gt; 1,2 bis ≤ 2,3</td>
<td>≥ 200</td>
<td>Not required</td>
<td>Required (automatic)</td>
</tr>
<tr>
<td>C2 (online filter cleaning)</td>
<td>&gt; 1,2 bis ≤ 2,3</td>
<td>≥ 200</td>
<td>Required</td>
<td>Required (automatic)</td>
</tr>
<tr>
<td>D</td>
<td>&gt; 2,3 bis ≤ 3,5</td>
<td>≥ 200</td>
<td>Required</td>
<td>Required (automatic)</td>
</tr>
</tbody>
</table>

### EN 16770 - Defining new safety features:

- **Residual dust content in the recirculation air** - When recirculation air is used (depending on national regulation), the residual dust content in the recirculation air shall not exceed 0,1 mg/m³.

- **Performance requirements** - The design and construction of the extraction system shall enable all connected woodworking machines to have as a minimum the indicated volume flow rate. For the effective extraction of woodworking machines, the vacuum shall be at least 2 000 Pa at an average air velocity of 22 m/s at the inlet of the dust extractor. In addition, the minimum runtime before filter cleaning shall be at least 15 min.

- **Fire suppression system (for types B, C1, C2, D)** - The fire suppression system is a device, which suppresses actively the fire inside of the dust extractor. It consists of a thermal sensor, a control system and a fire suppression part, including pipes, a storage for the suppression media and a sprinkler system.

- **Active ignition source detection and suppression system (for types C2, D)** - The active ignition source detection and suppression system prevents the entry of active ignition sources via extraction ducting into the dust loaded part of the dust extractor. Detection occurs via one or more sensors to prevent deflagration.

- **Noise** - According to the current state of the art, it is possible to design extractors so that the A-weighted emission sound pressure level, measured without chips and dust load, does not exceed 75 dB(A).

EN 16770 provides European manufacturers of dust extraction systems with guidelines for the safe construction and placing on the market of such systems. It enables the operator and interested parties to make a fair comparison of the systems on the market. It also ensures the dismantling of trade barriers. The standard also serves to define test principles for the individual types of dust extractors.

### Suggested companies producing EN 16770 Dust Extractors:
- Spänex GmbH
- RippertAnlagentechnik GmbH & Co.KG
- AL-KO THERM GMBH
- Höcker Polytechnik GmbH
- Schuko H. Schulte-Südhoff GmbH

### Authors:
- **Dipl.-Kfm. Frank Höcker**
  HÖCKER Polytechnik GmbH
- **Dipl.-Ing. Ulrich Siemers**
  Rippert Anlagentechnik GmbH & Co. KG
- **Christine Montigny (M. Sc.)**
  VDMA Fachverband Allgemeine Lufttechnik

### Source: VDMA

The VDMA represents more than 3,200 companies in the medium-sized mechanical and plant engineering sector. With 1.35 million employees in Germany and a turnover of € 226 billion (2017), the sector is the largest industrial employer and one of the leading German branches of industry overall.
Sanding with portable machines and hand tools

KWH Mirka Ltd. is a part of the KWH Group and the biggest manufacturer of coated abrasives in Scandinavia. Through its innovative research and development programme, Mirka has become a specialist in flexible abrasives, as well as revolutionary, patented abrasives which allow customers to enjoy a truly dust-free surface finishing process. A brief ‘How to’ guide from the company’s ‘Effective Wood Sanding’ guide.

Coarse wood sanding:
When a lot of material needs to be removed, sandpapers ranging from P24-P80 are used and, typically, these products have a thick paper backing. However, there are also special products, such as Coarse Cut, with reinforced paper, or Abranet HD, with a high strength version of Mirka’s unique ‘net’ construction. These products are well suited to sanding using orbital machines with forced pad rotation (gear driven machines).

Barewood sanding:
P100-P220 are usually used to make the surface smooth and even and also to ensure good adhesion for paint or lacquer. Q.Silver and Abranet are typical products used for these purposes. Sanding with grits that are too fine will not give any advantages, normal paints and lacquers will cover the surface after sanded with grit P180 (even P150). Decreased adhesion, longer sanding time and higher consumption of discs and sanding material are some of the disadvantages of using fine grits.
Intermediate sanding of paint or lacquer:

Using P240-P600 is the typical step to make the surface even prior to final coating. A sanding grit that is too coarse will easily cut through the first coating; while if it is too fine, it will not make the surface even and will be too time consuming. Flexible paper products with stearate are recommended, while Mirka’s Net products are also very well suited for this type of sanding. When you need to manually sand profiles, there are several specialty products available, such as Mirlon Total, Goldflex-Soft and sanding sponges.

Sanding of top coat bolero polishing (P800-P4000):

The initial step is to cut away defects and level-up the surface.

The following steps are only there to remove scratches in order to achieve a high-gloss finish with polishing compounds. Recommended products are those with thin paper backing, net sanding technology or film backing. For example, MirkaAbralon is an excellent choice for this stage.

Featured Products:

**Coarse Cut:**
A specially reinforced backing material and Mirka’s Progressive Bond dust binding technology, make Coarse Cut ideal for challenging sanding applications.

Features include high stock removal, excellent edge wear resistance, superior grain adhesion and minimal clogging.

- **Application:** Coarse sanding of both soft and hard wood.

**Abranet HD:**
Abranet HD was specifically developed to achieve outstanding results on the most challenging applications. It delivers optimum performance and superior stock removal, while its strong construction gives it exceptional resistance to edge wear that allows it to retain its high sanding efficiency for far longer, especially in demanding situations.

- **Application:** General use for high stock removal with minimal clogging on wood and old paint; an ideal choice where conventional abrasives fail!

**Abranet:**
Abranet combines high performance and a longer lifespan than traditional abrasives, making it a cost-effective solution in a vast range of applications. It is user-friendly whether being used by machine or by hand and its true dust-free sanding characteristics result in a cleaner work environment, as well as a better surface finish.

- **Application:** Sanding of both soft and hard wood, intermediate sanding of paint and lacquer, sanding of putty and filler.

**Mirlon Total:**
Developed using Mirka’s innovative Total Coating Technology, Mirlon Total has a flexible structure which makes it ideal for sanding profiles and difficult to reach areas by hand. Thanks to its open structure and Total Coating Technology it rapidly produces a fine surface finish.

- **Application:** Fine sanding of wood, paint and lacquers by hand.

**Q. Silver:**
Developed specially to tackle the more demanding surfaces in the wood industry, Q. Silver features extra hardened aluminium oxide grains to produce excellent cut, especially on harder wood types, paints and lacquers. In addition, a stearate coating minimises dust loading and maximises product life span.

- **Application:** For sanding of soft and hard wood, fillers, paints and lacquers by machine or by hand.

**Goldflex-Soft:**
With its soft, flexible characteristics, Goldflex-Soft was developed for hand sanding profiles, surfaces and irregular, difficult-to-reach details. The special stearate coating prevents clogging and the foam base is ‘grip friendly’ and applies pressure evenly to reduce the risk of producing ‘finger marks’ on the surface.

- **Application:** Fine sanding of wood and intermediate sanding of paint and lacquers.

**Abralon:**
This multifunctional sanding material features a unique, three-layer flexible construction that allows it to create an ultra-fine surface finish on flat and profiled surfaces. The flexible weave construction also makes it suitable for both dry and wet sanding, either by machine or by hand.

- **Application:** Suitable for wet sanding of high gloss paints and lacquers prior to polishing.
Turn wood waste into beautiful products

Every woodworking unit desires to make better use of the wood waste generated during the manufacturing process and utilize the precious wood that takes decades to grow. This article discusses methods of converting wooden end-cuts and side-cuts into attractive gift articles and novelties.

The residues while making furniture/allied wooden products are termed as wood waste. There are mainly four types of wood wastes generated in factories, namely:
- Wooden end-cuts / side-cuts
- Wood chips
- Veneer waste
- Panel (MDF/Plywood/Chipboard) board waste

Many novel products can be manufactured profitably from the heaps of chips/cuts instead of discarding as scrap. The techniques used and investment required for the waste recovery project depends on its scale.

To manufacture any uniform product, one has to first segregate the waste into various shapes/sizes. A uniform size can be easily cut from such segregated lots. A simple circular saw can be used to convert the wood into uniform sizes or sections. Wooden pushers should be used for operator’s safety. A small feeder can be used to automate the feeding.

The uniformly cut waste lots can then be turned into desired final products. If we have a large amount of precious timber waste we can very well make high value products from it. A few examples are listed here.

To produce wooden boxes as shown in the images, one needs the sized timber to be...
Proprietor

Mr. Shanti Mansabdar, a Chartered Engineer,

has a vast practical knowledge and 40-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, to Prominent Factories in INDIA.

shanti@woodconconsultants.com
processed in various shapes and sizes. This can be done on small spindle molder/small pin router with proper jigs. No skilled worker is required, if we have these tools.

If we have the wood waste from soft wood or secondary species, one can produce articles in the economic range having huge potential. A few examples include products like a wooden USB Drive and a thin wooden box.

These products require good quality machines to assure precision working. Small machines can be developed or deployed for higher productivity.

Small CNC Turning Lathes and Milling Machines are available in the market that can produce these kinds of products.

Wooden handles and turned components are the next range of products that can be produced on large scale, if the wood waste is available in abundance.

Last but not the least, the products in great demand for mass consumption are wooden toys and building blocks. Wood waste is considered as the best raw material for making such products. One can use virgin timber if the demand is more in a particular geography.

The building blocks, as depicted in picture, may appear an easy bet to manufacture. However, practically, it is very difficult to manufacture these blocks. The manufacturing of these blocks demands a lot of precision work. High quality machines are required to be used as the blocks need to be cut at absolutely 90 degrees – not a degree less not a degree more. The blocks must stand the test of stacking 10 to 12 layers without their tower toppling over.

All the blocks and components need fine sanding for smooth surface finish. This is the process that adds highest value to the product. The other value-adding factor is to avoid sharp corners to the product that may injure the child.

Use of non-toxic paints while finishing imparts the USP to the product and makes it safe for kids and export-compliant.

If properly implemented, several products worth millions can be produced from wood waste. For this reason, I say, wood could be new gold.
Woodworking Around the globe

CARNEVALE STUDIO
Bound: Solid Wood Pendants

Born out of experiments - splicing, bending, binding, stretching and tensioning various organic materials, 'Bound' exclusive lights were created while living in a forest north of San Francisco. Produced with Cherry, Walnut and Maplewood, these lights are fitted with hand blown glass bulbs. The lights are developed in California and assembled in New York.

Carnevale Studio’s designs combine new materials with unusual processes. The Studio – conceived by Jessica Carnevale, a Rhode Island School of Design Graduate, produces furniture, lighting, interiors and accessories, working with manufacturers, interior designers and galleries around the world.
Established in 1974, GG Macchine is today a leading Italian manufacturer of machines and plants for the packaging with stretch film and/or other types of film made of polyethylene. The latest offering from the company is Evoplat M - a simple, economic and flexible solution to perform efficiently the protection of door panels, windows, furniture and cabinets. The packaging can be done with Pluri-ball + stretch film, FOAM + stretch film or only with the stretch film. With a simple operation, Evoplat M can be converted in a turntable machine and/or be equipped with presser to lock stably the products to be wrapped. The auto-lock base roller conveyor is placed at an ideal height which allows easy passage of the product to the rack. A fully automatic version of the same model is available as EVOPLAT A.

Features of EVOPLAT M:
- Manually adjustable arm clamp
- Pneumatically actuated, adjustable locking clamp
- Film carriage with mechanical clutch and rack transmission
- Button keyboard with flexible cable
- Control panel for automatic model

With brush sanding, straightforward sanding rollers rarely deliver the best possible sanding results. Löwer, therefore, has come up with a range of new sanding units in a modular machine system - the MultiMaster. Now it is much easier to find the best possible solution for sanding and denibbing profiled parts. You can choose from excentre discs, planetary heads, sanding rollers and contact belts. You select the units that suit your task best. Combine these with the Smart Flex brush sanding system and you have got yourself a winning team with superb sanding results!

MultiMaster: The Magnificently Modular Linear Sander

If you want to sand simple mouldings, then you should have a look at the Löwer MiniMaster. Competitive in price and high in performance, it comes with 1 to 4 sanding rollers in 150 mm or 300 mm width. One optional feature is the sensor-controlled automatic dipping device which allows the sanding roller to dip down directly over the incoming workpiece edge. MiniMaster comes with benefits like - no sanding through of the primer or breaking of edges and longer abrasive life. Another effective feature (optional) is the feed belt interruption. It allows for a deeper setting of the sanding strip roller. Also there is sufficient pressure for sanding thin pieces - without the abrasives touching the feed belt.

MiniMaster: The Simple Solution for Mouldings
LUNAWOOD
Thermowood: Natural Solid Wood for Interior and Exterior Solutions in all Weather Conditions

Thermowood is a beautiful, sustainable wood material produced by using natural methods, heat and steam. Thermowood is dimensionally stable, resistant to decay and non-toxic. Lunawood Thermowood is made to last in high air moisture and heat up to 60°C. Natural wood is thermally modified to be a durable and stable building material in extreme climates from cold to hot.

Lunawood’s thermal modification respects the natural properties of wood. The raw material is processed using only heat and steam. Lowered equilibrium moisture content remarkably enhances the wood’s dimensional stability. Thermowood is weather and rot resistant, but also non-toxic and resin free. The thermal modification makes the northern wood an optimal building material. All of the products can be used indoors or outdoors, in any climate.

Lunawood Thermowood is an outstanding choice for exterior claddings and facades. The product range also provides wide cladding boards produced by utilizing glue lamination technology. Thermowood allows Scandinavian softwood to be successfully used in hot and humid weather conditions.

Lunawood Thermowood solar shades are an ecological way of cooling buildings without consuming extra energy. Solar shade profiles can be used in many ways indoors and outdoors; fences, partitions, effect walls, ceilings etc.

Oy Lunawood Ltd., established in 2000 in Finland, is an innovative pioneer in the thermal modification of wood. It has grown to be the global market leader in thermally modified wood.

PHOTOS: LUNAWOOD
**EVENTS CALENDAR 2019**

<table>
<thead>
<tr>
<th>Date</th>
<th>Event and Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>11 – 14 January</td>
<td>Hannover, Germany (DOMOTEX Hannover)</td>
</tr>
<tr>
<td>28 February – 02 March</td>
<td>Atlanta, USA (DOMOTEX USA)</td>
</tr>
<tr>
<td>08 – 11 March</td>
<td>Singapore (IFFS)</td>
</tr>
<tr>
<td>12 – 14 March</td>
<td>Dubai, UAE (Dubai Woodshow)</td>
</tr>
<tr>
<td>13 – 16 March</td>
<td>Greater Noida, India (Dellhiwood)</td>
</tr>
<tr>
<td>18 – 21 &amp; 28 – 31 March</td>
<td>Guangzhou, China (CIFF Guangzhou)</td>
</tr>
<tr>
<td>26 – 28 March</td>
<td>Shanghai, China (DOMOTEX asia/CHINAFLOOR)</td>
</tr>
<tr>
<td>28 – 31 March</td>
<td>Guangzhou, China (CIFM / interzum guangzhou)</td>
</tr>
<tr>
<td>27 – 30 April</td>
<td>Gaziantep, Turkey (DOMOTEX Turkey)</td>
</tr>
<tr>
<td>21 – 24 May</td>
<td>Cologne, Germany (interzum)</td>
</tr>
<tr>
<td>27 – 31 May</td>
<td>Hannover, Germany (LIGNA)</td>
</tr>
<tr>
<td>24 – 26 June</td>
<td>Libreville, Gabon (Gabon Woodshow)</td>
</tr>
<tr>
<td>02 – 06 July</td>
<td>Buenos Aires, Argentina (FITECMA)</td>
</tr>
<tr>
<td>09 – 11 August</td>
<td>Chennai, India (WOODTECH India)</td>
</tr>
<tr>
<td>08 – 11 September</td>
<td>Shanghai, China (CIFF WMF 2019)</td>
</tr>
<tr>
<td>10 – 13 September</td>
<td>Poznan, Poland (DREMA)</td>
</tr>
<tr>
<td>17 – 19 September</td>
<td>Dubai, UAE (FIM)</td>
</tr>
<tr>
<td>18 – 21 September</td>
<td>Ho Chi Minh City, Vietnam (Vietnam Wood)</td>
</tr>
<tr>
<td>24 – 27 September</td>
<td>Kiev, Ukraine (Lisderevmash)</td>
</tr>
<tr>
<td>09 – 12 October</td>
<td>Jakarta, Indonesia (IFMAC)</td>
</tr>
<tr>
<td>12 – 16 October</td>
<td>Istanbul, Turkey (Wood Tech)</td>
</tr>
<tr>
<td>15 – 19 October</td>
<td>Basel, Switzerland (Holz Basel)</td>
</tr>
<tr>
<td>29 October – 1 November</td>
<td>Brno, Czech Republic (WOOD-TEC)</td>
</tr>
<tr>
<td>03 – 06 December</td>
<td>Moscow, Russia (WOODEX)</td>
</tr>
</tbody>
</table>

**Subscription rates (India Edition):**

<table>
<thead>
<tr>
<th>Duration</th>
<th>Domestic</th>
<th>International</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Year</td>
<td>₹300</td>
<td>US$ 25</td>
</tr>
<tr>
<td>2 Years</td>
<td>₹500</td>
<td>US$ 45</td>
</tr>
<tr>
<td>3 Years</td>
<td>₹700</td>
<td>US$ 70</td>
</tr>
</tbody>
</table>

Please fill in the information below and send the subscription form alongwith your cheque/DD to:

Aparna Publications (Publication division of MediaNext)
2117, Sadashiv Peth, Vijayanagar Colony, Pune - 411030, India.
Tel: +91-20 2433 6960/9002, Helpline: +91 9823696960
E-mail: info@modernwoodworkindia.com sales@modernwoodworkindia.com
Web: www.modernwoodworkindia.com

**MW SUBSCRIPTION FORM**

**PLEASE WRITE IN BLOCK LETTERS**

**DURATION:**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**COPIES:**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL AMOUNT:**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Name:**

<p>| |</p>
<table>
<thead>
<tr>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

**Designation:**

<p>| |</p>
<table>
<thead>
<tr>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

**Company:**

<p>| |</p>
<table>
<thead>
<tr>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

**Address:**

City:

<table>
<thead>
<tr>
<th>PIN:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

State:

<table>
<thead>
<tr>
<th>Country:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

Tel. No.:

<p>| |</p>
<table>
<thead>
<tr>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

Mobile:

<p>| |</p>
<table>
<thead>
<tr>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

Email:

<p>| |</p>
<table>
<thead>
<tr>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

Cheque/DD/NEFT/PayTM Ref. No.:

<table>
<thead>
<tr>
<th>Dated:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

Cheque/DD to be drawn in the name of MEDIANEXT INFO PL APARNA PUBLICATIONS

**NEFT Details:**

- A/C Name: Mediatext Info PL Aparna Publications
- Current A/C No.: 50200035359685
- Bank & Branch: HDFC Bank Ltd., Navi Peth, Pune - IFSC: HDFC0001793

**Terms and conditions:**

- Please allow 4 weeks for your subscription to start
- The company reserves the right to cancel a subscription if the address is logistically difficult to serve.
- Disputes, if any will be subjected to Pune jurisdiction.

You may also subscribe online at www.modernwoodworkindia.com
Keep your Brand **TOP-OF-MIND***

Before, During and **After the Exhibition**

Publicize with

MODERN WOODWORK
DEVOTED TO PANEL & WOOD TECHNOLOGY

INDIA | GULF

For you. **With you.**

Media Kit

For advertising queries, reach us at
sales@modernwoodworkindia.com
or call us on +91-98500 00533.

---

*Top-of-mind awareness (TOMA) is the first brand, product or service that comes to a customer’s mind in a specific category.*
FUTURE INTERIORS MANUFACTURING

17-19 September 2019
Dubai World Trade Centre

JOIN HUNDREDS OF SUPPLIERS OF INTERIORS COMPONENTS, MATERIALS AND FITTINGS

Book your stand: +971 4 445 3648 | www.futureinteriorsproducts.com