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Exclusive Interviews:
In conversation with three most influential leaders in the woodworking industry covering #EurAfrAsia encompassing a little over half the world's land area and roughly 86% of the world population.

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President, Eumabois;
CEO, Leitz Group

Mr. Jasveer Singh
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PREVIEW: interzum 2019: A platform for the living spaces of the future
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PRODUCTS: HOMAG’s range of new machines at Delhiwood
NEW PRODUCT: Wood-Mizer releases high capacity MP360 Planer/Moulder for workshops
NEW PRODUCT: Richfill Calibrated Filler

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Swedish sawn timber consists mainly of softwood: spruce and pine. Thanks to its high quality, Swedish wood is used for furniture, floors, wall panels, mouldings, windows and doors, as well as for construction. All Swedish timber comes from sustainably managed forests, where every harvested tree is replaced by at least two planted seedlings. World-wide, Sweden is the third largest exporter of sawn timber.

Come and meet us at Delhi Wood 13th – 16th March 2019 at India Expo Centre and Mart, Greater Noida, India

www.swedishwood.com/India
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Nine leaders on the challenges and opportunities before the Indian furniture industry and on what’s new at Delhiwood 2019.

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interzum 2019:
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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.

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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!

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Rohit Gupte, Sr. Project Manager, Koelnmesse YA Tradefair Pvt. Ltd.
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20 years of togetherness and still counting...

Celebrating an eventful journey of Modern Woodwork, Indiawood, Delhiwood, Mumbaiwood and the Indian Woodworking Industry

Published since 1999, Modern Woodwork magazine is looking forward to celebrate 20 years of the publication in May 2019. Readers must be aware that 1999 was the year when the first edition of Indiawood took place. Since then, it is an incredible journey together for Modern Woodwork and the Indian woodworking industry. The very first Indiawood edition had a mere 103 exhibitors; while the first issue of Modern Woodwork had a print-run of 1,000 copies. The latest edition of Indiawood (2018) reported a massive 850 exhibitors and 12 country pavilions. Within the last 19 years, Modern Woodwork also rose to a figure of over 20,000 copies per issue making it the largest circulating trade magazine for this sector in India. This great leap is the outcome of a sea-change in attitude culminated over the years which led to the modernisation of the entire Indian woodworking industry. And Modern Woodwork is proud to be an active contributor to this.

We, at Modern Woodwork India, have witnessed this transformation unfolding in last 20 years, albeit, step by step. Indian Industry was a sleeping giant in 1999. We have seen machinery salesmen struggling to sell a basic machinery setup in 1999. The same furniture factories which were reluctant to buy a single modern panel saw are today opting not less than a CNC machine and young interior designers are vying with each other to set up state-of-the-art furniture making units. Way back in 1999, Indian interior designers were not that aware of global trends in raw materials. Today, we boast of MDF-making plants in India and the widespread use of MDF and other modern materials have become the order of the day.

Modern Woodwork India has correspondingly contributed by publishing about modern woodworking practices in each and every issue. Spreading awareness about modern technology has remained our motto. Just when the print magazines are shrinking their print sizes, Modern Woodwork has maintained a high print run and that is why we have succeeded in reaching the remotest corners of India. Our Gulf Edition has also achieved the status of the Pioneer Wood Technology Publication in Gulf countries. We would like to attribute our success to readers, advertisers, associates and well-wishers.

Current Issue: One of the main factors behind the emergence of International Fair Platforms in India namely Indiawood, Delhiwood, Mumbaiwood, has been the relentless support of Eumabois and Acimall. They believed in the potential of the Indian woodworking industry even if ground reality at that time was not very encouraging. On this backdrop, we have presented the interview conversation with Mr. Jürgen Köppel, President, Eumabois and CEO, Leitz Group. Coupled with Voice of Leaders, News Updates and Show Previews of Global Fairs, the issue has come out as a Collectors’ Edition. 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 as it turns 20.
GCM Teak Brazil: A reliable teak source from Brazil is now consolidated in the Indian market

Since the first shipments of teak clean squares from Brazil to India, the main concern of GCM Teak Brazil was to develop and build a long-term relationship with Indian buyers. After the initial business with trade companies outside India and with some spot buyers, there was a very clear position about the necessity in finding local distributors’ interest in long-term business.

Looking for assuring distributors, GCM Teak Brazil decided to participate in prominent wood exhibitions in India. The first participation was at Indiawood 2016 in Bengaluru followed by Delhiwood 2017 in New Delhi. After two consecutive years of exhibition participation, GCM Teak Brazil increased the volumes shipped to Indian market - thanks to the local distributors who guided the company to produce the correct quality and sizes!

The strategy of GCM Teak Brazil was to develop and support distributors in different areas of India. With this strategy, we were able to walk our way to success as there was an organic increase of business as we eliminated open competition in the same geography.

Today, GCM Teak Brazil can be found from north to south India via local distributors.

GCM Teak is one of the main exporters of teak clean squares from Brazil. The teak comes from well-managed plantation and production is based on the selection of the best trees accordingly with the final product. The company can provide high grade teak in different sizes such as 3 x 2, 3 x 3, 3 x 4, 3 x 5, among others.

Mr. Ravi, Arihant Timber
Responsible for Bengaluru Area

Well-received by customers

“Just after our meeting at Indiawood 2016 in Bengaluru, we began buying GCM Teak Brazil. We received very good response from our customers owing to the quality. The moment the first shipment got cleared and well-received by customers, we realized that we have got the right supplier. We receive regular shipments with consistent quality that helped us to increase our teak business in the southern states of India. If you are looking for a reliable source of Teak in Bengaluru Area, you can count on GCM Teak for best quality and prompt delivery.”
Mr. Hitesh Patel,
Kethany Enterprises
Responsible for Nagpur Area

A great partner in success

“We are proud to be one of the first importers of GCM Teak Brazil in India. Since the beginning, we had a very great experience doing business together with GCM team. We have developed the Teak market together and only have good experiences since then. Our companies are very well-connected and enjoying a very good market based on mutual trust and a great relationship. I give the credit of our successful partnership to the foundation of strong values it is built upon - respect, friendship and commitment. Hope it grows much stronger in future.”

Mr. Vishal Badani,
Shree Vardhman Enterprise
Responsible for Mundra Area

Gem of a timber merchant

“GCM Teak is certainly gem of a timber merchant. In the shortest span of time it got a reputation as one of the highest-quality imported timbers available in India. We want to thank GCM Teak Brazil sincerely for the trust and for the spirit of partnership. We have received a good cooperation from Mr. Gustavo S. Milazzo and the entire GCM Teak Brazil team in the past. We hope the same will continue for years to come.”

Mr. Kamlesh Patel,
Jagadish Timber
Responsible for Vizag Area

Consistent on quality

“In the past, many of our loyal clienteles (timber resellers) from coastal Andhra Pradesh were reluctant to try Brazil Teak. However, things changed when we introduced GCM Teak to them. Satisfied with the quality and supply, the resellers are coming back with further demand for Brazil Teak. Today, GCM Teak Brazil is well-regarded as the best Brazil Teak brand all across South India. We are also into manufacturing of door and window frames and GCM Teak is our first choice as quality and grains are consistent in all the pieces. We have grown with our partner GCM and are proud to be a part of GCM family.”
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,
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Pre-Register at www.delhi-wood.com
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 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.

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.
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- **Chopal Timber Co.**
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- **Skydecor**
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Plasnor
Senson
Art Scratch Range also offered
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.

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SPECIAL FEATURE

Swedish Wood: A sustainable, modern material

70 percent of Sweden’s land area is covered by forest, most of it coniferous. Sweden is the third largest exporter of sawn timber in the world. The Swedish sawmill industry has many years’ experience of global exports.

The forest and sustainable forestry

Swedish forestry has a long tradition of sustainability and recognizes that economic, social and biological sustainability are all cornerstones of sustainable forestry. The Swedish sawmill industry knows that its future is linked to the protection and expansion of its forests. This, in combination with strong, effective laws, ensures that all Swedish timber comes from sustainably managed forests. Every harvested tree is replaced by at least two planted seedlings. In less than 100 years, Sweden's forest assets have doubled. And since the felling rate is less than the growth rate, the volume of forest continues to increase by a net annual increment.

In less than 100 years, Sweden's forest assets have doubled. And since the felling rate is less than the growth rate, the the volume of forest continues to increase by a net annual increment.

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Come and meet us at Delhi Wood 13th – 16th March 2019 at India Expo Centre and Mart, Greater Noida, India

www.swedishwood.com/India
Certification
As well as legislation requiring nature conservation and replanting, there are also voluntary international forest certification systems. Certification is verification from an independent third party that a product is in accordance with its description. There are two main schemes in Sweden – FSC (Forest Stewardship Council) and PEFC (Programme for the Endorsement of Forest Certification). In 2017 the FSC had 12 million hectares of certified forest land and the PEFC programme had 16 million hectares of land.

Pine and spruce
Swedish sawn timber consists mainly two conifer species: pine (Pinus sylvestris) and spruce (Picea abies). Swedish timber is of a high quality and has a medium to coarse texture with uniform and straight grain.

Quality grades of timber
The Swedish sawmills produce a wide selection of different qualities of sawn and planed pine and spruce; they can also provide specially ordered grades of timber, and timber with special dimensions.

Dimensional stability
Nearly all sawn timber from Sweden is kiln dried: 50 percent is dried in compartment kilns and 50 percent in progressive kilns. The target moisture content is typically 16% for planed timber and 18% for sawn timber. For joinery and mouldings, the target moisture content is 12%, and for timber in furniture it is 8%. Dried timber has increased dimension stability and is ready to use in the right application.

Common uses for Swedish wood

Furniture
Thanks to its high quality, Swedish pine is a material that is very well suited for furniture, as it is easy to work within the production process. The surface of Swedish pine and spruce also offers endless aesthetic possibilities.

Interior products
The Swedish sawmill industry can deliver wooden windows, doors, panels and floorboards in many different styles and dimensions, to suit all architectural styles.

Outdoor use
Pressure treated wood for the outdoors is another use for Swedish pine. Pressure treated timber can be used for construction, landscaping, marine environments, railways, garden products and many other applications.

Construction
- Glulam, glued laminated timber, opens up many architectural opportunities. In relation to its weight, glulam is one of the strongest construction materials available.
- Sweden has a long tradition of building one and two-storey buildings in wood. Wood is a light material that can carry heavy loads and is therefore suitable for a high degree of prefabrication.
- The interest in timber construction for multi-storey buildings is increasing worldwide due to its efficiency and climate friendliness.

Packaging
Swedish timber is also used for packaging purposes and suits various functions and quality requirements.

For further information: www.swedishwood.com
It’s happening once again. Getting proven once again, that JAI is the biggest and most happening brand in India… as it is introducing the latest, the best and most premium range of machinery for you.

The Indian Panel Processing industry has now matured and a lot of manufacturers of panel based products prefer buying, installing and working only on world-class machinery. Jai-Modula has been providing such precision machineries for long now; but the top ranking industries of the field pursued Jai Industries to push the boundaries even further and come up with a range that is exactly at par with reputed global brands! So, here it is… Globally compatible “Optimus” from JAI.

“Optimus” is a brand new range of machinery that redefines Panel-Process technology for Indian industry. Jai Industries has once again expanded its sphere of technological know-how and engineering expertise to provide truly global brand machinery, with the famous JAI brand sales-service-spare’s local-support and personalized guidance that not many global brands can provide you!

Spirit of Excellence, in whatever we do, has been a motto of Jai Industries for all these 5 decades of our existence. Creating value for money, is what we do – even if it’s a premium machinery range like “Optimus”. Compared with similar machines of global brands, an Optimus machine has more to offer you from various aspects like quality, technology, features, precision, ease of operation, pricing and nationwide all-round support.

Jai Industries is launching “Optimus” range at Delhi Wood 2019 trade-show. It is an opportunity to see “Optimus” machines in action, get all your queries answered by experts and gauge the possibilities of benefits and profits you can ensure by enlisting them in your service. Rest assured, there will be expansion of range soon to fully cater to the developing panel process industry.
Presently “Optimus” range has 5 most required machines in any industry that is aiming for constantly high performance in Industrial continuous productions, highly automized for maximum operating comfort, high precision for perfect results. Take your pick from these:

OptiCut 3.2 (auto) – Beam Saw
- The incredible panel cutting machine for high production units. OptiCut Beam Saw has variable carrier speed, adjustable from slow to very high speed conversion. Combined with impressively high cutting thickness, it works well adjusting to your specific needs. Operational stability and service life of the machine is incredible.

OptiSaw 3.2 (auto) – Panel Saw
- The definitive Panel Saw performance, in a Euro standard engineering package; designed to maximize the precision, production and ease of operation. Equipped with heavy duty precision sliding table, smooth running and powerful saw unit, motorized ripfence (with accuracy of +/- 0.1 mm), sturdy frame with telescopic cross-cut fence and many such valuable features.

OptiEdge 6.5 – High Speed Auto Edge Bander
- If you are aiming to optimize the productivity significantly, this is the Edge Bander you should go for! Precision, Perfect finish, stability and utility of OptiEdge is beyond compare with any other machine in the market. A complete package of excellence with great ease of operation; it has all the features that you wish in an Edge Bander... and some more.

OptiDrill 2.3 – Three Head Boring
- Offering multi-operational boring functions with flexibility and high productivity. Precision boring with pre-destined positioning and sizing is a crucial component of any panel product or furniture unit. OptiDrill is like your master key, that will handle all the boring operations you may need with complete precision.

OptiBore – CNC Boring and Routing
- For those who need computerized control over their boring operations, with an added advantage of routing facility, OptiBore is designed to give you multisided boring & routing. Its digital control system offers unimaginable control and efficiency over job handling at all levels, with continuous processing workability.
Indospan Interior Corporation’s association with Jai Industries

Pune-based Indospan Interior Corporation is known for its unique designs, diverse product range and flexible and reasonable service. In a special interaction with Modern Woodwork, Mr. Raaj Shaikh, Director, Indospan Interior Corporation shares the decade-long journey and future plans of his company and his business association with Jai Industries.

About Indospan Interior Corporation:
Indospan Interior Corporation was established exactly a decade ago with an aim of providing unique designs for home and office furniture. Handling only design and execution part during its initial years, it eventually set up a manufacturing unit in 2013. Located at Loni Kalbhor on Pune-Solapur Road, Indospan’s manufacturing plant is spread over 18,000 sq. ft. and is equipped with state-of-the-art machinery by Jai Industries.

Indospan’s products and services:
Indospan is known for its tailor-made products for home and office. A dedicated team of 15 interior designers and architects work on providing customised solutions to a wide base of clients spread across the country. It serves B2B and B2C clients from Pune, Pimpri-Chinchwad, Chennai, Indore, Belagavi, Lucknow and customers from some parts of Rajasthan.

Association with Jai Industries:
Soon after setting up the manufacturing plant in 2013, Indospan procured advanced machinery from Jai Industries. As on date, the plant is equipped with at least 15 different advanced machines from Jai Industries including Panel Saw, Spindle Moulder, Dust Collector, Press Machine, Post forming, CNC Router, Multiboring Machine, High-Speed Router and Manual Edge Banding Machine.

Jai Industries as a catalyst for growth:
Indospan is witnessing steady business growth over the years and gives due credit to Jai Industries. In the last six years, it hasn’t witnessed a single major breakdown and is very much satisfied with the quality and efficiency of the machines made by Jai Industries. For machine maintenance and repairs, Jai Industries provide 24 x 7 support. In 2019, Indospan is planning to procure ‘OptiEdge’ Edge Bander and ‘OptiCut’ Beam saw of ‘Optimus’ premium machinery range from Jai Industries.
Brand-new challenger to Global Brands!

INTRODUCING

optimus™ From JAI

OptiEdge 6.5
Highspeed Auto Edge Bander

Quality, precision & reliability.
Perfected to the highest standard possible

- High-speed machine to enhance the productivity
- Precision, safety, stability & utility redefined for the Indian industry
- A complete package of overall excellence, with great performance and easy to operate system

All the features, functions & fulfillment you expect from a premium Edge Bander...and more!

Launching @ Delhi Wood 2019

Globally Compatible Optimus from Jai

Jai Industries Gujarat, India
optimus@JAlindustries.com • www.JAlindustries.com

For now. Forever.
Prima Series is a premium range of solid wood machinery within the JAI – WudPro segment. Prima machines have high-end features manufactured with precision engineering. This particular package is specially developed for units engaged in solid wood-craft business. Wood-craft is a peculiar business, which requires sense of design & creativity beside finest machinery. Machinery with features and functions that are capable of executing those creative visions & designs.

“Prima” is that finest machinery, wood craft industry has always waited for. Because it is designed and manufactured by the best & biggest company in the field. Only Jai Industries has the knowledge, expertise, experience and all the wherewithal such an endeavor demand.

Handicraft industry is a very competitive market space in India. You have to be better equipped to tackle all kind of specialized wood-work. “Prima” helps you do qualitative jobs with ease and finesse. Because no one has studied and understood market needs like we have. Our machines are made after extensive research and trials. All of these machines are already in use and have proven their precision, performance and productivity on manufacturing floors all over India. Check-out the range on next page.

Jai Industries has always been in forefront of solid wood machinery industry, since more than 50 years now. Selling 10 times more machines than any nearest competitor! You can rely on JAI machines and after sales service and spares support, blindfolded. It has the largest nationwide dealer network. This "Prima" Package for special wood-craft industry is backed by JAI legacy of trust and value for money. Go for it.
HDHQ Double Side Surface Planer J-4630 (S)
- A Heavy Duty, High Quality and high speed machine with powerful cutting capacity. This planer has reliable stability and shock absorbing capacity, that is crucial for high quality work at high speed. The feeding unit is adjustable and has variable feed speed. It has an imported numerical display unit.

Straight Line Rip Saw J-1163
- This bottom cutter rip saw is much safer system than upper rip saw, because of saw shaft rotating in different direction. A unique machine with patented exclusive engineering design and patented parts manufacturing. Equipped with adjustable tables and trolley, processing wide materials is more convenient for saving time and labor.

Dovetailer Auto J-1950 (A)
- High speed, continuous auto tenoning make your jobs of highly finished quality, at the same time making the whole process easy. Tenoning head feeds on hard chrome plated guide rod, for maximum stability of tenoning operation and maximum wear resistance. Also, Process dovetailed tenons/mortises simultaneously for accurate jointing.

Round-end Tenoner J-1941
- Excellent tenon-work on a high speed, high accuracy twin-table machine is an asset for any handicraft workshop or mass production unit. Round tenons are preferred quality by most modern manufacturers. You can make various tenon axis angles like horizontal, vertical or 45° to suit the jobs at hand.

Oscillation Mortiser J-1940
- Powerful mortiser machine for great quality mortising with flexibility of execution. This Prima mortise gives you more features with better engineering design. Superior system with pneumatic clamping for perfect gripping.

Wide Belt Sander J-1300 R-RP
- Finest sending of wood and veneer for those who aspire to achieve fine surfaces of wood jobs. Vibration free structure and easy to operate high-end electric control system.

Clamp Carrier J-1408 (H) - Hydraulic
- The machine equipped with hydraulically operated clamp tighteners, provides extremely powerful, uniform and fast clamping performance. Super heavy duty clamps with maximum rigidity and durability. A real champion.
Achieving higher productivity on CNC routers with correct tooling

For medium sized factories that are always looking for higher productivity with consistent quality a CNC machining center is the solution for their requirements. Small units purchase an entry level 3-axis machine whereas medium level units try to augment their production by adding an aggregate or by going in for a 5-axis machining center or a nesting machine with a flat bed.

CNC processing has normally been done at slower feed speeds and using basic entry level tools which has affected the productivity and not being able to use the capacity of the machine at its optimum levels.

The objective of this article would be to take a look at some of the common processing requirements where productivity is not being achieved during machining and the optimum tooling solutions that can help overcome these production bottlenecks.

Sizing of boards on CNC Routers

When processing prelaminated boards or boards with HPL, the general practice has been to use Turn blade knife tools for a roughing and finishing cut or use a Spiral roughing cutter in combination with a finishing tool in the Turn blade knife design.

This has been preferred since it is only required to maintain sufficient inventory of the turn blade knives.

The result is a loss of productivity since the machine can be run only at low feed speeds of 5 to 6 m/min and has to be frequently stopped for changing the knives.

In most cases the Turn blade knife Router cutter is used for both roughing and finishing operations which results in high wear out on the knives.

When sizing boards with 0.8 mm or 1 mm HPL wear out is very much higher on the Tungsten Carbide knife edges resulting also in breakage of the knives and sometimes breakage of the tool itself.

All these factors result in productivity losses and maintenance of a large inventory of turn blade knives.

The solution is to use Diamaster Router Cutters.

The advantages when using Diamaster Routers Cutters are –

- Separate roughing and finishing cut is not required. The Diamaster Router cutters have a spiral cutting edge arrangement with alternate shear angle. This gives a chip free finish on the top and bottom laminate and a good edge finish suitable for edge banding is achieved.

- When using a turn blade knife, the machine has to be stopped twice once to change the cutting edge and the second time to change the knife itself. Life of Diamaster Router Cutters are about 15 times more than that of the Carbide Router Cutters and so machine stoppage time is considerably reduced.

- The Diamaster Routers are available in Z 2+2 version for medium level production and in Z 3+3 with DFC for high speed production.
Be better equipped for specialized wood-work. Beat the competition, win the markets

**Straight Line Rip Saw J-1163 (Bottom Cutter)**
A unique m/c, much safer than upper ripsaw due to its patented exclusive engineering design & parts.

**Round End Tenoner J-1941**
Heavy duty & high-tech m/c for high productivity. Gives horizontal, vertical & 45° tenon axis angles.

**Wide Belt Sander J-1300 R-RP**
Fine sanding of wood & veneer for quality finish of your job. With high-end electric control system & engineering features.

**Dovetailer Auto J-1950 (A)**
Efficient & economical. With high spindle speed. It processes tenons/mortises simultaneously for accurate jointings.

**Oscillation Mortiser J-1940**
Highly reliable mortiser workability. A m/c with more features, better engineering.

**HDHQ Double Side Surface Planer J-4630 (S) with Spiral Cutter Roll**
Powerful m/c with good stability and shock absorbing capacity, improved cutting quality & variable feed speed.

**Clamp Carrier J-1408 (H) - Hydraulic**
Super heavy duty clamps provide powerful, uniform and fast clamping. Minimize operator fatigue & maximize productivity.

Various models also available in the range

**Jai Industries**
Gujarat, India • sales@JAIindustries.com • www.JAIindustries.com
Grooving on CNC Routers

When using the Turn blade design tool to make grooves of width of 8 mm, 9 mm or 10 mm with depth of 8 mm to 10 mm tool breakage near the shank is a common problem that is faced.

**Reasons for breakage are** –
- The small dia Turn blade design Router Cutters are single knife tools without a plunging edge.

**Solutions to avoid breakage**
- Use tools with plunging edge.
- Use tools designed for mechanical feed for CNC routers.
- For best results on CNC routers use Diamaster Pro grooving router cutters with negative shear angle. This tool is designed for high productivity with excellent finish.
- Worn out collet results in improper tool clamping and the collet must be replaced after 500 hours of operations.
- Use of the Shrink fit chuck (Thermogrip) instead of Collet chuck helps in eliminating the problem of breakage of tools caused by worn out collet.
- Collet condition needs to be checked regularly and timely replacement needs to be done. If this is not done the clamping efficiency of the collet is lost and this causes the breakage of the tool near the shank.

Nesting

**What is Nesting?**
Nesting is waste-optimized machining concept to divide / size and / or profile boards on CNC machining centres. It is possible to perform only sizing cuts as well as sizing and profiling (outside profile and ornamental groove profiling) in one step and with one tool.

**Nesting Basics**

**Work flow:**
The work piece has to be clamped on its complete area by an adapted vacuum system. The work piece is clamped via vacuum suction through a thin MDF board (spoil-board / sacrifice board). The depth of cut (Z-axis) should be adjusted only ≈ 0.3-0.5 mm deeper than the work piece thickness. This prevents excessive wear of the spoil-board.

**Application:**
Typical work piece, materials and application for nesting:
- As a replacement or a supplement to a conventional panel saw.
- Furniture fronts out of wood derived materials which will be coated or varnished afterwards.
- Interior parts for mobile homes or yachts.
- Machining small figured parts out of solid wood, wood derived materials, plastics and non-ferrous metals.

**Tips & Tricks:**
For optimum result, the following should be considered:
- The MDF spoil-board / sacrifice-board should be as thin as possible to ensure maximum efficiency of the vacuum clamping.
- The edges of the MDF-board should be sealed (with paint or thin edging material) to increase the efficiency of the vacuum suction.
- From time-to-time the MDF-spoil board must be resurfaced by using a turn blade planing cutter to ensure consistent vacuum hold down forces.

(Continued on next page)
IMAGINE THE POSSIBILITIES

Accelerate your Business with Deep Learning

MACHINE VISION

A technology to accurately identify the features of lumber/wood board that affects its value:

SURFACE FEATURES
Knots, holes, splits, decay, discoloration, slope of grain

GEOMETRY FEATURES
Three-dimensional shape, warp, wane, variations in thickness

INTERNAL FEATURES
Voids, Knots, Decay

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☎ 020-2430 8191 ☎ 98220 19161
✉ sales@fineitsolutions.com / shardul.kulkarni@fineitsolutions.com
☎ www.fineitsolutions.com
Nesting (Continued from previous page)

Ideal tool for profiling cuts:
- Cutter heads with replaceable tungsten carbide insert knives
- Diamond tipped profiling tools (Jumbo DP tablets)

Ideal tool characteristics:
- High feed rates (# of flutes)
- High quality cut (helix)
- High degree of stiffness
- Little up-lift (helix)
- Long lifetime

Nesting tool Diamaster Pro 3 Z3+3 on Shrinkfit Chuck

PCD Profile Cutter

Planing Cutter

PREVIEW / LIGNA 2019

Make most out of the wood at LIGNA 2019

The much-anticipated and largest woodworking industry event worldwide, LIGNA 2019 is all set to welcome the guests with an impressive list of showcases by over 1,500 exhibitors and an array of engaging events. LIGNA is scheduled to take place from May 27-31, 2019 in Hannover, Germany.

The keynote theme of LIGNA 2019 is 'Integrated Woodworking – Customized Solutions', relating to Industry 4.0 technologies, including turnkey digitization and automation solutions that offer production efficiency. "As one might expect of the world’s leading trade fair for woodworking and wood processing plant, machinery and tools, LIGNA will showcase the full range of smart technologies that leverage end-to-end data integration for optimal outcomes. Because in today’s competitive environment, integration is the key to success. LIGNA 2019 will give wood industry professionals a truly unique overview of all the possibilities of fully integrated production," said Christian Pfeiffer, Deutsche Messe’s Global Director (LIGNA & Woodworking Events).

The 2019 show also marks the launch of the LIGNA Forum, a presentation forum in that will provide in-depth coverage of the key LIGNA focus themes, as well as relevant topics.

Display Categories at LIGNA 2019
- Tools and Machinery for Custom and Mass Production
- Surface Technology
- Wood Based Panel Production
- Forestry Technology
- Sawmill Technology
- Energy from Wood
- Machine Components and Automation Technology

Highlights of LIGNA:
- Wood Industry Summit: Themed ‘Access to Resources and Technology’, the summit will explore the implications of the German government’s ‘Charter for Wood 2.0’ policy.
- LIGNA training workshops: With the motto ‘Showing. Doing. Mastering,’ the event will include relevant lectures for skilled trades people.
- LIGNA guided tours: Tour themes include ‘Integrated Woodworking Technologies – Tailored Solutions.’
India’s highest selling Basic machines package for all panel-process units

**Modula**

- **Panel Saws** • J-3200.in + • J-3200.in

New

5 Years warranty on sliding table

**Curvilinear Edge Banders**

J-3000.in (Semi Auto)

- Sturdily built heavy duty m/c. with precision sliding table and precise burr free cutting
- Multi chamber system for max. rigidity of the double roller carriage. Telescoping cross cut fence for 45° cuts
- Easy & fast saw-scoring blades changing. Smooth running & powerful saw unit

J-2000.in (Semi Auto)

Entry level Edge banding on straight & curved panels. M/cs with Euro standard features

**Double head Multi boring** • J-2102.in (Semi Auto)

Model J-2100.in (Single Head Multi Boring) also available

Horizontal & vertical Boring

Also:

J-2103.in (AT)

Triple head Multi boring (Auto)

Easy setting with quick & precision boring. For vertical boring application double / triple heads work parallel.

Jai Industries

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HOMAG's range of new machines at Delhiwood

Panel Dividing Saw
SAWTEQ B-130
- Saw for single panels and small series
- For newcomers and upgraders: super price, super performance
- Automatic cutting: ergonomic, reliable, efficient
- Extensive standard features: everything you need

Edge Bander | EDGETEQ S-300
- 8 different models to meet every requirement
- From manual adjustment to full automation
- Intuitive operation – innovative powerTouch control system
- Highly flexible configuration

CNC Machining Center
CENTATEQ P-100
- Freely accessible from all sides thanks to bumper safety technology
- 3-, 4- and 5-axis solutions
- Fast and precise thanks to synchronous drive and linear guide system
- Innovative powerTouch operating concept

Vertical CNC Processing Center
DRILLTEQ V-200
- Rapid processing saves time
- Compact design saves space
- Easy operation saves you energy
- Low price saves you money

Wide belt Sanding Machines | SANDTEQ W-100
- The space-saving design means that an installation area of just 5 m² is required
- Excellent sanding results thanks to acp® and eps® pressure beam systems
- Easily adjustable thanks to infinitely variable feed speeds (2-18 m/min)
- High drive outputs of up to 15 kW
- High level of flexibility thanks to independently driven sanding units

Flat Lamination Line | LAMTEQ F-200
- Flexible application thanks to individual equipment
- Good accessibility for easy maintenance of the machine
- Simple and safe operation thanks to modern glue application machine
- Solutions for a wide variety of coating materials
- Flexibly expandable system for compact, automated workpiece handling with a modern control concept

ALL PHOTOS: HOMAG.COM
Modern Woodwork interacts with leaders across the woodworking industry. Some of them are happy about the way Indian furniture industry is shaping up; while some say a lot more precision is required to meet the global standards. Nine leaders on the challenges and opportunities before the Indian furniture industry and on what’s new at Delhiwood 2019.
In less than a decade, India has become the new darling of global markets and is poised to become the third largest consumer economy (after the USA and China) over the next decade. The country's percentage of super elite households is expected to rise five-fold by 2025. It is evident that India has a huge appetite for furniture. According to you, what needs to be done from the manufacturer's or supplier's side to make the most of this opportunity?

India, being a country with largely middle-class population, demands for economical modular furniture for residential needs. Hence, it is imperative to standardise the furniture before moving on to the manufacturing stage. The standardisation helps the manufacturer to produce affordable options for the consuming middle-class.

At the same time, emphasis should be given on producing quality products which are as good as the imported ones. On the other end, there is an increasing demand for high-end modular furniture. So, it is important to bring in new designs to suit the taste of the HNIs and UHNIs. Technology is available to meet both these demands, affordable as well as high-end furniture.

Manufacturers should constantly see to upgrade their technology and processes to deliver better quality and design to their customers. Biesse is committed to serve the growing needs of all kinds of manufacturers, however small or large they be, with the state-of-the-art technology. Look forward to Biesse for a complete manufacturing solution.

During Delhiwood 2019, in Biesse’s 600 square meters display area, visitors will be able to experience Biesse’s most innovative technologies for wood processing, integrated with and supported by software and services for the automation and digitalization of the factory. Among the new developments on display this year are the latest Biesse machines like - New edge banding series, Skipper 100 – CNC horizontal boring machine for sandwiched panels, Rover A – with 5-axis head with continuous interpolation and a Set-up assistant which offers foolproof work table settings, Rover S FT – Flat table CNC for nesting of panels and the very popular Rover Gold machine with new look and featuring advanced options like the bpad and btouch interface developed by Biesse. Machines guided by software to manage the various needs and able to carry out the work not only in pre-determined times but also with the same standard of quality. Biesse is, furthermore, proud to demonstrate for its clients all of the features of SOPHIA, Biesse’s IoT platform, created in collaboration with the Accenture consulting firm, which provides its clients access to a wide range of services for simplifying and rationalising the management of their work.

India is a country that boasts opportunities for manufacturers in mid-range, upper-mid-range and high-end furniture segments. Biesse, celebrating 50 glorious years of innovation and technology with an irrepressible focus on the future, is committed to the needs of Indian furniture manufacturers.

Tell our readers more about your participation at Delhiwood 2019 viz. new products, new technologies, new services that you are planning to exhibit.

Company Profile:

Biesse is the Group’s business unit specialising in the woodworking segment. Since 1969, it has designed, manufactured and marketed a comprehensive range of technologies and solutions for joiners and large furniture, windows, doors and wood building components manufacturers. In recent years, it has also been active in the plastic processing machinery sector, developing ad-hoc solutions for a growing market.
EDGEBANDING STARTS HERE.

The Akron 1100 is the smallest single-sided edgebanding machine in the range, meant for small producers who need to modernise their technology or for woodworkers who wish to automate production.

Akron 1100
New Launch at Delhi Wood 2019
In less than a decade, India has become the new darling of global markets and is poised to become the third largest consumer economy (after the USA and China) over the next decade. The country’s percentage of super elite households is expected to rise five-fold by 2025. It is evident that India has a huge appetite for furniture. According to you, what needs to be done from the manufacturer’s or supplier’s side to make the most of this opportunity?

For me, the topic to focus on is that the industry has to show its capability to produce and provide exceptional design at highest possible quality levels. In India, we have outstanding architects and interior designers. Blum and the industry have to ensure that their ideas are delivered in the best quality.

Over the past years, many manufacturers have heavily invested in modernizing their equipment. The forward-thinking manufacturing companies have reached European technical standards. Blum provides innovative furniture fittings to all manufacturers and ensures accurate installation. It is the shop owner’s responsibility to bring India’s innovative designs and the new quality standards closer to all their clients.

Mr. Herbert Sonnleitner
Managing Director, Blum India Pvt. Ltd.

Top-end customers must want to buy Indian contemporary furniture. Blum will have a strong contribution in achieving this goal.

Tell our readers more about your participation at Delhiwood 2019 viz. new products, new technologies, new services that you are planning to exhibit.

Dehiwood is no doubt an amazing platform for all the manufacturers to showcase their products and their skills. Blum has been in the Indian market for more than 15 years and established its own subsidiary in 2016. Currently we are in the process of re-evaluating the industry’s needs to adapt our strategy.

In India, Blum is known for its long soft-closing hinges, exceptional drawers and award-winning lift systems. At Dehiwood, we will bring manufacturers and carpenters closer to Blum’s range of machines, assembly devices and templates. This will be an important contribution to Blum’s philosophy, adding value not just with high quality furniture fittings, but also ensuring precision in installation, ultimately providing excellent furniture for Indian consumers.

I am positive that Blum will be a part of the next edition of Delhiwood.

Company Profile:

Julius Blum GmbH is a family-owned company that operates worldwide, specializing in the manufacture and distribution of furniture fittings. Its main product groups are lift, hinge and drawer systems for furniture, predominantly in kitchens. The company has eight plants in Austria, production sites in Poland, Brazil and the USA and 30 subsidiaries and representative offices around the world.
In less than a decade, India has become the new darling of global markets and is poised to become the third largest consumer economy (after the USA and China) over the next decade. The country’s percentage of superelite households is expected to rise five-fold by 2025. It is evident that India has a huge appetite for furniture. According to you, what needs to be done from the manufacturer’s or supplier’s side to make the most of this opportunity?

Indian manufacturers need to focus on quality standards and production scales to be able to compete with importer brands as well as the ever-increasing demand for furniture. Even today, India lacks good brands that are well known across the country and have the ability to produce modular furniture that meets the quality benchmarks of internationally acclaimed standards. There are some good regional players who are creating good designs but they lack the capacity to service the demands from regions other than their home territories.

Tell our readers more about your participation at Delhiwood 2019 viz. new products, new technologies, new services that you are planning to exhibit.

Some new innovations from Häfele are:

1. Digital Door Locks:
Häfele introduces a new perspective to home security with its integrated range of Digital Home Security Solutions. These solutions from Häfele can allow you to control multi-dimensional aspects of home access through a single locking device, as per your specific lifestyle and at the leisure of your convenience.

2. Autotec Sliding System:
To provide you with the experience of independent and safe passage, Häfele brings to you the new Autotec Sliding System which is designed to cater to all your internal sliding partitions/doors. Häfele’s Autotec Sliding System gives your premises a sophisticated and urbane look.

3. Blum Thin Front Fittings by Häfele:
Häfele in partnership with Blum, offers for the very first time, a single fixing system which can enable wall cabinets, doors and pull-outs to have extremely thin fronts – Expando T. The fronts can be as thin as 8 mm and can be made up of any material, such as Dekton by Häfele, chipboard, HPL or ceramics.

4. Nagold’s Azzano Built-in Refrigerator:
Discover the seamless minimalist look and the sophisticated technologies laden into the all new Nagold Azzano Built-in Refrigerators by Häfele, that elevate the look and performance of your kitchen to a whole new level. Catering to the Indian consumption pattern, these refrigerators have a larger dedicated space for storing your fresh meat, fruits, vegetables and herbs in the fridge section as compared to the freezer.

5. Loox Aquasys Mirror:
Beautifully designed, Häfele’s New Aquasys Light Mirror adds value, functionality and style to any interior space. The versatile mirror unites the functions of make-up lighting, room lighting, mood lighting, demister (prevents condensation on the mirror during and after a shower) and sound system in an elegant design.

Company Profile:

Häfele has a successful presence in the architectural and furniture hardware industry for more than 90 years now, with 38 subsidiaries across Europe, America, Asia, Australia and New Zealand. Häfele India has, over the last 18 years, acquired a leading position in the Indian Architectural Hardware Industry with an overall product range consisting of more than 1,50,000 articles and 450 dealers across the country.

Mr. Jürgen Wolf manages all Business Operations of the Häfele Group in South Asia including India, Sri Lanka, Bangladesh, Bhutan and Nepal.
In less than a decade, India has become the new darling of global markets and is poised to become the third largest consumer economy (after the USA and China) over the next decade. The country’s percentage of super elite households is expected to rise five-fold by 2025. It is evident that India has a huge appetite for furniture. This is one of the prime reasons that the demand for Panel Processing Plants is rising in India. According to you, what are the plans of your esteemed Company to make the most of this opportunity?

We are extremely excited about the potential of the furniture industry in India. Dieffenbacher has always been active in the Indian engineered wood panel market. We have been a reliable partner to manufacturers during times of great opportunity and challenge. Our decades of experience in tailoring production units to best suit customer needs, delivering excellent service and innovating to continuously improve productivity will help manufacturers make the most of India’s economic strengths.

Tell our readers more about your participation at Delhiwood 2019 viz. new products, new technologies, new services that you are planning to exhibit.

Dieffenbacher’s presence in Delhiwood goes back a long way. Our CPS+, which is the gold standard for continuous press systems, is the centerpiece of our exhibit at Delhiwood 2019. Since its introduction in 2015, the CPS+ is now operating at 10 plants, and more than 20 lines have been sold. The flagship unit demonstrates our commitment to innovation and increased customer productivity. It offers best-in-class thickness tolerance, significant glue savings, excellent board surface and reduced maintenance costs. Its design also enables faster temperature changes during production, accelerated heat transfer onto the mat and increased production speeds. Our exhibit will also feature the FlowOptimizer, our enhanced Z-Sifter and our Management Cockpits.

Company Profile:

Dieffenbacher is a world-leading manufacturer of complete turnkey production lines for wood-based panels, including particleboard, MDF, OSB and LVL board. Companies around the world rely on Dieffenbacher to plan and equip their new manufacturing plants and to modernize their existing plants to improve efficiency. The independent family-owned company employs more than 1,700 associates and has 16 subsidiaries worldwide.
ContiPlus® Continuous Press

Features:
- Products: MDF/HDF, PB, OSB, OSSB
- New flexible press infeed system
- Hydraulic system at one side of press for easy maintenance
- High control precision for pressure and position
- Accurate control for temperature distribution
- Well press cleaning system for secure operation

Dieffenbacher Group
Shanghai Wood-Based Panel Machinery Co., Ltd.
Tel: 0086-21-59560405
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www.swpm.cn
In less than a decade, India has become the new darling of global markets and is poised to become the third largest consumer economy (after the USA and China) over the next decade. The country’s percentage of super elite households is expected to rise five-fold by 2025. It is evident that India has a huge appetite for furniture. According to you, what needs to be done from the manufacturer’s or supplier’s side to make the most of this opportunity?

In manufacturing, a measure of excellence is being free from defects, deficiencies and significant variations. It is brought about by strict and consistent commitment to certain standards that achieve uniformity of a product in order to satisfy specific customer or user requirements. Quality is a perceptual, conditional, and somewhat subjective attribute and may be understood differently by different people. Consumers may focus on the specification quality of a product/service, or how it compares to competitors in the marketplace.

Good Manufacturing Practice (GMP) is a system for ensuring that products are consistently produced and controlled according to quality standards. It is designed to minimize the risks involved in any pharmaceutical production that cannot be eliminated through testing the final product. All necessary key elements for GMP are provided, including the following: qualified and trained personnel, adequate premises and space, suitable equipment and services, correct materials, containers and labels, approved procedures and instructions, suitable storage and transport.

Tell our readers more about your participation at Delhiwood 2019 viz. new products, new technologies, new services that you are planning to exhibit.

A range of new products will be on display at Delhiwood 2019. These include:

1. Edge Banders: HOMAG Edge Banding Machines offer perfect edges for discerning wood manufacturers of all sizes.

2. Panel dividing saw SAWTEQ B-130: Top quality at the best possible price, the smallest saw in the HOMAG range is equipped as standard with everything you need for cutting single panels and small batches.

3. CNC Machining Centers: Our CNC machining and processing centers for woodworking offer superior technology and individual equipment designed for the processing of solid wood and plastics.

4. Wide belt Sanding Machines: HOMAG sanding machines - for perfect surfaces of solid wood, wood-based materials and similar wood-based panels.

Company Profile:

The HOMAG Group is the world’s leading provider of integrated solutions for production in the woodworking industry and woodworking shops. Individual customer requirements, sophisticated products, and a wide range of materials - these are all requirements that play a key role in today’s wood processing sector. It is important that production is flexible and efficient, especially in small trades and medium-sized businesses. This is where HOMAG offers you the right partnership. As the world’s leading manufacturer of machines and systems for the woodworking industry and small trades, HOMAG is a unique system provider.
Operation made easy.

CENTATEQ P-100

CENTATEQ P-100
CNC processing center

Specifications:
- Vector speed X/Y 80 m/min
- Simple positioning of the vacuum cups through the pin laser
- 2 CNC-controlled Z-axes
- Second row of stops
- 4-field operation
- Software optimization of the working field
- High-Speed 7500 - 29 drilling spindles (21 vertical / 8 horizontal)
- Patented automatic spindle clamping system

Flexible and individual

EDGETEQ S-300

EDGETEQ S-300 – Model 1440 FC
The all-round edge banding machine

Features:
- Short setup time
  Pneumatic adjustment of snipping unit and scraping unit as standard. Optional available for pressure zone, trimming unit and contour trimming unit.
- Upgrade after customer requirements
  Individual machine adaption. e.g. additional multi-stage technology
- No compromise
  Processing of all glue types incl. PUR as standard

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In less than a decade, India has become the new darling of global markets and is poised to become the third largest consumer economy (after the USA and China) over the next decade. The country’s percentage of super elite households is expected to rise five-fold by 2025. It is evident that India has a huge appetite for furniture. According to you, what needs to be done from the manufacturer’s or supplier’s side to make the most of this opportunity?

Indian furniture industry is now growing at good pace and the domestic manufacturers have been successful in overcoming the competition of imported furniture market by consistently supplying good quality furniture at reasonable rates to their customers. This has become possible for them only because, now very good quality reasonably priced Indian make machines are easily available to them. This has reduced their initial investment as well as their service and spares cost/ expenses, making their overall project viable and competitive against imported furniture. Last decade saw a phenomenal change in how the woodwork industry approached the work and growth potential before it. India is not dependent on imports anymore. It has evolved and developed into a self-sustained nation with its skilled manpower and advanced technology.

Tell our readers more about your participation at Delhiwood 2019 viz. new products, new technologies, new services that you are planning to exhibit. [in approx. 100 words]

We will be displaying more than 60 machines at the show from our Solid wood and Panel processing i.e. from Wudpro and Modula. The machines are Panel Saws, Semi and Auto Edge Banders, Multi Boring, Spindle Moulder, Hydraulic Cold Press, Vacuum Membrane Press, CNC Routers, Oscillation Mortiser (Auto), Round End Tenoner, Combi Planer, Surface Planer, Double side Thickness Planer, Four-side Planer, (Auto) Raised Panel Copy Shaper, (Auto) Rebato Mould, Band Saw, Circular Saw, Sanders, Chain Mortisers and many more. We will be launching new brand Optimus - a challenger to global brands at the show and main introductions are: OptiSaw (auto) 3.2 Panel Saw, (Auto) Edge Bander OptiEdge 6.5 (P), Beam Saw Opticut 3.2, Three head Boring Optidrill 2.3.

Company Profile:

Jai Industries was established in 1965 by Late Mr. Niranjan Shah. ‘Spirit of Excellence’ is reflected in everything Jai does. With Seven different manufacturing units producing the widest range of machinery for solid wood-work and panel processing, staff strength of 650 and a total 400,000 sq. ft. of fully equipped manufacturing floor, Jai manufactures a whopping 30,000 machines a year! Approximately 5,00,000 machines with Jai brand has been installed till date.
Press-work is integral part of quality panel-processing
Jai has all the best solutions

- **Hot Press**
  J-120T1 • Single Layer
  Laminating on fibre boards, decorative papers, plywood etc.

- **Cold Press**
  J-50T • 2 Cylinders
  Also: J-100T 4 cylinders model
  Cold pressing lamination on composite wood, cork board, fibre board, honeycomb board etc.

- **Vacuum Membrane Press**
  J-1250.in Vacuum Lamination with high quality high production
  Uniform lamination of PVC, decorative papers & veneer till 0.4 mm on top surface and borders of flat and designed work piece.
  Also: J-1252.in (Double Trolley)

- **Roller Press** J-1200.in Auto
  It is used to press laminates / papers / acrylics / veneers / PVC foil on the materials such as MDF, particle board / plywood

- **CNC Routers**
  • J-1325 • J-1325 VT • J-1325 VT(L-ATC)
  High precision Taiwan linear rail, Heavy ball screw & Digital Signal Processing for control system

**Jai Industries**

**Corpo. Office**: Nr. Ajit Mill Cross Rd., B/s Rakhial - Odhav Flyover, Rakhial - Odhav Main Rd, Rakhial, Ahmedabad-380 023. Gujarat, India. • +91 79 2291 1400 \ 1900 • modula@JAIindustries.com • www.JAIindustries.com
Siempelkamp

In less than a decade, India has become the new darling of global markets and is poised to become the third largest consumer economy (after the USA and China) over the next decade. The country’s percentage of super elite households is expected to rise five-fold by 2025. It is evident that India has a huge appetite for furniture. According to you, what are the plans of your esteemed Company to make the most of this opportunity?

Traditionally, the raw material for furniture production has always been sawn timber and to large part plywood. With the recent urbanization in the country, the demand for wood-based material products increased.

Furthermore, the government measures against the deforestation of natural resources have driven wood-based panel manufacturers to fall back on agriculturally-cultivated raw materials such as eucalyptus and poplar.

Due to the increased demand for furniture and the unavailability of raw materials (sawn timber and plywood) for traditional furniture manufacture, an enormous transition towards high-efficient production plants for MDF and particleboard can be observed in India. In urban India, the trend goes towards modular and ready-made furniture. Established Indian manufacturers take part in this trend and build furniture showrooms. These companies rely on efficiently produced MDF and particleboard for furniture manufacture. The strict emission standards in the country also contribute to the growth of the MDF and particleboard industry.

Tell our readers more about your participation at Delhiwood 2019 viz. new products, new technologies, new services that you are planning to exhibit.

Siempelkamp, the German machine manufacturer, unveils its technological innovations for the production of MDF and particleboards made of rice straw and other annual plants at Delhiwood 2019. The Siempelkamp Group is at the same time sending a clear signal in favour of green business and efficient management of resources.

A core element of wood-based panel plants is the ContiRoll® continuous press which has been in successful use around the world for many decades in the production of MDF, OSB and particleboards. The ninth generation of the press reaches a speed of 2,500 mm/sec, enabling the achievement of high capacities during the production of thin MDF boards.

Company Profile:

Siempelkamp supplies complete plants to the wood based panel industry (PB, MDF, OSB), single- and multi-daylight presses or continuous press system ContiRoll®, front-end technology, dryers, energy plants and finishing lines with storage, cutting and sanding technology, as well as short-cycle presses for laminating.

Due to the increased demand for furniture and the unavailability of raw materials for traditional furniture manufacture, an enormous transition towards high-efficient production plants for MDF and particleboard can be observed in India.
ContiRoll® Generation 9
Choose the best forming and press line for your new plant.

Shortest startup time: 100% production readiness within 4 weeks after mechanical completion and electrical checkouts. Siempelkamp performance at its best.

Leadership in Technology
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In less than a decade, India has become the new darling of global markets and is poised to become the third largest consumer economy (after the USA and China) over the next decade. The country’s percentage of super elite households is expected to rise five-fold by 2025. It is evident that India has a huge appetite for furniture. According to you, what needs to be done from the manufacturer’s or supplier’s side to make the most of this opportunity?

After GST, the organised furniture industry is poised for a vertical takeoff. Now is the time for manufacturers to market their products on quality parameters and create a niche presence aggressively. Due to lack of any BIS specification and performance standards for furniture items quality remains a grey area. The golden rule of 80:20 before GST was Unorganised 80: Organised 20 manufacturers which should change the other way round like in USA and China to Organised 80: Unorganised 20. With IKEA developing and working with furniture manufacturers in India the mindset of the business is positively set to change for automation, high volumes and with quality benchmark.

Saurerland Spanplatte has been a successful ‘Saurerland inside’ for last 65 years now present in over 90 countries and contributing in over 1,00,000 doors being manufactured daily by its customer base. Due to rapid escalation of the demand, the company has a capacity increase of 10% in 2018 and another 10% in 2019. India, unfortunately, still reels under the obsession for timber infilled doors. Architects, builders must realize that there are better things to do with timber than wasting such natural resources in infilling doors. Globally, timber infills have been replaced by engineered infills for manufacturing residential doors, commercial doors, fire rated doors and sound proof doors. Our customers take pride to display in Delhiwood for wider market spread.

Company Profile:

Sleek Boards is India’s leading marketing company for technologically advanced Wood Panel Products Pan-India having been in business for over 22 years. The company represents specialty products from Germany, Malaysia, Romania, Thailand, Bangladesh etc, catering to all leading furniture manufacturers, door manufacturers and laminators. The company provides end-to-end comprehensive solutions.
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1. Doors with ideal weight
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   - No damage under workload

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   - Sauerland Guarantee
   - No bending

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7. Doors protection from fire
   - Sauerland Guarantee
   - Fire protection

Solution for the better door!

Sauerland Door Concept

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

Door manufacturers interested in new technology Contact:

Sleek Boards Marketing Services LLP

20, “Landmark” 4th Floor, Paud Road, Kothrud, Pune 411038. INDIA
TEL: 020 - 25463471/25421021
Fax: 020 - 25442559
sleekboardsmarketingservices@gmail.com
www.sauerland-spanplatte.de
In less than a decade, India has become the new darling of global markets and is poised to become the third largest consumer economy (after the USA and China) over the next decade. The country’s percentage of super elite households is expected to rise five-fold by 2025. It is evident that India has a huge appetite for furniture. According to your opinion, what needs to be done from the manufacturer’s or supplier’s side to make the most of this opportunity?

Manufacturers and suppliers need to do their part to streamline and make the whole furniture manufacturing process more efficient. In order to be more attractive to local buyers, India’s furniture offering must remain low-priced but at higher qualities than the furniture coming from other countries. Plus, Indian designers need to respond more quickly to market demands.

By making better use of raw materials with modern sawmilling machinery, and reducing overall wastage with other smartly chosen machinery, Indian furniture can become increasingly attractive from a price and quality perspective on the domestic and global markets.

Tell our readers more about your participation at Delhiwood 2019 viz. new products, new technologies, new services that you are planning to exhibit.

Wood-Mizer is very proud to debut our new line of planer/moulders at Delhiwood 2019. The MP360 commercial planer/moulder will be presented. These new products are designed and built in Sweden, and are very versatile due to their flexibility to plane and/or mould on all 4 sides in one pass. Their affordability and ease-of-use make them ideal for medium-sized factories.

Company Profile:

- Headquartered in Indianapolis, Indiana, Wood-Mizer offers a complete line of narrowband portable and industrial sawmills, wideband sawmilling equipment, resaws, edgers, kilns, molders/planers, firewood processing equipment, pallet recycling equipment, material handling equipment, bandsaw blades and blade maintenance equipment for forestry and timber professionals all over the world.
- For more than 35 years, Wood-Mizer has earned the reputation as the world’s leading manufacturer of portable band sawmills with more than 70,000 bandmills sold in 120 countries around the globe. With branch offices located on five continents and more than 100 authorized distributors worldwide, Wood-Mizer is committed to global customer success with sawmill equipment that will successfully mill any type of wood species from softwoods to extreme hardwoods. Wood-Mizer equips the modern timber processor with smarter products that increase profitability and promote sustainability.
- Wood-Mizer is expanding in Asia with a new office in Taiwan and a growing team to match the needs of our customers across Asia. In India, Wood-Mizer now offers a range of planer/moulders for workshops.
Wood-Mizer releases high capacity MP360 Planer/Moulder for workshops

The new MP360 Planer/Moulder delivers full flexibility and high capacity to produce finished timber products for timber processing workshops.

**Top Features:**
- 4-sided planing and profiling in one pass.
- Large 4-sided cutting capacity - 350 mm (wide) x 160 mm (high)

Wood-Mizer has released the MP360 four-sided planer/moulder - high-production, large capacity machine engineered for professional workshops. With a larger capacity and higher hourly production levels than the popular Wood-Mizer MP260 planer/moulder, the MP360 planes and moulds boards and beams on all four sides in a single pass into a variety of professionally finished products. Wood-Mizer’s reputation as a worldwide manufacturer and supplier of narrow band sawmills is now expanding as they now offer a full range of equipment that can seamlessly convert logs into timber and finally into finished wood products.

**NEW PRODUCT**

**TOP 3 BENEFITS**
- 4-sided planing and profiling in one pass
- Large 4-sided cutting capacity 350 mm wide x 160 mm high
- Cutters & feed driven by 5 separate motors

### PROFILE KNIVES AND WEDGES

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from forest to final form
Kalyan Industries, headquartered at Yamuna-Nagar (Haryana) is a family owned business company, established in 1952, is renowned for providing machinery and services to woodworking and plywood industry.

Kalyan has been living up to the reputation of fulfilling niche by providing the highest quality of long performing and reliable machines with cost effectiveness and adequate services. Since, Kalyan works with the best manufacturers all over the globe, has decades of experiences, it deeply understands the best concepts and engineering of machinery and is run by highly skilled technicians and well trained staff. Kalyan has been offering imported machines from Europe, Taiwan and China for Modular Kitchens, Solid Wood, Joinery, Panel Processing, MDF, Particle Board, Furniture, Modular Furniture, Doors and Windows.
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‘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.
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.

**MWA** 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 new kind of consumerism in the latter half of this decade. It 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?

**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.

Mr. Jürgen Köppel

**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.**
that both, Leitz and Eumabois, will be able to accompany the market along this path.

**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 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.

**MW** The entire manufacturing sector is passing through the revolutionary process. 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.

**MW** 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 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 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.

**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 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.

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**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’

In conversation with a leader who committed himself to a mission of developing and marketing an integrated multiproduct Special Economic Zone in the equatorial land of hidden opportunities.

Mr. Jasveer Singh, 
CEO, 
Gabon SEZ, Nkok

Gabon SEZ has completed 7 years since inception. How satisfied are you with the kind of response GSEZ is getting? At the last count, some 123 companies had their establishments in GSEZ. Where does this figure stand now and are there any big companies from India?

Mr. Jasveer Singh: 
Gabon SEZ was launched in September 2011 and since then it has been a long but exciting journey. It is a matter of pride for
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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. 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 Centuryply have manufacturing units inside SEZ.

**GSEZ has invested in 95 log trucks that would bring raw material from forest and in 85 flat-bed container transport trucks to move the finished product to the port**
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.

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

**JS:** 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.

**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.
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?

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

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.

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?

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.

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
In numbers:
Gabon SEZ, Nkok

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

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. These species on average will 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.

There are a variety of investment options in the field of woodworking in GSEZ. For small ticket-size, Gabon is an ideal destination for those who are in furniture manufacturing and exporting to Europe and USA markets given the vast raw material availability with FSC/SFM-compliant timber which is mandatory for these markets. The geographical proximity to markets will be an added advantage for furniture manufacturers. Manufacturing of furniture components and supplying to mother units in home countries is also a good option.

Establishing a saw mill augurs well for medium size investors since the investors will have captive markets with SEZ in form of furniture manufacturers. In addition, export to various timber hungry markets like south-east Asia, China, Europe, USA fetches good returns to saw mill units.

Engineered wood panels like plywood, particle board, MDF or WPC (wood-plastic composite) are opportunities in large investment segment given the huge quantities of wood waste being generated by current wood processing units in the SEZ. As of now, around 50 wood processing units are in production and they generate around 950 MT of wood waste every day. This wood waste is a potential raw material for all kinds of engineered wood panels.

For trade and business-related queries, please visit www.gsez.com or contact:

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Mr. Nitin Misra,
Head of Marketing, GSEZ
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Map not to the scale
Wood Hub:
- 22.8 million hectares of forest
- 88% of country's land surface is covered in forest
- 25-years' term for logging concessions with mandatory SFM Plan

Wood Species:
- 400 timber species available in Gabon's forests
- 400 million cubic meters of exploitable timber stock
- 80 frequently traded timber species
- 20-25 high-demand species
- 130 million cubic meters of Okoumé available
- 25-35 million cubic meters of Ozigo available
- 20-30 million cubic meters of Ilomba available
- 15-25 million cubic meters of Azobé available
- 10-20 million cubic meters of Padouk available

Woodworking Infrastructure:
- 82 wood-processing units including 38 veneer units
- 60,000 square meters of readymade shades 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.

In numbers: Gabon SEZ, Nkok

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).

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

Species like Iroko, Beli, Ovangakol, Dabema, Sapelli, Sipo, Acajau, Kossipo, Andoung, Gheombi, Tali, Padouk, Debetou, Okan, Azobe, Movingui, Belinga, suitable for making export furniture.

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.
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.

Types of Lumber Species available in Gabon:

- **Species**: Sapelli, Sipo, Acajou, Andoung, Gheombi (Pinkish red to brownish in colour, serve as an alternative for Mahogany)
- **Used for**: Luxury and high-end furniture and joinery
- **Popular in**: Europe, USA (Exported to China, Vietnam, Malaysia for furniture manufacturing)

- **Species**: Wenge (Premier dark hardwood)
- **Used for**: Contemporary interiors (as it blends well with glass and steel) and straight/clean line furniture
- **Popular in**: Europe,

- **Species**: Iroko, Beli, Tali, Okan (Considered as an alternative to teak like finish)
- **Used for**: Furniture and joinery
- **Popular in**: USA, Asia, Middle East, Vietnam

- **Species**: Izombe, Movingui, Bilinga (Light coloured, tropical wood species)
- **Used for**: Furniture, joinery and interiors

- **Species**: Kevazingo (Most expensive and coveted wood species)
- **Used for**: Live-edge table tops
- **Popular in**: China

- **Species**: Padouck (Dark coloured redwood, similar to Rosewood)
- **Used for**: Outdoor furniture (flooring, decking, garden furniture), doors, door frames and joinery
- **Popular in**: Europe, India

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.

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.

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 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 Izombo, Movingui and Bilinga. These species have appearance similar to Merbau/Kwila and are suitable for furniture as well as 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 tops made from it is in high demand in China because of its natural beauty and its coherence with customs and beliefs of Chinese community world over.

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.

Questions by:
Amit Tekale

With inputs from:
Aparna Mansabdar,
Shantikumar Mansabdar
‘India has helped IKEA become better!’

A BEKTANT table, a PATRIK chair or a MICKE desk. Don’t be surprised if you find Indian consumers or suppliers conversing in IKEA jargon. The days are not far as the Swedish-giant made a roaring entry with its first store in Hyderabad opening doors to the ever-aspiring Indian consumers. Associated with Indian suppliers since late ’70s, IKEA takes pride in attributing key learnings in product development to Indians and Indian conditions. Mr. Sandeep Sanan, New Business Head, IKEA, (Purchasing & Logistics Area), South Asia spoke to Modern Woodwork on the past, present and future of IKEA India Purchasing.

In conversation with an IKEA steadfast and a seasoned business leader who helped several international companies enter India in the era of globalization.

Modern Woodwork: 2018 was really big for IKEA in India. You opened your first store in Hyderabad, while the second one in Navi Mumbai is slated to open in the first quarter of 2019. This was followed by ground-breaking of the Bengaluru store and MoU with UP Government. The store target was also revised to 40 from 25 as reported earlier. What is more in store?

Mr. Sandeep Sanan: We are now associated with India for more than 40+ years, having exported products to our several global markets. 2018 is when we got to finally start catering to consumers in India. With the first store launched in Hyderabad (Telangana), IKEA’s footprint in India is getting stronger. We are now gearing for our online presence, store and touchpoints in Mumbai in 2019. This will be followed by Bengaluru,
IKEA’s key goals of long-lasting value at low prices, quality at every touchpoint and quality through transparency are achieved by good collaboration and long-term partnerships with suppliers in India. Working together with a quality mind-set is the key.

Mr. Sandeep Sanan

Ikea looks for four key aspects – sustainability, quality, availability and affordability while sourcing. Briefly explain each of these aspects for better understanding.

PHOTO: AMIT TEKALE
Currently, the focus is to start globally competitive supplier landscape for wood-based products (including bamboo and natural fiber) and on circularity projects (recycled plastic and textile waste) for manufacturing home furnishing articles in India.

Mr. Sandeep Sanan

IKEA has been sourcing textiles (majorly) for the last four decades from India. Mr. Sandeep Sanan who has been with IKEA since past 17 years, along with his team have started sourcing over dozen new categories from India for Global market over the last few years. This includes:
- Sofas
- Furniture
- Mattresses
- Quilts
- Pillows
- Cushion products
- Kitchenware and appliances
- Wood-based articles
- Storage boxes
- Furniture made of board
- Furniture made of plywood

IKEA works with mandatory requirements from our suppliers worldwide and sub-suppliers to comply with IKEA’s code of conduct (IWAY). These requirements mean that suppliers of IKEA need to secure good working conditions and health and safety for workers on the factory floor including minimum salaries, working hours in addition to providing for employees’ health, safety and insurance. IKEA has been sharing its global knowledge with our suppliers on sustainability to further strengthen and develop a global competitive advantage.

IKEA’s key goals of long-lasting value at low prices, quality at every touchpoint and quality through transparency are achieved by good collaboration and long-term partnerships with suppliers in India. Working together with a quality mind-set is the key. We are committed to provide global quality standards to Indian consumers and we believe that high quality products and low prices are possible to achieve.

Products that are manufactured in India are of international quality standard and are shipped to all IKEA global stores. In addition, we test all our products to make sure that the products we have developed or improved are safe and healthy to use for our customers. External laboratories and institutes complement the work done in our own test labs.

For IKEA, quality is defined as related to the product itself as well as to the environmental and social impact of the production in the whole value chain.

**Tell us more about your typical sourcing methodology. As far as we know, it usually starts with seminars like ‘Make More in India’. Readers would like to know the next steps.**

**SS:** We are meeting potential partners at different...
Objective: To reach 200 million Indians by 2020

Objectives:
- To reach 200 million Indians by 2020 through touchpoints including ‘Make More in India’ seminars, workshops along with State governments, trade organizations etc. We are always open to meet potential partners who share our values and business model. All companies interested to partner us are welcome to visit our website and register themselves through the supplier portal (supplierportal.ikea.com).

According to latest figures, you have some 50-odd Indian suppliers in various categories. Our readers are eager to know for which categories you are sourcing locally at the moment and which ones you plan to source locally in near future.

Currently, IKEA purchasing in India works with more than 55 suppliers and sources a range of products such as textiles, rugs and mattresses, lighting and metal products for our stores worldwide. Already, today, there are 45,000 direct employees working at our suppliers making IKEA products. We are working on developing new categories with India as manufacturing hub and have started mattresses, sofas, furniture, appliances etc. We are exploring use of locally available sustainable materials such as bamboo, rubber wood, banana barks, coir, water grass among others for our home furnishing offer.

IKEA in India:

- **Hyderabad**
  - HITEC City
  - 4,00,000 Sq. Ft.
  - OPEN First Market

- **Navi Mumbai**
  - Turbhe
  - ≈ 4,30,000 Sq. Ft.
  - 2019 Second Market

- **Bengaluru**
  - Nagasandra
  - ≈ 5,00,000 Sq. Ft.
  - TBD Third Market

IKEA India’s plans for next set of stores are being updated.

- IKEA got approval from Indian government in 2013 to invest INR 10,500 crores in long term
- Opened its first store in India in Hyderabad on 9 August 2018
- Visited more than 1,000 Indian homes to find out their lifestyle patterns
- 1,000 products of the 7,500 products on display at Hyderabad store costs less than INR 200 (US$ 3)

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"We are committed to provide global quality standards to Indian consumers and we believe that high quality products and low prices are possible to achieve.

Mr. Sandeep Sanan"
such as ‘Make in India’ and ‘Ease of Doing Business’, to attract international investments and grow business sectors. We are working closely with government and forestry department to create an enabling environment to develop wood manufacturing for the IKEA range in India. We are looking for support in the implementation of internationally recognized forestry certification system, such as the Forestry Stewardship Council (FSC).

In China and Russia, you look forward to work on synthetic material, while in India you are looking at expanding to categories like bamboo, wood and natural fiber such as waste grass. How can our readers contribute for your specific needs? Are there any geographies (like Assam for bamboo) that you are looking at?

SS: Currently, the focus is to start globally competitive supplier landscape for wood-based products (including bamboo and natural fiber) and on circularity projects (recycled plastic and textile waste) for manufacturing home furnishing articles in India. We are positively looking at natural fibers like water hyacinth. To develop a water hyacinth raw material supply chain, integrated with weaving hubs is a huge sourcing business opportunity for IKEA from India, generating employment for 3,000+ co-workers in the supply chain (farmers, weavers, factory workers, logistics etc.). We are also looking for government support in FSC to help large scale availability of good quality planting material through setting up scientific propagation methods such as Tissue Culture and focus on fast-growing tree species, including bamboo.

Questions by:
Amit Tekale

With inputs from:
Aparna Mansabdar,
Shantikumar Mansabdar

NEW PRODUCT

Richfill Calibrated Filler

Richwood, India’s well-known manufacturer of Richfill Wood Putty and Richfill Plywood Plus, introduced their new product Richfill Calibrated Filler - the best inner filler for plywood and flush doors.

Top features:
- Fills core gaps of plywood and flush door
- Furnishes uniform and wave-free surface
- Gives even thickness on all sides
- Helps increase the bonding strength of core to face veneer
- Reduces the problem of dark patch on the face veneer
- Increases the quality of plywood

Richfill Calibrated Filler is useful to get uniform, wave-free surface and smooth finish to the plywood. It is very easy to use and offers value for money. “We studied the plywood manufacturers’ problems and developed an innovative product Richfill Calibrated Filler,” said CEO of Richwood, Mr. Hrishikesh Badamikar. All our products are completely scientific and a result of deep research, he added.

With the increasing prices and decreasing thickness of face veneer, the plywood manufacturers are facing several problems like cracking of face veneer, dark patches on plywood face due to the glue penetration and thin face.

#24HourBedroom WaterHyacinth Bamboo 200MnBy2020 IWAY

PHOTO: RICHWOOD

Mr. Hrishikesh Badamikar
CEO, Richwood

PHOTO: RICHWOOD

PHOTO: RICHWOOD
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
Expert Advice

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...
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.

Shantikumar Mansabdar,
Chartered Engineer

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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!

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.
**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 tree. 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 of thermally modified wood.
EVERYONE TALKS ABOUT GROWTH

However, only **unconventional strategy** can help you achieve it; in today’s disruptive world.

In-Unison has helped 100+ companies accelerate growth, achieve operational excellence & transform leadership.

**Industry sectors**

- Manufacturing: 29%
- Service sector: 13%
- IT: 27%
- Projects & process industry: 11%
- Other: 20%

**Nature of Intervention**

- STRATEGY FORMULATION SESSIONS: 117
- BUSINESS HEALTH ASSESSMENT: 105
- LEADERSHIP INTERVENTIONS: 38
- SALES ACCELERATION WORKSHOPS: 35
- OPERATIONAL IMPROVEMENT INITIATIVES: 22

Get in touch to accelerate your business growth

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841-103-1818 | connect@inunison.in
Sauerland has been active in the Indian door industry since 2008 and has introduced the tubular door concept enriched with their vast experience for 63 years and spanning export to 65 countries.

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

The specialty of fabricating fire containment door with Sauerland core is that it eliminates use of any inorganic material in the construction like Gypsum board, Cement board or Calcium Silicate or Fiberglass etc. making the door light weight and 100% recyclable. With additions of certain accessories, one can make the door fire safe; smoke arrestor as well as sound reducing upto 38 dB.

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

Sauerland Cores are having very low formaldehyde level of E1 which mean that they are safe for internal use in residential buildings. These are the most lightweight fire doors, highly performance oriented for the 30 and 60 minutes fire rated door category now available in India.

Illustrative construction details which are parts of the assessment reports for below mentioned products can be made available for review.

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

With our intumescent sheets, strips and fire-rated hardware at the hands, all you need is to arrange the Red/ White Meranti timber with minimum of 650 kg/m² density having moisture content below 10% for door frame and door leaf. We suggest the BR201G MUF powder glue. 6 mm HDF (Density 850 kg/m²) Skin or very high interleave bonded plywood as skin will suit the application.

With this package, making a GREEN Fire-rated door can make you to leap to fire containment business which is increasing by the day due to the increased construction of high rise buildings.
INTERNATIONAL EXHIBITION ON WOOD & WOODWORKING INDUSTRY

5th Edition
WOOD TECH India 2019

9 10 11 AUGUST 2019
Chennai Trade Centre - Chennai

Wood • Woodworking Machinery • Furniture Manufacturing Machinery • Timber • Plywood • Wood Panel • Fittings & Fixtures • Power Tools • Raw Materials • Flooring • Laminates • Particle Boards • Veneer • Wood Composites • Doors & Windows • Furniture & Furnishing • Wood Coatings • Adhesives • Accessories

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Benefit from the upsurge in the Middle East construction and furniture market

Dubai WoodShow, Middle East’s premier destination for wood specialists, entering into its 14th edition, will continue providing a perfect platform for suppliers, manufacturers and machinery companies to showcase their products, innovative technologies and production scenarios. Dubai WoodShow, which will be held from 12 - 14 March, 2019 at Dubai World Trade Centre will also help its exhibitors to market their large-scale machinery to key players in the wood and woodworking machinery industry.

Dubai WoodShow has always attracted quality visitors from more than 95 countries around the world. It has established a platform for the serious wood professionals (buyers and sellers) to come under one roof. It not only gives the visitors a chance to interact with the experts from the industry but also gives them the unique opportunity to grab lucrative business deals offered from the exhibitors during the course of the exhibition. Dubai WoodShow 2018 featured 300 local and international exhibitors from 100 countries and attracted 9,770 unique visitors.

Dubai WoodShow is the premier destination for wood specialists who visit the show every year from across the globe.

Dubai WoodShow
☎️ 12 - 14 MARCH, 2019
📍 Dubai World Trade Centre dubaiwoodshow.com

MARKET WATCH / EXPO 2020 DUBAI

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.

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 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. The wood and furniture market seem very promising, especially with 70 per cent of the timber and wood products are used in construction industry.
Middle East’s Leading Platform for Wood and Woodworking Machinery

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The rise of resilient flooring in Asia Pacific

In 2018, Asia Pacific enjoyed a leading position in the global resilient flooring market, accounting for the largest market share (Global Flooring Market 2018-2022 - Focus on Resilient Flooring, 2018). The increase in the construction of healthcare, educational, and industrial infrastructures across China naturally translates as growth in the world of resilient flooring. Moreover, growth in population, rise in disposable income, and changes in lifestyles increase the demand for modified and better residential construction, which in turn surge the need for renovation and construction of residential places such as family-homes, apartments, and condominiums. Also, construction of new malls, transport infrastructure, restaurants, upgrade of healthcare and educational institutes in China are expected to create attractive opportunities for the growth of the resilient flooring market.

The awareness regarding the attractive features of resilient flooring, particularly its ease of installation, low maintenance, and variety of modern designs, is also expected to drive the demand for the resilient flooring market.

The government of China has given the go-ahead to a series of major urban infrastructure projects. The planned government spending expansion should further boost growth in Singapore, India and ASEAN countries. This is expected to drive the demand for flooring products, which in turn, will drive the global resilient flooring market.

As the largest flooring exhibition in Asia Pacific, DOMOTEX asia/CHINAFLOOR continues to conduct in-depth industry research. According to the OECD report, governments of major economies of Asia Pacific are focusing on the development of commercial facilities and strengthening their infrastructure to sustain current growth levels. For instance, the government of China has given the go-ahead to a series of major urban infrastructure projects.
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Modern Woodwork - India’s largest circulating woodworking magazine is celebrating its 20th anniversary by featuring Focus Articles on:

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planned government spending expansion should further boost growth in Singapore, India and ASEAN countries. This is expected to drive the demand for flooring products, which in turn, will drive the global resilient flooring market, including SPC flooring, in the near future. There were nearly 140 PVC production companies at DOMOTEX asia/CHINAFLOOR 2018. More than 90% of them have already produced SPC flooring. About 20% of the newly-advanced companies are transforming SPC flooring from other industries or related products. About 60% of China’s PVC production enterprises have started or will soon start the development of domestic market. As a result, the Chinese resilient flooring associations are actively promoting its use across the country. Although companies and associations have begun to lay out the SPC flooring market, showing an upward trend, the most important thing is to gain consumer recognition if it is to achieve a promising future in the domestic market. Domestic consumers are still in the cognitive stage of SPC flooring, and the domestic market is not mature yet. Therefore, enterprises, associations and exhibition platforms need to guide and help them to vigorously develop in the domestic market.

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. Of PVC, sports and outdoor decking flooring products. The total area is for the first time exceeding 55,000 m². What used to be the Sports Flooring Zone, in 2019 turns into a Sports Flooring Hall, with famous international brands, like KDF, Rubrig and K&B Junwoo. Other global industry leaders like Unilin, Wineo, US Floor, ARDEX, I4F, Armstrong, Gerflor, LG Hausys, Toli, Novalis, L&C, NOX, Meijer and Rococo will also join the show in 2019. Some of the events that are expected to draw the resilient professionals’ attention are the Hospital Construction Conference and the Sino Wood Plastic Composites Development Summit Forum. In order to further explore the hospital function process optimization and space design innovation methods, on 27th of March, Shanghai International Expo Centre will welcome hospital administrators, infrastructure project managers, overseas and domestic interior designers and members of research institutions to join the 7th China Hospital Construction Conference, which is jointly organized by Zhuji Medical, Healthcare Design Magazine, and DOMOTEX asia/CHINAFLOOR. The other forum is co-organized by Chinese WPC Association and will gather producers and buyers of WPC together. The Forum will be bilingual with speakers and attendees coming from all over the world.

**DOMOTEX Asia/CHINAFLOOR**

📆 26 - 28 MARCH, 2019
📍 Shanghai, China  🌐 domotexasiachinafloor.com
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.

CIFF/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 and 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.

**CIFF GUANGZHOU**

- **(Phase 1)** 18-21 MARCH, 2019
- **(Phase 2)** 28-31 MARCH, 2019

Guangzhou, China

**PREVIEW / CIFM interzum guangzhou**

**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.

**CIFM interzum guangzhou**

- **28-31 MARCH, 2019**

Guangzhou, China
EVENTS CALENDAR 2019

11 – 14 January, Hannover, Germany
● DOMOTEX Hannover

28 February – 02 March, Atlanta, USA
● DOMOTEX USA

08 – 11 March, Singapore
● IFFS

12 – 14 March, Dubai, UAE
● Dubai Woodshow

13 – 16 March, Greater Noida, India
● Delhiwood

18 – 21 & 28 – 31 March, Guangzhou, China
● CIFF Guangzhou

26 – 28 March, Shanghai, China
● DOMOTEX Asia/CHINAFLOOR

28 – 31 March, Guangzhou, China
● CIFM / interzum guangzhou

27 – 30 April, Gaziantep, Turkey
● DOMOTEX Turkey

21 – 24 May, Cologne, Germany
● interzum

27 – 31 May, Hannover, Germany
● LIGNA

24 – 26 June, Libreville, Gabon
● Gabon Woodshow

02 – 06 July, Buenos Aires, Argentina
● FITECMA

09 – 11 August, Chennai, India
● WOODTECH India

10 – 13 September, Poznan, Poland
● DREMA

17 – 19 September, Dubai, UAE
● FIM

18 – 21 September, Ho Chi Minh City, Vietnam
● Vietnam Wood

24 – 27 September, Kiev, Ukraine
● Lisderemash

09 – 12 October, Jakarta, Indonesia
● IFMAC

12 – 16 October, Istanbul, Turkey
● Wood Tech

15 – 19 October, Basel, Switzerland
● Holz Basel

29 October – 1 November, Brno, Czech Republic
● WOOD-TEC

03 – 06 December, Moscow, Russia
● WOODEX

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Global WPC market projected to grow at a CAGR of 10%

The global Wood-Plastic Composites (WPC) market reached a volume of around 3.3 million tons in 2017. The market is further expected to reach a volume of nearly 6 million tons by 2023, exhibiting a CAGR of around 10% during 2018-2023.

Wood-Plastic Composites are hybrid materials which are made by blending natural wood products such as bamboo, pulp, bark etc. with thermoplastics or polymers. These products can be easily drilled and planed and are created by using biodegradable, recycled, renewable plastic materials.

Wood-Plastic Composites possess qualities of both wood and plastic. These composites are versatile, durable and rot resistant in nature which makes it possible for the manufacturers to produce them in any shape. The demand for wood plastic composites has been witnessing a robust growth in the construction and automobile industries as they are inexpensive in nature and are easy to be used in different non-structural areas including balconies, staircases, pillars, etc.

Wood pellet market to reach US$ 15.47 billion by 2025

The global wood pellet market size is projected to reach US$ 15.47 billion by 2025 expanding at 9.2% CAGR, according to a new report by Grand View Research, Inc. The product is obtained by recycling the timber and forest residues into clean, renewable biomass fuel. The industry in Asia Pacific is expected to register high growth owing to rising product demand in power plants applications as a result of increased awareness for electricity generation through renewable sources.

CBA to bring the best Korean flooring products to India

Founded in 1971, Cross Border Associates AG (CBA) has evolved into a global network widening its services to cater to a wide range of corporate needs. Headquartered in Switzerland, CBA has offices in cities all over Europe, the Middle East, India and Greater Asia.

After years of developing and strengthening corporate ties with partners, Cross Border Associates (CBA) opened its first office in India in Mumbai to continue providing exceptional networking services, cutting edge products, prompt delivery and outstanding service to every business seeking expansion to South Korea or India.

CBA is bringing Lami and Jeemun – a range of wall decorative panels and Madi - an easy to install and high-quality wooden flooring option to India.
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