

# WOODNEWS

Furniture and  
Manufacturing  
Technologies

**27**  
Years

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service of the  
woodworking  
industry

## DOVETAIL FURNITURE

LESSONS LEARNT FROM  
30 YEARS OF GROWTH

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COME CALLING ON INDIA

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RUSSIA SEES HUGE POTENTIAL,  
SEEKS LONG-TERM BUSINESS TIES



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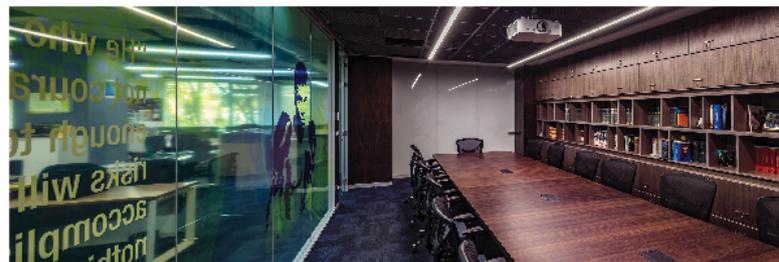
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**04**  
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**Gabon (Africa) ... land of opportunities**

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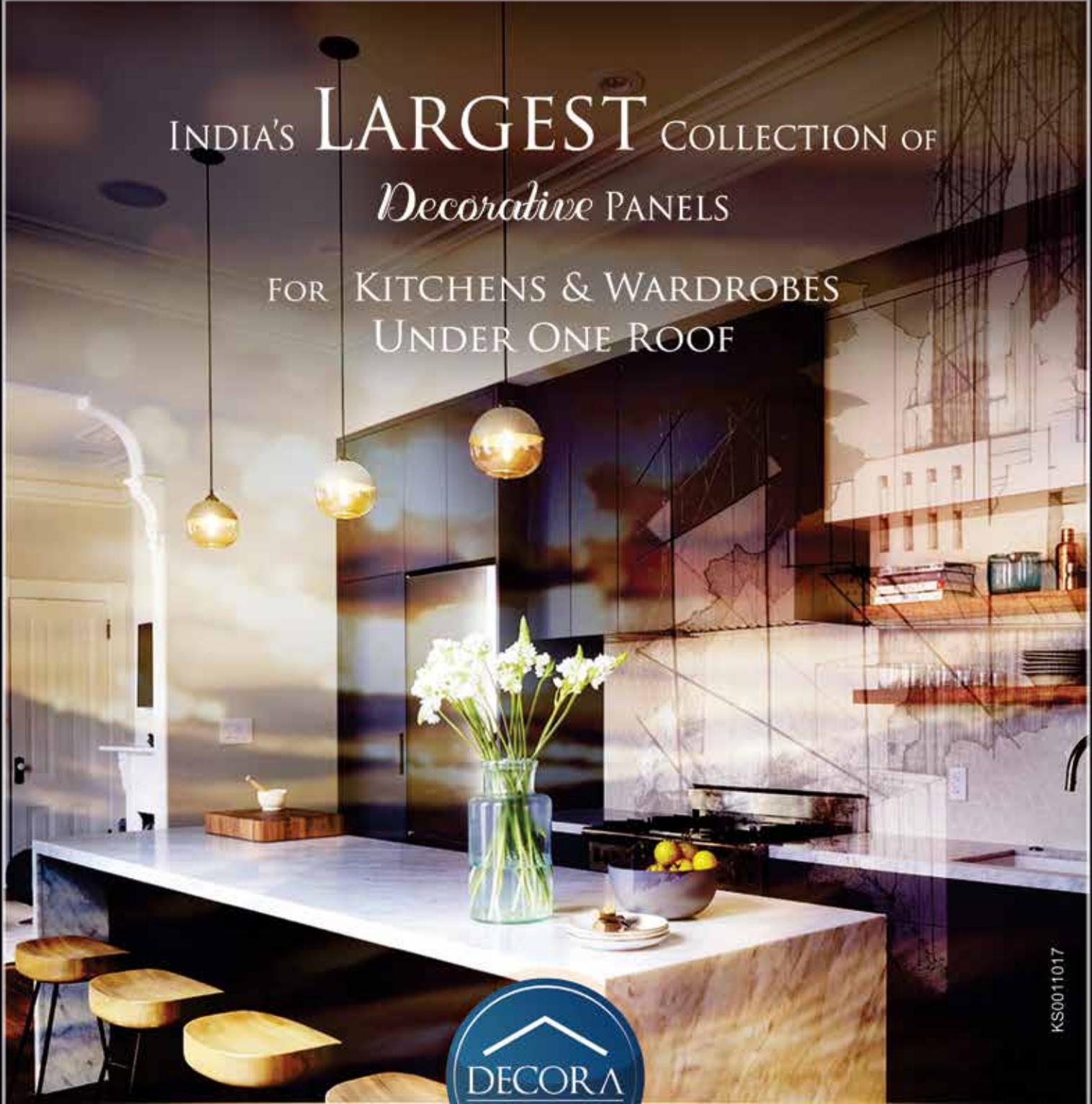


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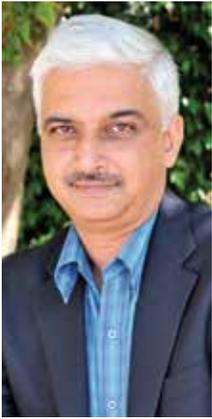
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# Growth is not an option!

**Hello Readers,**

Thank you for making IndiaWood 2018 in Bengaluru (8-12 March) such a great success with your participation – as exhibitors, visitors, facilitators and supporters! In its 10th edition, the international exhibition and

and Interior Design'. Once again, thanks to visitor interest, the event was an unqualified success. Excerpts from the Keynote Speaker's presentation, as well as the Panel Discussion that followed, are being reproduced here for the benefit of those who could not attend.

## FROM THE EDITOR

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

The cover story this time has some important lessons resulting from decades of industry experience. First, to be successful, good design is as important as the material and machinery you use. Two, find a niche that meets a market demand and satisfies your business aspirations. Three, as your business grows, include professionals to execute specialised tasks – you cannot do justice to all aspects of your business all by yourself. And four, you can never rest on your laurels: to survive and prosper, organic growth is imperative, not an option!

networking event expanded in terms of display space and footfalls, setting new records. But also on display was the resilience of the woodworking fraternity in the face of challenges (the brief disruptions on account of demonetisation and GST, and continued, unrestricted and cheap imports) and its spirited response by way of your intention to stick around, modernise and grow! For those who missed out on the event there are some glimpses and highlights in this issue of the magazine.

Riding on the wave of an encouraging response, WoodNews organised its first 'Timber Forum' at the IndiaWood venue. The theme on its debut was 'Versatility of Timber in Furniture Manufacturing, Construction

I at *WoodNews* and many others from the supply side of the furniture manufacturing industry have noticed a marked change in the response to trade shows and published data: there are now many more well-informed people (visitors and readers) in Indian woodworking than there were, say 5 years ago. That is surely heartening, and indicates the seriousness with which this business is being looked at. It holds the promise that in the years to come Indian furniture makers will not only rise to the challenge of meeting domestic demand but also create a niche for themselves on the global stage. Cheers to that!

## STAYING IN TOUCH

In keeping with the times and for ease of communication, WoodNews has discontinued the printing of Business Reply Envelopes with each issue of the magazine.

However, we continue to welcome your views and reviews of happenings in the industry, your contributions to and suggestions for the magazine, as well as business proposals via email.

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We look forward to hearing from you soon!

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## Veterans take to the field again

Snehal Vasani, Rajesh Ahuja raise the bar in home improvement segment

There are kitchens and then there are kitchens! The point was subtly driven home at the MRJ Home Improvement stall displaying the Saviesa range of kitchens and wardrobes, during the recently concluded IndiaWood exhibition with its well-designed exhibits that were aesthetically and elegantly presented.

This, along with clear demos on the big screen of the apps being used with live voice-overs by trained staff, daily talks and discussions by industry experts on relevant topics, and the enthusiastic and professional team that eloquently articulated what the company was about was really impressive.

What makes Saviesa, the kitchen and wardrobe specialist, stand out from the rest of the pack? The answer clearly lies in the passion that goes into every inch of what they do: a craftsman's dedication to detail and the

perfection that is woven into their work.

No detail is too small to be brushed into 'the kitchen sink' so to speak! Even while custom-built apps try to anticipate every possible permutation and combination, it is still willing to go 'the extra mile' to ensure customer delight.

Bringing the best in design, material and finish, the company's credo 'Guidance through Mastery' has two underlying elements. 'Guidance' is to understand the customer and their expectations, their likes and dislikes and help bring their dream to life.

'Mastery' is to constantly strive to improve by studying and experimenting and by interacting with experts in machining, material, ergonomics, culinary science and quality to bring outstanding products that are then tested in real-life situations.

## The visionaries

The promoters, Mr. Rajesh Ahuja (Managing Director) and Mr. Snehal Vasani (Director-Design), have the right pedigree and are acknowledged pioneers of modular kitchens in India. Between them they have an unparalleled wealth of experience and bring to the 'kitchen table' their knowledge, insights and expertise, gained in the field over two decades.

Starting with wire baskets used by those who build kitchens, they then decided to build a modern kitchen to demonstrate these accessories and were surprised at the enquiries for the kitchens as a whole, rather than just accessories. This gave them the fillip to move into modular kitchens: Kitchen Grace and Sleek Kitchens.

"There has been a tremendous increase in the interest in modern kitchens," says Rajesh. "Yet, for all the excitement, the current estimate for kitchens in the organised sector is around 10%. The market is still ruled by architects, interior designers and carpenters."

Organised players have just tried to bridge the gap in just the costs, without trying to give visual benefits to their brand of kitchens. "For example, though the carpenter has a lower price tag, the absence of any real system to the kitchens is an irritation that creates a lifelong dissonance over its life span," Rajesh adds.

## Key factors

There are three key factors which can really make the industry to soar, points out Snehal, acknowledged as the father of modern kitchens in India. "Great designs that reflect the belief that no two families have same habits, lifestyles and cooking habits and kitchens can never be similar in design requirements. This aspect has to be kept in mind and the design has to cover the customer's current and future requirements," he says.

Secondly, kitchens need to be factory-manufactured and assembled on the site within two days. The precision of the factory fitment will ensure smooth functioning of various components over useful life of the product and will last minimum 20% more than a kitchen fitted on site.

Finally, a hassle-free and clean installation

process delivers a value which the customer will immediately realize. Any brand which can establish these values for the customer is set to fly, Snehal adds.

In the next 5 years the demand for modular kitchens will far exceed the current supply as market size grows thanks to rising middle class income and aspirations. The coming of international giants like Ikea will result in the creation of low and mid-value options. But the concept of value creation is critical for growth of the industry in equal measure and the lion's share in this demand growth will be captured by those brands that are able to deliver value.

## New apps

Eventually, the company aims to bridge the visual divide between what the customer has in mind and what they actually get by allowing them to see the final result in full size and actual colour, on a big screen.

The DreamViewer app shows how the kitchen will look, in both shape and size, to as close as possible to the actual kitchen. It will also display the costs based on the options selected and showcases around 350 designs in different shapes, sizes and material configurations.

The DreamBuilder makes the planning of the kitchen fast and easy by recording the user's cooking style and storage habits. Using a 5-zone concept that is divided into consumables, non-consumables, cleaning, preparation and cooking, it streamlines storage and food products related to each specific task. The zones are arranged in the sequence of tasks to be performed and make the workflow easy and fast.

The app uses a catalogue to narrow down the search using filters to show the user options and gets them to see how they function in real time. All the data captured allow a design brief to be prepared for the designer to work on.

The DreamPlayer allows the customer to visualize the finished kitchen not only in real size but in 3D with the help of a specially designed projection system. This helps coordinate the wall colour, the shutter for the wall cabinets, the dado, the countertop, the shutter for the base cabinets and the skirting and eventually see what his kitchen would look like.



Mr. Snehal Vasani  
Director-Design



Mr. Rajesh Ahuja  
Managing Director



1

# Finns all set to soar in Indian market

1 *Two-thirds of Finland's surface area is forest and 97% of the trees are pine, spruce or birch.*

Finland is variously known as 'the Land of the Midnight Sun', or the land of 1,000 lakes, and is known as one of the places from where the Northern Lights are visible. With a population of about five million, of which 1.5 million dwell in its capital Helsinki, the country has one lake for every 26 people!

Finland, with 26.3 million hectares of forest area, is one of the world's most wooded countries and the most wooded country in Europe: 71.6% of Finland's area is forest, and contains 10 times as much forest per person as any other part of Europe.

Two-thirds of Finland's surface area is forest

2 *Finnish suppliers have seen an upsurge in demand from emerging markets. China and Vietnam, along with India, will be the thrust areas in the coming years.*



2

### Finnish Wood Products

- Sawn timber: sawn from at least two sides in vertical direction. The most important criteria are size, quantity and placement of knots.
- Planed timber: is all-round planed sawn timber in the shape of a rectangle or defined profiles. Common uses are interior and exterior cladding and flooring.
- Gluelam: Glue-laminated timber is a structural wood product made from strips of wood glued together. It is used for load-bearing structures, in both the horizontal and vertical directions.
- Impregnated timber: is industrially preserved pine timber to increase decay resistance and increase life compared to unprocessed timber.
- Thermowood: is the registered trademark of the process developed in Finland, where high temperature and steam improves the technical properties of wood. It is manufactured from pine, spruce or deciduous trees. It is non-toxic, dimensionally stable, is resistant to decay and is a resin-free material.

and 97% of the trees are pine, spruce or birch, of which half are pine forests. About 30 different species of trees grow in the country. Most Finnish forests are mixed forests, meaning that more than one species of trees grow in them.

### Forest management

Finland is one of the best areas in the world for tree growth. It belongs to the cold climatic belt in which sub-zero winters alternate with warm summers. The summer season lasts only 100 days, during which the trees grow.

The short growing season means slow growth that provides the best possible straight-grained timber: branches are few, and those that exist are small. Growth is symmetrical and trunks are straight and round.

The result is a hard, tough and straight-grained timber with low internal tension and few cracks. The low-resin, evenly-patterned Finnish wood is first-class material for several purposes.

The volume of wood in Finnish forests is increasing every year and has outstripped the amount that has

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been felled. Finnish forests contain a total of about 2.4 billion cubic metres of wood and in the 2016 growing season, the growth in standing wood was 109.9 million cubic metres.

Finland has been practising sustainable forest management for a long time and use practices that are ecologically, socially, economically and culturally sustainable and all the timber that originates from the country is FSC certified.

Land Use and Land-Use Changes and Forestry, a United Nations climate change resolution that covers emissions and removals of greenhouse gases resulting from direct human-induced land use and forestry activities, is something that Finland takes very seriously and adheres to in letter and spirit.

### **India market**

The Finns grows some of the best high-quality softwoods available globally. Its saw mills deliver excellent wood products to all corners of the world. With the aid of the latest machinery and advanced technology these saw mills are able to customise these products.

The Indian market is still fragmented, but that is changing. Wood is scarce in the country and the use of softwood is increasing. Already

softwood from Canada, Russia, Sweden and other countries have made inroads into the market.

Mr. Jyrki Mantere, who has 35 years' experience in the saw milling industry and is the Programme Manager for 'Wood from Finland', Finnish suppliers have seen an upsurge in demand from emerging markets like China and Vietnam. These countries, along with India, will be thrust areas in the coming years.

'Wood from Finland' is part of Business Finland, an organisation which, in cooperation with the Ministry for Foreign Affairs, helps Finnish companies connect with international investors and businesses.

"We have received several enquiries and some of the companies have even closed business over the last few days (at IndiaWood 2018). The next step is for us to not only appoint distributors but also to intensify efforts to meet up with associations and end-users of wood," he states.

If the focus and determination shown by the Finnish team is anything to go by, then it is only a matter of time before they find their feet here and garner a rightful share of the rapidly expanding Indian market.

**3** *The low-resin, evenly-patterned Finnish wood is first-class material for several purposes.*

**3**



# Design meets digital.

# The new machine generation from HOMAG.

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Picture courtesy: Maris Tomba/Q-haus

## Kebony: the new wonder technology!

By polymerising the wood’s cell wall, softwoods permanently take on the attributes of tropical hardwood

**1** *The Kautokeino Home Care Centre is a 1,000-square-metre structure designed to ease accessibility for its residents. Kebony was used for the cladding of the care home, which is exposed to extreme weather conditions with temperatures lower than -40°C over the winter months.*

The Recreational Pier of Washington’s (US) newly redeveloped waterfront, dubbed ‘The Wharf’, has been constructed using a combination of sustainable building materials, unique landscape design and unconventional carpentry.

The curving, elliptical outline of the pier starts in the park as a concrete walk before transitioning to Kebony wood decking that pushes out onto the pier. Kebony clear wood was used for the piers decking, verticals, benches and cladding throughout.

In total over 1,00,000 square feet of Kebony

was used at The Wharf, making this the largest installation of Kebony in North America.

The patented Kebony technology, chosen due to its hard-wearing properties is an environmentally friendly process, which modifies sustainably sourced softwoods by heating the wood with a bio-based liquid. By polymerising the wood’s cell wall, the softwoods permanently take on the attributes of tropical hardwood including high durability, hardness and dimensional stability.

Kebony is a Norwegian wood producer with its roots in wood polymer technology, which

## FEATURE

provides an alternative to threatened and endangered tropical hardwoods and traditional impregnated wood.

In the process, a liquid by-product of the sugar industry (furfuryl alcohol) is used to treat the wood. Using pressure, vacuum and heat treatment, the liquid is tied together with the cell structure of the wood in order to improve its abilities permanently.

The woods used are certified by the Forest Stewardship Council (FSC) and the Programme for the Endorsement of Forest Certification (PEFC), and carry the Nordic Ecolabel, the Swan.

The elliptical form is combined with a rolling, wave-like decking surface that descends to the midpoint before ramping back up the pier terminus. The overall effect of curvature and the rolling slope helps to create a sense of movement and flow reminiscent of water waves.

The Recreation Pier has a deck surface area that measures approximately 21,000 square feet, with the floating dock contributing an additional 2,500 square feet. The Pier is primarily a flexible open space that can accommodate a wide range of activities and key features.

The community comprises 24 acres of land and 50 acres of water. The development team is restoring a 200-year-old fish market and has created 1,400 waterfront residences, and set up three unique hotels, designed and built a 6,000-person-capacity concert hall and conference center, and constructed four public piers.

2



2 A strikingly modern villa in Norway is wrapped in horizontal Kebony cladding and glass.



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# Homag rolls first 'autonomous workshop'

At the Holz-Handwerk trade fair in Nuremberg recently Homag demonstrated a workshop that runs completely on its own. The workshop consists of two cells that are already fully automated and interlinked.

These two cells are connected by autonomous helpers: automated guided vehicles (AGV) are used, organising all of the parts logistics tasks between the cells and making this workshop concept the first "autonomous cell".

The autonomous cell can make full use of its flexibility both in skilled crafts and in industry, in series and in batch-size-1 production, and opens up previously unknown possibilities in future manufacturing for small and medium-sized companies.

## Cell One

Ideally suited for users with the widest range of parts and materials in edge processing, The Edgeteq S-500 (previously KAL-370) edge banding machine, in combination with the Loopteq O-600 return (previously TFU 521), offers maximum flexibility.

The two elements are networked with each other by the woodFlex cell control system. This system has a modular structure, is open for future requirements or expansions, provides safety, optimises processes and increases efficiency.

To ensure the cell can process every work piece correctly, every part is assigned a digital identity (bar code) in advance that contains all processing data.

The new Edgeteq S-500 offers a degree of flexibility that has never been seen before. It is able to process three profiles and also provides three different edge-joining processes at the same time!

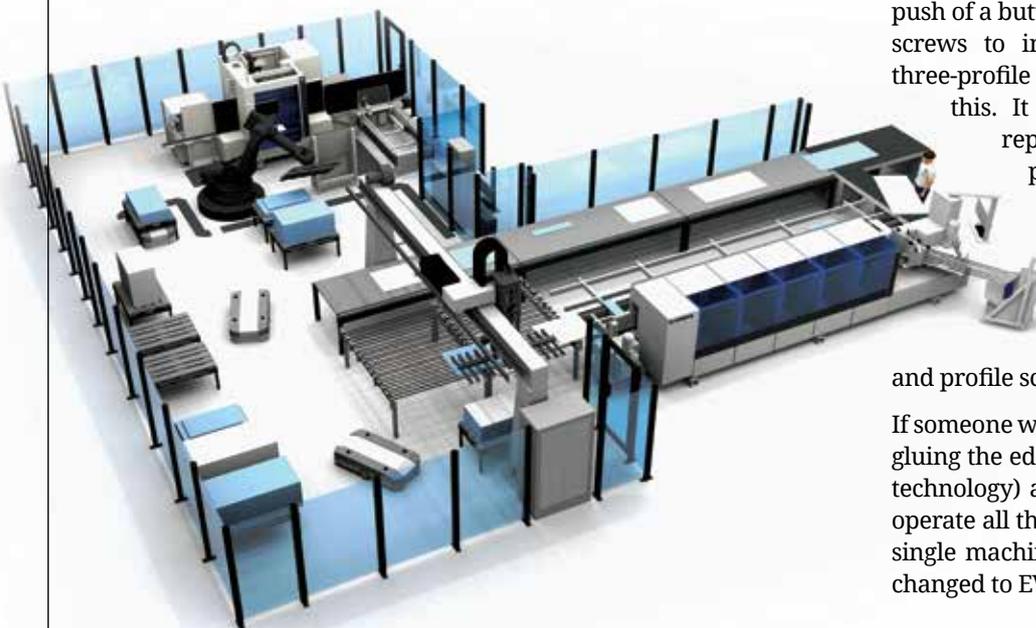
## Advantages of integration

- Quality costs reduced due to gentle vacuum cross rail
- Single-person operation & reduced physical exertion
- High-performance interlinked material flow
- Efficiency defined by rotation for process-oriented parts return
- Fully integrated into the machine control unit (powerTouch)

High processing flexibility and setup at the push of a button are often used as adjustment screws to increase productivity. The new three-profile technology is ideally suited to this. It ensures rapid, automatic and repeatable changes between three profiles and 20° chamfer.

The three-profile technology package includes a fine-milling unit for three radii, the three-profile head on the FK30 profile trimming unit, and profile scraper for more than three radii.

If someone wants to change the procedure for gluing the edges (PU, EVA or airTec zero-joint technology) at short intervals, they can now operate all three edge band applications on a single machine (airTec can automatically be changed to EVA at the push of a button).





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American tulipwood acoustic panelling by Ben Percy uplifts and updates the performance hall at the Northern Beaches Colleges Senior Campus in Freshwater, Sydney. Architects and designers all over the world have embraced American hardwoods for the range of colours, grains and textures they offer, as well as for their consistency in grade, quality and supply and their sustainable credentials.

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The fully automated part flow for the Edgeteq S-500 is handled by the Loopteq O-600 work piece guide roller. Here the automatic return has been combined with a stacking system, which means that finished work pieces can be ejected or automatically de-stacked.

Ejection and de-stacking are completed by the gantry with width-specific rotating function and the newly developed vacuum cross rail for gentle handling. The return is designed for a range of parts from 240x80 mm to 1200x3000 mm and integrated into the machine control unit of the edge banding machine.

**Cell Two**

**Advantages of robot management**

- Space-saving concept
- Gentle handling of materials and surfaces
- Reduces workload for personnel
- High technical availability and rising added value
- Parts can be identified by bar code or RFID

Robots are reliable partners and increase the cost-effectiveness of production. They make availabilities of approximately 100%, high repeat accuracy and pinpoint parts handling.

The reliable, integrated parts supply makes every CNC machine a high-performance centre and therefore an optimal manufacturing cell for production.

At Holz-Handwerk, a 6-axis robot handles automated parts for the Drillteq V-500 (previously BHX 200) vertical processing centre. Integration into the cell control system makes it very easy to operate the robot.

Additionally, functions such as aligning, validating and rotating of parts can easily be integrated into the process. It is also very simple to implement new work pieces during the process.

**Cell Three**

Small, autonomous logistics helpers connect the two fully autonomous operating cells and make a workshop that operates completely independently: AGVs are used, supplying the drilling cells with stacks from the edge cells that have been processed to completion.

This is how it works: the automated edge cell labels each work piece with an individual bar code; edging of the parts 1 to 4 times; return transport by Loopteq O-600 and de-stacking of the parts by stacking system of the Loopteq O-600.

The AGV then transports the stacks with finished edges to the robot feed station of the CNC robot cell; the robot loads the Drillteq V-500 with the parts with finished edges, then de-stacks the parts with finished drilling/doweling.

The AGV transports the stack with finished edges and drilling/doweling to a buffer and moves an empty load receiver from the robot loading area to the robot de-stacking area.

The AGV transports the next stack with finished edges to the loading area of the CNC robot cell. Simultaneously, additional AGVs load the stacking area of the Loopteq O-600 with a new, empty load receiver.

**Cell advantages**

Homag's ControllerMES production control system is the key to networked communication in the cell. It communicates universally with the individual control systems of the automated edge cell and the CNC robot cell, as well as with the control system of the AGV.

The AGV cell control system is closely connected with a fleet manager, which takes over the entire planning of the AGV driving routes.

Among the advantages of the "autonomous cell" system are combination of process knowledge about wood processing and AGV technology, and material management from one source.

There is flexible interlinking of processing cells: spatial flexibility, no rigid interlinking by roller conveyors. There is fast response time: simple, subsequent changes of the product range and processing sequence are possible.

The system is scalable and modular with subsequent expansion made possible. It is also ready for connection to Homag's Tapio ecosystem.

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# Changing cities into forests



Japanese company aims to create environment-friendly 350-metre high wooden building by 2041

Sumitomo Forestry Co., which celebrated its 70th anniversary of establishment in February this year, is preparing the concept W350 Plan for creating a 350-metre-tall wooden high-rise building in 2041, which will mark the 350th year since the foundation of its business in 1691.

The aim is to create environment-friendly and timber-utilizing cities, where they become forests through increased use of wooden architecture for high-rise buildings. This concept plan has been prepared primarily at Tsukuba Research Institute, Sumitomo Forestry's research and development facility.

The planned structure is a hybrid wood and steel structure made from 90% wooden materials. It will use a braced tube structure, a structural system composed of braced tubes made from columns, beams and braces. A brace is diagonally inserted into the incorporated framework assembled by columns and beams to prevent deformation of the building due to lateral forces such as earthquakes or wind.

Steel frame vibration control braces (diagonal braces) are positioned inside a column-and-beam structure, made from a combination of wood and steel. The outermost side is designed with balconies that continue around all four sides of the building.

The balcony part gives the high-rise building a space in which people can enjoy fresh outside air, rich natural elements and sunshine filtering through foliage. The greenery

## Building Highlights

- Total height: 350 metres (70 floors)
- Building area: 6,500 square metres
- Architectural area: 4,55,000 square metres (over 70 floors)
- Structure: Wood-steel hybrid (internally pure wood)
- Amount of timber: 1,85,000 cubic metres
- Construction cost: Yen 600 billion (US\$ 56 billion)
- Building use: stores, offices, hotels & homes

connects from the ground to the top floors through the balcony part, and it offers a view of biodiversity in an urban setting.

The interior structure is of a pure wood, producing a calm space that exudes the warmth and gentleness of wood.

**W350 Plan**

Changing towns into forests through research and technological development in the fields of resources, materials, and building through technological development of wooden architecture for high-rise buildings. These structures are like a forest, a habitat for living things.

Under this concept, greenery on the earth will contribute to buildings and cities, making over cities as forests. Buildings that are full of greenery will form a network that is linked to the biosphere of living creatures such as wild birds and insects, contributing to the biodiversity of cities.

The use of wooden architecture for high-rise buildings results in increased carbon fixation and expanded demand for timber. The regeneration of forestry can revitalize local

communities and create timber-utilizing cities that offer a comfortable environment.

The amount of timber used in the W350 Plan (1,85,000 cubic metres) is equivalent to approximately 8,000 wooden houses by Sumitomo Forestry. The amount for CO2 fixation as carbon is equivalent to 1,00,000 t-CO2.

The devastation of domestic forests due to insufficient maintenance is becoming a problem. Increased timber demand, Sumitomo feels, will promote replanting and contribute to revitalisation of forestry and local community through producing seedlings to encourage sustainability of forests.

The timber used in high-rise buildings is maintained by replacing parts after a fixed period of time. The replaced timber can be re-processed to be used as housing material, and then changed to new building material.

Waste wood is used as fuel for biomass power generation, and the heat generated during combustion can be used to dry timber and so on, thereby facilitating the cascade utilization of timber.



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# Dovetail Furniture is a 'joint' journey

Meet **Mr. John Mathew** and **Mr. S. Sundar** (see cover), partners in the Bengaluru-based furniture design and manufacturing business that has strived for more than three decades, thrived in its chosen niche, and is now raring to expand. Dhananjay Sardeshpande spoke with Sundar, the Managing Director of Dovetail Furniture, to find out what makes them tick.

**1** *A lifestyle store, such as this of Marks & Spencer, is an example of the coming together of several furniture materials, design knowledge, manufacturing acumen and installation skills.*

A strategic partnership is based on a shared set of values. Nothing exemplifies this as well as the joint venture that John and Sundar have been running for 30-odd years now, and earning quite a good business reputation in the industry.

The value system they share seems to stem from their common background: the Ahmedabad-based National Institute of Design (NID), where John finished his course in furniture design (1982) and where Sundar completed industrial design (1984) before teaming up in Bengaluru to set up a furniture manufacturing venture.

It was with a “princely sum” of Rs. 1 lakh in the form of a loan from the Karnataka State Financial Corporation that John and Sundar bought their first woodworking machines – a bench saw, a thicknesser planer and some hand tools – to operate out of a 2,500-square-foot shed in Koramangala village.

They hired five unskilled men to help them build some furniture samples. “Initially, curious villagers would amble into the shed for a look; but over time they became our skilled carpenters, fitters and machine operators,” Sundar recalls. The year was 1985 and the manufacturing unit was named Studioline Interior Solutions.

### 'Exciting times'

Pay-day came soon enough. A "chance encounter" with the owner of the newly-launched Weekender brand of apparel resulted in their first project: the interiors and fitment for a retail store. Their successful execution led them into doing 50 more stores for the brand across India. That project was also their first taste of shopfit/ retail furniture!

Also in 1986 Sundar, along with a couple of other NID graduates, started a consultancy firm called Tessaract Design. "It was the most exciting time of our lives!" recalls Sundar. "We were doing what we trained for: designing in various materials, for various clients and for a wide range of applications."

From mini-computers for Wipro to washing machines for TVS, nothing was untouchable. Sundar recollects building India's first wet grinder for Elgi, a product still the rage in the market for kitchens.

In 1988 came an opportunity for the complete design and construction of furniture and interiors for the Karnataka State Institute for Rural Development in Mysuru. That project established both designers and their company, Studioline, as serious industry players.

### School furniture

It was followed (1992) by a contract for Aditi Mallya School – the complete design, manufacture and installation of furniture for class rooms, staff rooms and laboratories. It was the precursor to many more school contracts, and the establishment of Studioline's expertise in the school and institutional furniture segment.

The feather in their cap came in 1997, when they won the contract for the entire furniture and interiors of the prestigious National Centre for Biological Sciences, on the Gandhi Krishi Vigyan Kendra campus of the University of Agricultural Sciences in Bengaluru.

This was Studioline's first multi-crore-rupee project, involving metal-wood furniture for all of the institute's lecture halls, laboratories, resource centre, library, and housing for faculty and students.

The school and institutional furniture segment is now standardised, with a catalogue to cater to various needs: from kinder-garten to high school and college, from class room and laboratory furniture to library setup and hostel accommodation.

So far as design and utility go, school furniture ▶

2 *The Dovetail factory in Bengaluru: 45,000 square feet of fabrication space for solid wood, wood-based panels, metal and glass.*





3

3 For its wood-based manufacturing, Dovetail has installed modern saws, thicknesser-planers, spindle molders, a post-forming machine, edge banders and a CNC router.

needs to be ergonomically categorised (for different age groups), has to be sturdy and safe for its users.

### Retail furniture

By 1994 Studioline had crept out of its Koramangala cradle and was running on its legs as Dovetail Furniture when the international apparel brand, Levis, came to India. Tessaract won the contract for store designs of its Asia-Pacific concept of retail stores across India, and Dovetail was well prepared to execute the orders for shopfit.

Around 1998 Tessaract and Dovetail became a part of the core group of companies working for the launch and expansion of Mr. Kishore Biyani's Future Group.

Together they opened hundreds of small stores and malls across India, which included Pantaloons and Big Bazaar. It was also a relationship that lasted a decade, bringing with it business growth, design learning and overcoming manufacturing challenges.

What's so special about retail furniture? It is an exacting task, Sundar says. The key points are the brand image (colour schemes, logos), nature of merchandise (clothes, wines, vehicles, tools), identity (classy, sporty or serious), product cost (affordable or luxury) and the target client (elite or mass consumption).

Until the year 2004, Sundar had one foot in Tessaract, one foot in production in the Dovetail factory. It was time to take stock and reflect on the nature of the company John and Sundar had nurtured thus far. It was also the year that Sunder introduced a management information system (MIS) to help him understand where they stood.

### Taking stock

"In those days we didn't have spread-sheets; as designers we didn't have a head for numbers – but we were sure we wanted to continue to manufacture furniture," Sundar said.

From the initial five employees, Dovetail had grown to 200-plus, had moved to a 2-acre company-owned piece of land in the industrial area, and had 45,000 square feet of factory space. It was also doing business across India and even abroad, notably markets in South-East Asia.

This business growth made it imperative for Dovetail to adopt professional business practices and protocols: direction, strategy, planning, management, role descriptions and corporate structure were sorted with assistance from data captured in the MIS, and professionals were brought in to take on various roles.

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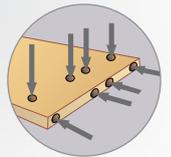
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4 *Dovetail's home furniture from the Natural Range collection.*

professional setup,” Sundar notes, adding that John and he also had to address brand building and making the growth in business sustainable.

### Growth plan

It is clear that Dovetail is a project-oriented company with B2B in its DNA. Dovetail is supporting its retail, school and home furniture segments with its facilities to process solid wood and panels, metal and glass in various finishes.

Its promoters love the project-based approach: developing concepts for the client, adding value through engineering and design, prototyping products, manufacturing and installation – in India and abroad. The company's annual Rs. 25-crore turnover is largely on account of the retail and school furniture segments.

But Sundar is trying to find a connect with the

end consumer in the home and lifestyle segment, the largest segment in an exponentially growing domestic market. According to him this B2C space is being muddled by cut-throat pricing on account of cheap imports, mainly from China and Malaysia.

“The online furniture retailing industry also does not have great margins owing to stiff competition among companies and the huge discounts they offer to customers,” Sundar notes.

But that is where a designer and manufacturer can put his/her creative potential to optimum use to personalise furniture! And that is where Sundar wants to steer his ship. Dovetail Furniture is now open to strategic investments for its growth. “I need investors – Indian or foreign – with a firm plan,” Sundar says. Someone that fits in perfectly, just like a dovetail joint!

4





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## When more can actually cost less!

Correct tooling has made all the difference to quality and profitability to Plain English, a well-known kitchen manufacturer in the UK

Not many people delve into the real cost of tooling like the production manager at bespoke kitchen manufacturer, Plain English. Most would probably throw a wobbly at the total on their tooling bill and switch as fast as possible to a cheaper source.

That's certainly one option – but it's not necessarily going to cut your costs, as research has proved time and again. Leitz talked to the manufacturer about datum tooling – the ability to make tiny adjustments in diameter and height – and redesigned all the tools for Plain English from scratch with precise repeatability.

The kitchen maker's set-up times went from hours to just 15 minutes, from start to finish, even when profiles were changed a lot. After a retrospective analysis of the money that had been wasted over the previous year the UK-based Plain English worked out that its downtime was costing £15 per minute.

### Cost per product

"This exercise was not about finding fault or blame. It was to understand exactly how much cheaper tooling was actually costing us in hold-ups, rectification, down time and setting time," said a spokesman for Plain English. "We saw in black and white the value of tooling, which might initially cost more, but with its higher quality and unparalleled precision, gave us a level of improvement in our process that meant per unit produced, the purchase price of the Leitz tooling was a fraction of other suppliers."

Sales Manager for Leitz, Mr. Brian Maddox, couldn't agree more. "It's so important for companies to know exactly what their manufacturing is costing them per product. We work with international production companies who couldn't see past the amount on the tooling invoice, and we work with small joinery workshops that can account for ▶



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“ **With support from Leitz for our international customers, as well as small joinery workshops, tooling purchases create more efficient production**

– Brian Maddox, Sales Manager, Leitz.

every stage and minute in their production process,” he said.

“In both cases we provide whatever support is needed and work with them on process improvement. As a result, our customers’ tooling purchases create more efficient production.”

Plain English, established in 1992 in Suffolk, has also implemented a continuous improvement programme for its production. It means that all the production staff – from apprentice to paint shop to sales and marketing – regularly meet to discuss current issues. Whenever a decision on tooling is needed, Plain English involves its operators, who have ownership of the problem and its solution.

**Real value**

Taking them to Leitz’s head office and service centre of excellence in Harlow gave them a better understanding of machine tools. Rather than seeing them as pieces of metal to chew through wood, they began to see the real value in the right tool. Many manufacturers make the mistake of buying a machine for a particular job, without involving the tooling company.

At one of these seminars, Plain English also gained a greater understanding about the importance of speed. Running production at the correct speed doesn’t just mean getting product through quicker. In many cases it actually increases the already impressive longevity of the tool both between sharpening services and its overall lifespan, and gives a much better finish quality.

Plain English now spends more on tooling. But the savings it is making per product produced over the life-time of any given tool make the question of price irrelevant. The manufacturer knows it is spending the right money on the right products for the job!

**1** *The value of tooling, which might initially cost more, renders a level of improvement per unit produced.*

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# A phenomenon in Indian woodworking



## 10th edition of international trade fair makes history, setting records for exhibitors, technologies, materials and visitors

Celebrating its 10th edition in Bengaluru (8-12 March, 2018), IndiaWood continues to exemplify the energy and technology that drives the woodworking industry in the Indian sub-continent and beyond.

This year's show brought the highest attendance and participation, proving that the Indian woodworking industry is resilient and poised for great transformation in the coming years.

An exceptional audience from major international woodworking countries was welcomed to the show by Mr. Pradeep Devaiah, Chairman and CEO of PDA Trade Fairs.

Present at the inauguration of the five-day exhibition were Ms. Nina Vaskunlahti, Finland's Ambassador to India; Dr. Francesco



Pensabene, the Italian Trade Commissioner in India; Mr. Pavel Komarov, Deputy Head of Trade Representation of Russia in India; Mr. Ingo Bette, representative of the VDMA (German association of mechanical engineering industry); and Mr. Cliff Chang, Standing Director of the Taiwan Woodworking Machinery Association.

Held at the Bangalore International Exhibition Centre (12-18 March), it featured 867 exhibiting companies (a 40% increase from the 2016 edition) to a sold out show floor of 54,000 square metres, along with more than 63,500 visitors, representing a 25% increase over the 2016 edition.

IndiaWood 2018 attracted more than 100 new companies and brands, in addition to industry leaders. In fact, Ingo of VDMA noted that in the years to come India had the capability to emerge as the largest furniture manufacturing country in the world.

### Leading platform

“For over 20 years now IndiaWood has been a leading platform for the woodworking and furniture manufacturing sector. It is the place to innovate, exchange knowledge, and connect with experts from around the world,” said Mr. Sivakumar Venugopal, Vice-President, PDA Trade Fairs. “The record success of this year’s event is a testament to the value, diversity and depth for which IndiaWood is known and respected.”

The 120-strong group of exhibitors from China was the largest contingent at the show. Chinese participation has been steadily increasing, and this speaks volumes of the business they have been able to generate over the years.

“Most of the exhibitors, including first-time participants, have been able to get orders. We will definitely have more participation from China in the future editions of this event,” said Ms. Tina Tian, who organised the Chinese participation.

The American Hardwood Export Council (AHEC) returned to IndiaWood with eight US-based hardwood and veneer exporters. “Given that the process of shipping US hardwood lumber to India has become easier, there is now even greater interest in buying kiln-dried American hardwood from a growing number of manufacturers,” said Mr. Roderick Wiles, AHEC’s Regional Director.

Mr. Charles Trevor of American Softwood added, “Given the positive projections for India, our participation in IndiaWood was aimed at encouraging the use of American softwood for both internal and external

### Bookings opens for DelhiWood 2019

Space booking for the 6th edition of DelhiWood (13-16 March, 2019) is open. The biennial trade fair for the woodworking and furniture manufacturing sector will be held at the India Expo Centre and Mart, Greater Noida.

DelhiWood 2019 is all set to expand exponentially, from 28,000 square metres of exhibition space in its previous edition to 37,500 square metres. With regular exhibitors inquiring for more space, and many new enquiries flowing in, the organiser has added 9,500 square metres to the show.

DelhiWood 2019 is set to attract more than 30,000 visitors from all over India, neighbouring countries and from across the globe. As the leading platform for this sector, DelhiWood gives buyers a complete overview of the market in all its dimensions.

Evidently, exhibitors who have been here before always come back, they continue to value the strength of DelhiWood as a strategic platform, showcasing important innovations that are currently shaping modern woodworking and the furniture production industries.





projects and increasing awareness of commercially available species.”

**Global presence**

Through strong collaborations with countries seeking to expand their trade presence, IndiaWood dedicated special sections on the show floor to distinct international country pavilions.

The show featured 35 countries and 12 country pavilions which included Canada, China, Finland, France, Germany, Italy, Malaysia, Russia, Sweden, Taiwan, Turkey and the US.

Such an arrangement allows small and medium companies from within select markets to participate in the show with the objective of obtaining direct “face time” with distributors and retailers to secure business.

International buyers also came from Nepal, China, Sri Lanka, the United Arab Emirates, Bhutan, Spain, Bangladesh, Oman, Egypt,

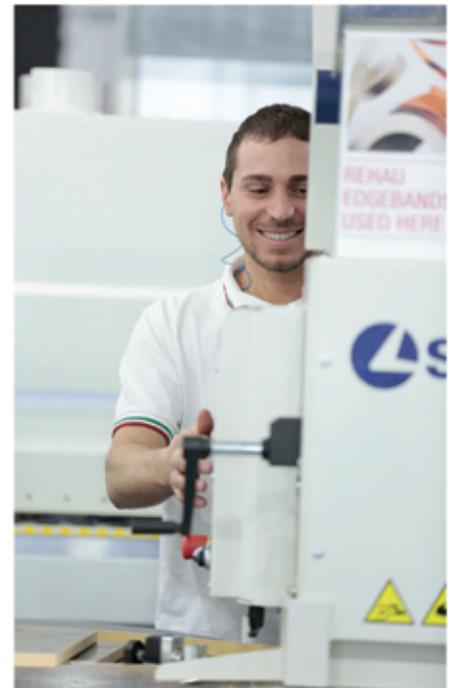
Germany, Indonesia, Malaysia, Singapore, the US, Gabon, Romania, Sweden, Taiwan, Tanzania, Uganda, Afghanistan, Chile, Hong Kong, Israel, South Korea, Luxembourg, New Zealand, Poland, Qatar, Somalia and Suriname.

Indian visitors were drawn to the show from 940 cities from all states and Union territories across the country. They comprised of furniture manufacturers and craftsmen; distributors, dealers and manufacturers of hardware and accessories; plywood and particle board manufacturers and traders; manufacturers of wood-based products; architects, interior designers and builders.

A majority of the visitors came from Karnataka, Tamil Nadu, Kerala, Maharashtra, Telangana, Andhra Pradesh, Gujarat, Delhi National Capital Region, Rajasthan, Haryana, West Bengal and Uttar Pradesh.

There were hundreds more from Madhya Pradesh, Chhattisgarh, Punjab, Odisha, Goa, ▶





Jharkhand, Bihar, Pondicherry, Assam, Uttarakhand, Himachal Pradesh, Chandigarh, and the north-eastern states of Nagaland, Manipur, Tripura, Meghalaya, Arunachal Pradesh, Mizoram and Sikkim.

**Support & promotion**

IndiaWood continued to attract the trust and support of industry stakeholders and associations, chief among them being Eumabois, the federation of 14 national associations of woodworking technology and accessory manufacturers in Europe.

The Export Promotion Council for Handicrafts (EPCH), the Indian Laminate Manufacturers' Association (ILMA), the Indian Plywood Industries Research and Training Institute

Staying connected during the show was easier than ever this time. Over 4,000 visitors downloaded the new IndiaWood smartphone app, which helped find exhibitors and a quick registration process to the show.

IndiaWood is seen as a driving force in bringing the industry together, acting as an ultimate platform for networking, sharing new and latest in furniture production technologies, products, and cultivating new business relationships. Encompassing all sectors of the woodworking and furniture manufacturing industry under one venue, it remains the single most important forum for the industry in Asia and is well identified amongst the top 5 woodworking exhibitions in the world.



(IPIRTI), the Institute of Wood Science and Technology (IWST), the American Hardwood Export Council (AHEC) and the Association of Furniture Manufacturers and Traders (AFMT) also extended their support to the show.

IndiaWood 2018 also created tremendous interest and press coverage in both regional and national media in India – which generated coverage in 507 daily newspapers across 66 cities in 16 states.

Content-based social media campaign on Facebook and Twitter were utilised to keep the industry engaged in the exhibition, which generated a reach of more than 71,47,102 views and 43,288 reactions, comments, shares and views.

This digital media reach indicates that the industry will no longer remain an unorganised sector and is engaging the younger generation's interest towards furniture manufacturing and the business opportunities it offers.



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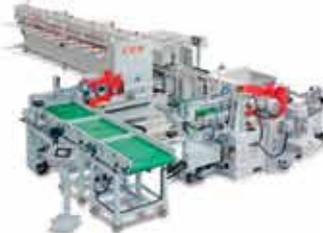
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Turning Wood To Dreams...

## Felder CNC takes a big leap forward



At IndiaWood this year, Felder showcased its range of machines catering to small workshops as well as large scale industries.

One could find its wide range of panel saws, planer thickensers, multi boring machines, band saws, sanders, spindle moulders, high-end edge banders, beam saws, CNC drilling and CNC workstations.

Undoubtedly, the winning product of the show was the Tempora 60.06EL high-end edge bander, which highly impressed each and every visitor at the stall. The power of

advantEdge aggregate enabled users to experience invisible joints on edges.

A perfect combination of price and performance, the Tempora range of edge banders are conceptualised, designed, and built to work around the idea of saving time. This means fewer machine settings, no reworks, zero wastage – plus an incredibly perfect edge.

Another highlight of the show was a special CNC industrial zone which showcased the Kappa automatic classic (beam saw), C-express 920 Classic (CNC drilling) and the Profit H300 (CNC workstation).

It was clear from the response and feedback of the customers that the Felder industrial CNC range of machines are a perfect combination of a European manufactured machine that perfectly suits woodworking needs of the Indian markets.

The theme of the year for the Felder Group is about taking the production to the next level for all its customers. This is supported by technological advancements of products, increased infrastructure support, close proximity to customers and a team that provides solutions that exactly match the customers' requirements.

## Wood from Finland kicks off in India



**1** (L-R) Finnish Ambassador to India, Ms. Nina Vaskunlahti; Advisor to the Ministry of Employment and Economy, Mr. Reima Sutinen; and Managing Director of PDA Trade Fairs, Mr. S. Srinivasan, inaugurate the 'Wood from Finland' stalls at IndiaWood 2018. Looking on is Mr. Kai Merivouri (extreme left), Managing Director of the Federation of Finnish Saw Mills.

IndiaWood 2018 marked the kick-start of the involvement of Finnish private sawmills in the Indian market. To celebrate the successful start in India, the 'Wood from Finland' booth was inaugurated by Finnish Ambassador to India, Ms. Nina Vaskunlahti.

Finnish sawmills consider India as highly promising market for Finnish softwood. A 34-member high-power team from Finland that attended IndiaWood 2018 indicated the eagerness to start business activities in the Indian market.

All the exhibitors are part of the Finnish saw mills association, who together produce 60% of the country's timber. The private sector owns 60% of the area of forests, the state 26% and the forest industry 9%.

"IndiaWood 2018 was interesting and useful event for us, as it was practically our first contact to Indian sawn timber market. We received useful information about the market and its business culture. The first business ▶



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\*Total Working life also depends on quality of regrinding.

deals were also signed with Indian buyers," beamed Mr. Pasi Martikainen, Managing Director of Arbonaut.

Throughout the exhibition, the presence of softwood was very prominent and several strong softwood markets promoted their wood in an impressive manner. As the supply of hardwood has decreased due to environmental concerns, softwood could offer good alternative for several end uses.

Mr. Eetu Einio, Sales manager for Versowood OY noted, "We see India activity increasing every day. Business is still rather small, but we are seeing volumes to grow in the near future."

Of the 12 million cubic metres of Finish softwood produced last year 9 million cubic

metres was exported. Forest product form 20% of the country's exports and is currently valued at 2 billion Euros.

"The market structure has changed substantially during the last 5-10 years," said Mr. Kai Merivuori, Managing Director of the Timber Exporters' Association. "We are here to study the Indian market. Last year Finnish companies were able to export only 4,000 cubic metres to India; but the market is developing fast and new drivers are changing trade flow dynamics."

The cost of production in Finland is high and so it would be necessary to focus on the higher segment and speciality timber that goes into the furniture industry or the joinery industry for doors, windows, stairs and also flooring and exterior and interior cladding.



## Hettich launches mortise locking solutions

The picture of doors without handles is not only difficult to envisage but is also practically unviable. Doors and handles share a relationship of interdependency with both lending support to one another.

Considering the indispensable importance of handle and knobs, Hettich has come up with an exciting range of mortise handles and locks to be used at different scenarios.

There is perhaps hardly any other device used extensively as a handle or a door latch. Be it home, work place or commercial space, the usage cannot be undermined. It is the very first object of contact at the entrance to any given location.

Hettich's mortise door handles is a set of handles, lock body and Euro-profile cylinders in four versions under the brand 'Prolock'. These are essentially a suave range of handles with friction bearing technology. The steel base rose and return spring ensure a proper and a stable fixing on the door.

They are characterised by 8-mm spindle with restoring spring. The handles are available in

steel base with silver finish and support left/right same version and are perfect for door material of steel, wooden and profile framed.

The economic bearing is perfect for interior doors in public buildings and private houses. The product has been subjected to 2,00,000 test cycles.

The Prolock basic version is available in different designs, with each design offering a palette of handle set, and handle with WC bathroom set.

### Exciting designs

Hettich has come up with additional exciting design oriented handles: the classic version for apartment doors and is a two-piece rosette handle available with a handle or a round or a flat knob. The rosette that goes with it comes in warded lock, oval hole or profile cylinder versions.

There are oval rosette handles for steel, plastic or aluminum profile frame doors that permit mounting of the handle onto narrow frame profiles, which reduce the risk of hand injury.

Long- and short-plate handles (where the handle and key hole are covered by a single continuous plate) are suitable for wear and tear such as in schools. Protective handles on exterior for break-in security and a range of classical door window handles for uniform semblance in stainless steel add charm to the décor.

Be it at home, office, public places or a sports stadium, Hettich has its technology reaching out to any given sector. With the decorous collection of its mortise knobs and handles in a variety of patterns and specifications, its technology and aesthetics fulfill the needs of the doorstep!

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# US softwood imports jump to \$24 million



1

**1** Southern Yellow Pine dominated exports, accounting for approximately 85% of all US softwood lumber exports to India.

Total exports of US softwood lumber to India reached a value of US\$ 24.25 million in 2017, according to American Softwoods (AMSO), the promotional partnership formed by three major US softwood trade associations.

The statistics, which have been compiled from the latest data released from the United States Department of Agriculture (USDA), reveal a whopping increase in value of 165% over corresponding figures for the year 2016.

AMSO was present at IndiaWood 2018 along with nine US-based softwood exporters, who are all interested to do business in India.

Exports of Southern Yellow Pine jumped from US\$ 5.997 million in 2016 to US\$ 20.624 million

last year, while the value of lodgepole Pine exports increased from US\$ 7,000 to US\$ 1.203 million in the same time frame.

In terms of species, Southern Yellow Pine dominated exports, accounting for approximately 85% of all US softwood lumber exports to India.

American softwoods have many uses, including concrete forming; structural uses including wood framing for residential and light commercial buildings up to five storeys high; outdoor uses such as walkways, bridges, cladding, decks, marinas and playground equipment; and in joinery for windows and doors, furniture, cabinetry, flooring, molding, paneling and staircases.

According to Mr. Charles Trevor, Consultant to AMSO, "India's organised furniture industry is expected to grow 20% per annum over the next few years and is projected to cross US\$ 32 billion by 2020. The online home decor market in India is also projected to grow at a CAGR of 50.42%, while the luxury furniture market is expected to grow at a CAGR of 4.1%."

AMSO is a promotional partnership formed by major US softwood trade associations: the Southern Forest Products Association (SFPA), the Softwood Export Council (SEC) and the Engineered Wood Products Association (APA). For more information visit [www.americansoftwoods.com](http://www.americansoftwoods.com).

## WPC picks up traction in markets

It is a well-known fact that extensive use of plastic and wood products has been a main environmental concern. Various attempts have been adopted to develop a product that can be a complete substitute to them.

Researchers have developed WPC, which is a composite of wood powder, organic fibers and virgin polymer. It has gained popularity over the last decade because of its environment-friendly properties, highly durability and strength, and low maintenance.

WPC products are increasingly replacing many conventional products in different applications. Ecoste is India's oldest WPC manufacturer, with a well-established track record and unrelenting insistence on the quality of its products.

Its 80,000-square-foot production unit is

located in the Delhi-Sonepat (Haryana) border, with three extrusion lines and an annual production capacity of 5,000 tonnes. It is a completely automated plant.

Among Ecoste's products are WPC boards (substitute for plywood and water-proof ply), grills (substitute for GRC/ FRP/ MDF and cement grills), decorative wall panels for interiors, WPC solid doors (substitute for wooden flush doors), WPC solid door and window frames (substitute for wood and uPVC).

Ecoste has more than 30 displays studios across India and many more distributors in all states. The Ecoste team comprises of 100 dedicated members who aim to promote green living and help conserve energy and resources.

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# Homlot: changing paradigm in supply chain, logistics



The supply chain in India is a hotchpotch, where companies like Homlot are working to create a sustainable competitive advantage through technology and innovation for consumer durables segment. Homlot claims that it is India's first omni-channel wholesale supplier of home furnishing products which intends to address the complex supply chain and customised pricing challenges faced by home improvement industry through use of innovative technologies like artificial intelligence (AI) and big data blocks.

Homlot aims at making the home furnishing product industry organised in terms of procuring the products efficiently and by project basis as needed, at the prices each

business owners deserves. The product managers and merchandisers of the company choose materials beyond just business metrics.

For example, they strictly procure and give to the customers, materials that are eco-friendly and have no added urea formaldehyde, are ISI-certified, with upfront GST bills.

In order to reduce the wastage of board materials, Homlot provides small and medium business owners access to their computerised cutlist and material optimisation services to reduce the wastage of products and save at least 20% on material and labour costs.

Homlot also gives relief to business owners from the conventional method of requesting quotations for their material requirements, or making last-minute procurement runs. The company has AI-driven pricing engine and easy online shopping method of purchasing the products, which enables customers to shop at ease from their production or project floor.

“At Homlot we believe in lean manufacturing concept. With multi-echelon inventory optimisation and logistics the company intends to bring the consumer prices down by a minimum of 5% by next year,” says Mr. Prasad Bollineni, CEO of Homlot.com.

## Jai Industries meets with record success



IndiaWood 2018 was a remarkable event for Jai Industries: the company had lined up very many happenings and offerings to mark it. New machine launches were the main attractions at the 5-day show in Bengaluru.

Jai Industries stall was divided into two sections: one was for Jai's Modula range of panel processing machinery, and the second for Jai's WudPro range of solid wood machinery. The Jai enclave remained populated with visitors at all the time.

Visitors were able to see unbeatable wide range, varied machines in variable models; from basic entry level to feature-rich high-end models in both sections. There were ongoing live demos, informative and impressive communication display, service and marketing personnel on their toes to guide customers for selection of machines according to their requirement and budget.

In addition, Jai's dealers and distributors from all over India, representing various states and cities, were also present, making customers' present and future deals very convenient and friendly.

Combined with Jai Industries' record of 5,00,000 machines installed across India, combined with its reputation as the best service provider, Jai got a record number of orders and inquiries (including many from overseas) at IndiaWood 2018.



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# What to take away from IndiaWood 2018?



When you visited Wood India 201, you must have been amazed by the huge machines and impressive wood processing technologies showcased there. As a professional and a businessman you will also have noticed what it will take to maintain all these machines.

You need people with the right skills and expertise; you need the right materials; and you need the quality spare parts to keep all the machinery in motion. All these big machines basically consist of many small parts that need maintenance and replacing on a regular basis.

This is where SparesIndustrial comes in: it provides spare parts for the wood industry. But it is also a 'sparring' partner: its team can advise you on how to replace parts, on what timeline, and what your best options are.

With more than 4,000 visitors to the SparesIndustrial stall at IndiaWood, it is clear to the company that many people recognise the importance of this extra service to the industry.

The glue spreader kit and the hot press spares segment draw a lot of attention, as did the pressure clamps. SparesIndustrial has solutions for all the top machinery brands in the wood processing industry.

A good example of its additional products are dust collectors. Every machine needs one, and SparesIndustrial can help with collectors with a variety of specifications. SparesIndustrial think with its customers, like sparring partners do! For more information, visit [www.sparesindustrial.com](http://www.sparesindustrial.com).

## Sweden's spruce-pine combo eyes India market



Swedish sawn timber consists mainly of two conifer species: Spruce (*Picea abies*) and Pine (*Pinus sylvestris*). Swedish pine is mainly used for interior decoration and Swedish spruce is mainly used as a construction material (for example as glulam).

After planing and polishing Swedish pine displays a velvet-like surface. It is then easily glued into different products and surface treated. The surface of Swedish pine offers endless aesthetic possibilities: brushed, sanded or carved to give the wood different textures.

Swedish pine is a material that is suited for both handicrafts and industrial production of products like furniture, doors and windows. The Swedish saw mill companies can deliver

wood adapted to the needs of the industry: wood with a consistent quality, precise dimensions and low moisture content.

The total annual production of sawn and planed timber in Sweden is 18 million cubic metres, of which 13 million cubic metres is exported, making Sweden the third-largest exporter in the world by volume.

The Swedish Wood booth at IndiaWood was both a place for business meetings between fair visitors and representatives from the Swedish saw mill companies, and an exhibition about Swedish timber showcasing its uses and qualities.

The following Swedish saw mill companies were represented in the booth: Holmen Timber, Martinsons, Moelven, Norra Timber, Norrskog Wood Products, SCA Timber, Setra Group, Siljan Timber and Sodra.

Swedish Wood also participated in the 'Timber Forum' held on 10 March, throwing light on inspiration and usage of Swedish wood in design and architecture, technical information about the characteristics of Swedish wood species.

The goal is to increase the use of wood in Sweden and in selected international markets through information and inspiration.

For more information, write to Ms. Charlotte Dedye Apelgren, Director (Interior & Design) at [charlotte.apelgren@swedishwood.se](mailto:charlotte.apelgren@swedishwood.se).



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## Writing poetry in wood

To create a platform for all timber users, *WoodNews* organized the first 'Timber Forum' on 10 March, alongside IndiaWood 2018 in Bengaluru. The aim was to get all stakeholders – suppliers, processors and consumers alike – to discuss the opportunities and challenges in the use of timber, tree species and their properties, as well as functional and aesthetic usage in different segments.

**Mr. N. Mahesh**, an award-winning architect from Thiruvananthapuram (Kerala) who has more than four decades' experience in practice and academics, dwelt on 'Versatility of Timber' as the Keynote Speaker. The event recorded an audience of more than 200 participants: architects and interior designers, furniture manufacturers and timber traders, teaching faculty from prominent institutes and other woodworking professionals. Excerpts from the lecture-presentation:

Wood architecture is "soft" architecture because timber itself is soft, versatile and lends itself to erecting capacious structures. By its very nature timber has been proved to having a calming and healthy effect on humans.

It is not just floors, cladding and decorative embellishments; but a building's timber support structures can be crafted and manicured to infuse beauty into the noble character already present in wood.

Moreover, wood is a natural and sustainable material that can outdo even steel and concrete in terms of strength and its minuscule carbon footprint. This comes from the experience I have gained from more than 30 hotels and resorts that I have designed and constructed in India and abroad.

Wood can be used for pillars and beams, roofs and skylights, decks and floors, doors and windows, staircases and signage, fittings and cladding, decorative artifacts, utility tools and even the bullock-carts of yore.... Literally, the sky is the limit.

### Missing forests

I paraphrase the author, Thomas Friedman: "Timber is cradle-to-cradle material, whereas steel and concrete are cradle-to-grave materials". The ways in which timber can be used and reused are too many to recount to the audience of professionals and experts present here.

India also had a very rich and varied culture of application of wood in construction. However, over the centuries we have forgotten its advantages; we have succumbed

1 The keynote lecture on 'Versatility of Timber' recorded an audience of more than 200 participants.



## Canadian Wood

The not-for-profit Forestry Innovation Consulting-India (FII), based in Mumbai, offers technical assistance and support to Indian furniture manufacturers, builders, architects and interior designers to identify the right variety and grade of Canadian softwood lumber. It also helps establish channels for steady supply of wood from the province of British Columbia ([www.canadianwood.in](http://www.canadianwood.in)).

*Mr. Peter Bradfield, Technical Advisor (Wood Products) with FII-India, spoke on 'Creative solutions in Canadian timber'.*

to the lure of steel, concrete and glass. Even today, where many among us are aware of the benefits of wood, this carbon-sequestering material still remains under-specified and under-utilised.

It is a sad reflection on our culture to see our pristine forests fall and disappear under the axe of a section of greedy, unethical and unrepentant businessmen. It is sadder to note that a civilization as old India has never had a reforestation policy that restores wealth to the land.

Look at Malaysia, Indonesia, Myanmar and Brazil: they all primarily depend on timber for their wealth. Their forests yield tremendous wealth (in the form of timber) every 20 years or so. For them their forests are like the legendary Kamadhenu (the cow that supplies nutritious milk and riches). Sadly again, we in India prefer bottled milk!

### Recreating wealth

In India we have no national policy on wood. That is why our policies on forests keep dithering from one aim to another. Our outlook and attitude to wood are not conducive to a culture of forest rejuvenation and reforestation. That said, there is no denying the fact that India requires enormous quantities of good and suitable timber to meet its domestic demand.

We need a national policy to make our forest wealth sustainable; we need to have access to

legal and certified 'made-in-India' timber resources. I am sure that if we succeed in changing our mindsets and policies, and take steps to rejuvenate our forests, in the long run India can earn more foreign exchange from them than what we now make from the software sector.

I look forward to inputs from furniture manufacturers, timber consumers, the scientific community and educational institutions to prepare a 'white paper' to urge the government to formulate a policy for sustainable development of our forest wealth. Rejuvenation of and reforestation makes enormous economic sense in the long run. ▶

❏ *No software can bring out the beauty of wood construction: it needs human creativity.*





## For Malaysia, Indonesia and Brazil their forests are like Kamadhenu. Why do we Indians settle for bottled milk?

– N. Mahesh



### Swedish Wood

A department within the Swedish Forest Industries Federation, Swedish Wood is supported by Swedish saw millers and glulam manufacturers. It spreads knowledge, provides inspiration and encourages development relating to wood products and construction ([www.swedishwood.com/india](http://www.swedishwood.com/india)).

*Ms. Charlotte Apelgren, Director (Interiors & Design) with Swedish Wood, spoke on 'Wood from Sweden as a versatile and sustainable material'.*

3 Timber in architecture lends itself to erecting capacious structures.

### Drawing board

There is no software available to bring out the beauty and creativity in timber: a wooden structure has to be designed manually! Modern architects are often at a loss when designing in wood, where all they need is to follow basic principles of wood engineering.

Follow the well-researched and time-tested fundamentals and understand the material, then pick up your pencils, use your scales and hit the drawing boards to write poems or create music with wood.

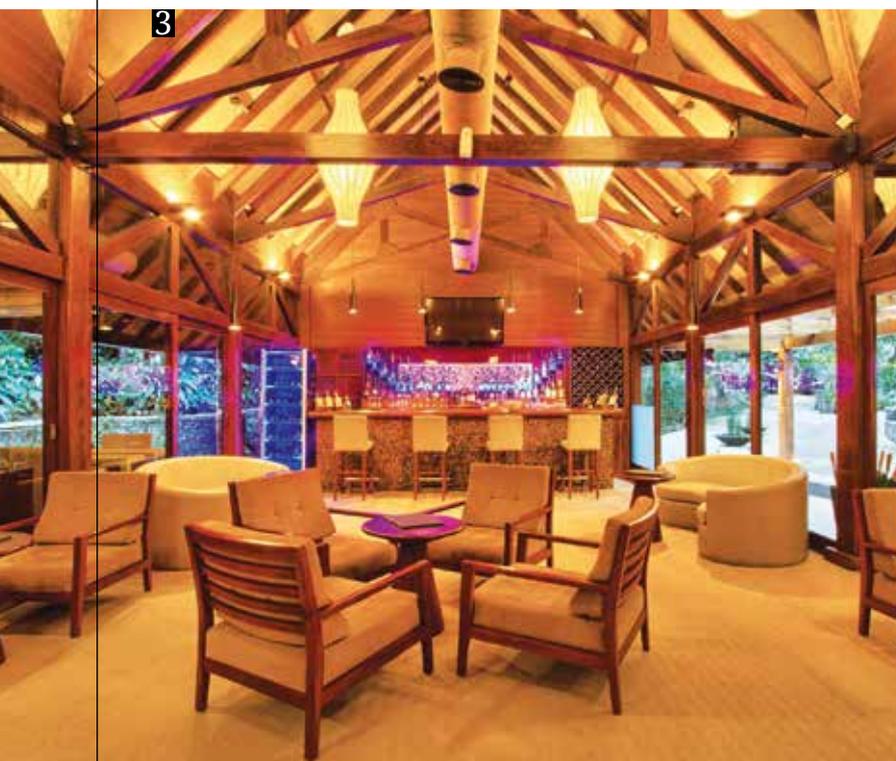
It helps if architects also follow some basic tenets: as far as possible, reuse and recycle – and wood lends itself easily to such purpose. Other manners in which to reduce the carbon footprint of your building or project are to leave the original landscape undisturbed, and to source locally available material for roofs, floors and embellishments.

The architect can be contacted on [mahesh@iyermaesh.com](mailto:mahesh@iyermaesh.com).

### Russian Export Centre

The state-funded institution of the Russian Federation offers services for exporters with financial and non-financial assistance. The one-stop-shop is supported by the Russian Agency for Export Credits and Investment Insurance and RosExImBank ([www.exportcenter.ru](http://www.exportcenter.ru)).

*Mr. Oleg Numerov, Executive Director of the Association of Furniture and Woodworking Enterprises of Russia, made a presentation on 'Business opportunities with Russian partners'.*



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## Jai Industries Gujarat, India

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# Wood experts extoll 'character' of renewable material



1

Going by the immense interest generated by pre-registration for the Timber Forum, *WoodNews* magazine organised a panel discussion on 10 March, on 'Versatility of Timber in Furniture Manufacturing, Building Construction and Interior Design'. It was helmed by Mr. Sandeep Mukherjee, furniture design expert with R Square Consulting. Excerpts from the proceedings:

1 The panel discussion on 'Versatility of Timber in Furniture Manufacturing, Building Construction and Interior Design' was helmed by Mr. Sandeep Mukherjee, furniture design expert with R Square Consulting.

All of you have been working closely with wood. What is the reason?

**Nivsarkar:** Wood has character as compared to steel and other construction material. Moreover, it is a renewable resource with the lowest carbon footprint, and can be sustainably grown and harvested.

*Any specific reason why the real estate construction industry has started using uPVC instead of wood?*

**Srinivasan:** Wood was initially very much the preferred material being used by us. However, when large apartment blocks were built, our requirements soared to something like 15,000 doors and windows. Builders had a tough time sourcing these quantities. To speed up construction commercial readymade uPVC or aluminium windows then became popular.

*As a manufacturer could you give your perspective on this from the other side?*

**Sharma:** We started manufacturing high quality windows and doors systems and we started with the traditional teak. The reason I believe in timber for construction is that it is infinitely renewable and the greenest material. The problem is we do not study the technology and processes and implement it correctly. We were the first in India to make door and window systems using glulam timber imported from Canada.

*Ikea uses pine and beech. Do you source local timber in the countries that you work in?*

**Sanan:** Everyone is in agreement that wood is a must. What is important is that everything that Ikea uses is certified, and FSC certification is a starting point for us. Yes, Ikea has been

looking at local species in most countries, and in India we have already looking at rubber wood. We have been looking at Melia dubia and Grevillea robusta that are available in plantations. But the biggest potential that we see today in India is bamboo, which has been redefined a grass now. In future bamboo will contribute a lot to give expression to people's homes.

*Is Ikea looking at other local species like Acacia mangium and Melia dubia?*

**Sanan:** We are looking at Acacia and we are already working with Mango for the past couple of years. But the biggest challenge today for us is to get FSC-certified Mango trees. That is why we are trying to work with the Union and state governments to find out how we can support these plantations to get certified.

*Would you like to tell us about agro forestry in general and Melia dubia in particular?*

**Gopi:** Agro forestry in India has never been considered as a main business; it has not been a source of income for farmers as nobody has taken it seriously. I started a pilot project planting Melia dubia, growing it as a mainstream project and in a professional manner, like they do in countries such as New Zealand. At the end of the sixth year we hope to see the trees ready for harvesting. Initially it can be used for plywood; but if allowed to grow for 9 years, the timber can be used for furniture.

*The craftsmen in Channapatna have been using small machines with interesting results. What is their thinking process? Have they ever tried other wood species?*

**Kadidal:** The artisans of Channapatna use a species called Ritter tutorial ('Hadimarra' in Kannada), a soft wood that lends itself easily to be turned on the lathe. They also use vegetable dyes that are child-safe and non-toxic. Now they also use wood from Mango, Melia dubia (Hebbavvu in Kannada), and Jackfruit for toys that are not turned on the lathe. For educational aids such as jigsaw puzzles, they use Pine, Beech and Silver Oak; and Neem for making kitchen accessories.

*Do you see any design intervention in a sensitive way?*

**Kadidal:** Certainly! When you compare the machine-made products from China for instance, we are far ahead in terms of scale. That 'Indianness' in our product is something you can't get anywhere else in the world; and that Indian element should be retained – that is what any craft is all about.

*You are into kitchen design and making furniture in a very boutique environment. What has been your experience in working with species like Beech, Pine and teak?*

**Nivsarkar:** I have used Pine and I have used White ▶

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Among the expert participants were (L-R) Architect Shrikant Nivsarkar, a member of the India Design Council; Mr. Sandeep Sanan, Business Head for Ikea India; Mr. Shrikanth Srinivasan, President (Procurement & Contracts) with Purvankara Projects; Ms. Sreekala Kadidal, CEO of Channapatna Crafts Park; Mr. Vivek Sharma, Director of Artius Interior Products; and Mr. T. Gopi, who has recently ventured into agro-forestry.

Cedar and Rubber wood; I have used teak and I have used recycled teak. I have also used mahogany in days gone by. All those species are slowly vanishing. However, during British rule over India, the Forest Research Institute listed about 6,000 common species of commercial timber available in India!

I think the whole issue is at multiple levels: it is not linear. But if you want to club it then I would do so under three categories: education, advocacy and promotion at various levels – at the government level, local or social level and designer level.

*For many years now Ikea has been trying to understand the Indian market vis-a-vis China. What is the difference?*

**Sanan:** For some years now Ikea has been visiting people's homes in India to try and understand what are their needs are. What has emerged is that Indian customers are the most quality-conscious in the world! Of course, they still have the concept of 'Paisa vasool'; but there is a lot of awareness about quality.

*Could you give us some insight into the type of customers you get and what they are looking for?*

**Sharma:** India is a populous country awash with aspirations. If anything new has to be introduced, it has to come in top-down, from the cream of society, and later you can see its cascading effect. Earlier doors and windows were being imported, but after I started manufacturing them, I have been meeting that need. I can safely say that Italian and German companies are finding it difficult to compete, especially in North India. We have been meeting international quality standards; we have designed our products keeping Indian sensibilities in mind. Today we are an

expensive company; but then you can bring in less expensive products to cater to the lower economic strata of society.

*Some advice for people who are either starting up in the furniture industry, looking at scaling up operations, or diversifying?*

**Gopi:** I have seen manufacturers mature and target specific segments of the market: some focus on kitchens, others only on wardrobes. For new entrepreneurs it is always difficult to decide what they should get into. They have to do their homework and study what segments they want to get into; then start manufacturing.

*Ikea is sourcing furniture from India. Could you advise people who are interested?*

**Sanan:** India is a big market with a lot of opportunities. The organised sector is also growing now; but for them to get into a world class manufacturing they have to start focussing on certain segments and have to create the infrastructure for volumes. Ikea is very familiar with the Indian environment, in terms of production, manufacturing and the culture. Ikea is starting with four suppliers this year, and we would like to continue to focus on 'Made in India'.

*Do you see your craftsmen getting more into mechanisation?*

**Kadidal:** Earlier I was against mechanisation; but I found that a lot of our artisans were not able to meet the growing orders they had bagged. The infrastructure we have in Channapatna is spread over 10,000 square feet of woodworking area, and we have some of the best woodworking machines. We are also requesting entities like Purvankara (builder) and Ikea (retailer) to explore working with our artisans. We have 20 manufacturing units coming up within the park, so mechanisation is important.



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# Holz-Handwerk, Fensterbau Frontale take pole positions



The exhibition pairing of Holz-Handwerk and Fensterbau Frontale at the Exhibition Centre in Nuremberg (Germany) achieved record numbers for visitors and countries of origin this year: more than 1,300 exhibitors from 42 countries.

Between 21-24 March 2018, the combined exhibition event attracted more than 1,10,000 international experts from the wood and window industries from 123 countries.

There was an excellent range of products and information, and top quality and numbers for both exhibitors and visitors. Current industry topics were carefully prepared to provide a

wealth of information in the supporting programme.

Exhibitors at Holz-Handwerk displayed woodworking machinery, electrical and pneumatic tools, grinding and polishing aids, finishing equipment, software and organisation programs, disposal technology, fixing equipment and hardware, components, semi-finished materials, finished components for furniture making and interior finishing, wood, engineered timber and materials, environmental protection and industrial safety.

## Doors & windows

The trade show on 'Window, Door, Facade' surpassed itself in two regards: a total of 814 exhibitors made use of more than 64,000 square metres of exhibition space.

On display were profiles for facades, windows/French doors, gates, doors and conservatories; semi-finished products, materials, production aids, coatings and sealants; wood and engineered timber, adhesives, cleaners, abrasives, glazing block systems; shading and ventilation technology; glass products, hardware, doors and fixings; and security technology.

The next exhibition pairing in the series will take place at the Exhibition Centre in Nuremberg from 18-21 March, 2020.



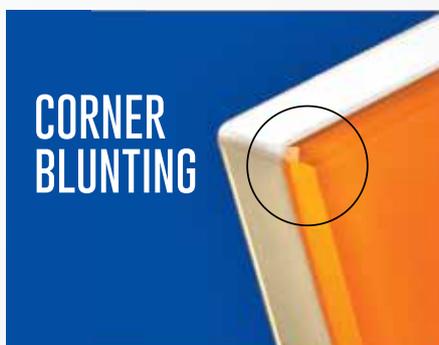
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# CIFF places the focus on people



The 41st edition of the China International Furniture Fair (CIFF), divided into two phases, was held from 18-21 March and from 28-31 March in Guangzhou. It showcased countless new products, reflecting the face of a China that is changing rapidly: a China that is increasingly looking to quality, design, innovation and to protected social categories, such as the elderly.

Phase two of CIFF (28-31 March), was dedicated to office furniture and seating, hotel furnishing, metal furniture, furniture for public spaces and waiting areas, accessories, materials and machinery for the furniture industry, inaugurating the sector dedicated to furniture for the elderly and tackling the Smart Office topic in depth.

The office furniture sector is becoming increasingly successful at CIFF, which is focussing evermore on this area. People work! They work a lot and they work hard, particularly if their bodies are comfortable. It has been clearly demonstrated that efficiency requires comfortable spaces that create a sense of wellbeing.

The continuous growth recorded by the domestic Chinese market has allowed this sector to develop further, encouraging companies to invest, not simply in terms of study and research, but also by improving the design and quality of materials and finish.

## Intelligent office

To expert eyes it is clear that the growth in the office sector has been accompanied by a great

deal of research into the Internet of Things; objects that can interact directly with people.

In effect, with life becoming increasingly fast-paced, and with very little time available, there is an increasing need for objects that are intelligent, programmable and able to ensure high-level office-people interaction.

Attractive and comfortable solutions, genuine answers to the tangible needs of senior citizens: this was the primary theme at CIFF.

This sector has for many years been somewhat neglected, not simply in terms of quantity, product range or applied technology, but also and particularly in terms of comfort. At CIFF this year one pavilion was entirely dedicated to the topic of the elderly, and the stand-out furniture items providing support to both the body and the spirit of those who are no longer young.

Furniture providing high-level comfort is of the greatest importance for waiting areas. In fact, waiting for planes or trains for extensive periods of time in precarious conditions causes considerable stress. This timeless topic was also addressed by the range of items proposed for the school sector.

CIFF has always given space to the metal furniture sector; high-performance cupboards and safes. This year, as part of the 'Steel Boutique Pavilion', there were full ranges of high-technology intelligent lock furniture that can ensure usability and unparalleled security levels.

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# More than a smart (sur)face

The world's first AI-powered solutions company builds the smartest desk in the US



1

1 *Interacting with the SmartDesk3 teaches it the user's priorities, anticipates his/her needs and suggests the most efficient way to get things done.*

Artificial intelligence (AI) company Autonomous launched its SmartDesk 3, the world's most powerful AI-powered standing desk, late last year. Designed to anticipate a user's needs, the SmartDesk3 is the first in the world that enables users to work smarter by taking care of everyday tasks.

"SmartDesk3 brings the office into the 21st century, creating a work place that is dynamic and responsive to your needs," says Mr. Duy Huynh, Founder and CEO of Autonomous, "which is consistent with our commitment to build products for the office of the future."

Standard in all traditional motorized sit-to-stand desks are the electric up-and-down controls. But the new SmartDesk3 features an integrated display powered by the Autonomous Smart Office AI that can control your music, order you lunch, request a cab, or just give the user advice on when to take a break.

## Up or down?

An activity log tells the user how long s/he has been working, sitting or standing and suggests him/her to sit or stand. Spotify, Nest and more can all be adjusted. And as the SmartDesk3 learns the user's preferences, it will make further adjustments for optimise work and relaxation.

The desk will notify the user of upcoming meetings through integrations with Google Suite to keep him/her on time throughout the day. The user never needs to memorise an application shortcut again, thanks to contextual shortcuts that work with the computer's software.

Lunch suggestions and instant delivery with integration with service providers; and a one-touch booking of a cab ride is also on its menu. The Autonomous SmartDesk3 is priced at \$549 in the US.

Launched in 2015, Autonomous' team of software and hardware engineers and designers has created technology powered office products that re-think working and productivity with the marrying of software and hardware in the office.

## Body language

Seamlessly built into the SmartDesk3's desktop is a sleek 7-inch touchscreen that unlocks an interactive, intelligent interface. SmartDesk3 has beauty, brains and brawn.

It is a fast learner and a great multi-tasker, powerfully built out of industrial steel and scratch-resistant wood. It is designed to move silently, perform efficiently, and help you make the most of the user's day.

SmartDesk3 is designed to save time and pain. Interacting with the desk teaches it the user's priorities, so that it is able to anticipate his/her needs and suggest the most efficient way to get things done.

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moves and lives, it recommends shortcuts to help him/her enhance productivity and improve health. SmartDesk3 creates quick fixes that work long term.

Burnout in the brain starts in the feet. Throughout the day, SmartDesk3 anticipates when the user may get tired and suggests standing up or sitting down to keep him/her healthy and alert. The new AI assistant makes it easy to combat burnout by reminding the user at regular intervals to stay active, hydrated and rested – all without compromising his/her productivity, workflow and focus.

**Technical data**

It syncs seamlessly with other devices to streamline the workspace and de-clutter the mind. Integrated with Nest, Lix, Uber, Delivery.com and more, it's designed to solve all trivial needs and keep the user focused on doing what s/he does best.

The SmartDesk3 is powered by two linear actuators that lift and lower the desk to the required height. The signature dual-motor is durable, powerful and whisper-quiet. It also supports multiple monitors, gliding from its lowest to highest extension (24-50 inches) in approximately 12 seconds.

A 5-layer paint finish and solvent-free powder coating employs green design technology to make sure SmartDesk3 both looks good and is good for the environment.



At its lowest it stands at 24 inches (609 mm), and highest at 50 inches (1270 mm). Its stable MDF cores do not warp or crack and are bonded with scratch-resistant veneer for a sleek, uniform finish. Its width stands at 53 inches (1346 mm), depth at 30 inches (762 mm) and thickness at 1 inch (25.4 mm).

The rounded edges ensure pain-free support and reduced contact-stress for a seamless user experience.

**2** *The integrated display can control music, order lunch, request a cab, or just give the user advice on when to take a break*

**3** *Its stable MDF cores do not warp or crack, and are bonded with scratch-resistant veneer.*

## Leitz BrillianceCut Circular Saw blades

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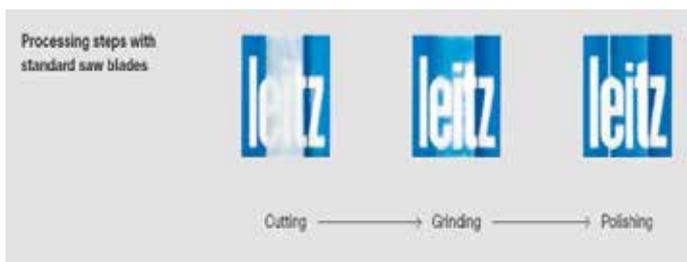
BrillianceCut Saw Blades are available for both Sliding Table Panel Saws and Beam Saw machines. Innovative tooth geometry and vibration damped basic body deliver perfect cutting surface and break-free cutting edges. After cutting, grinding process is no longer required. The saw cut directly can be jointed.



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- **Innovative tooth geometry results in perfectly machined surfaces and nick-free edges**

### BrillianceCut – Finish cut quality in acrylic (PMMA) and polycarbonate (PC)



# Wood magic from Canada's British Columbia



Western Hemlock features a fine texture and a straight uniform grain. The annual growth rings are distinct, but there is little difference between the heartwood and sapwood, which makes the transition subtle and the wood quite uniform in colour, ranging from creamy white to light gold.

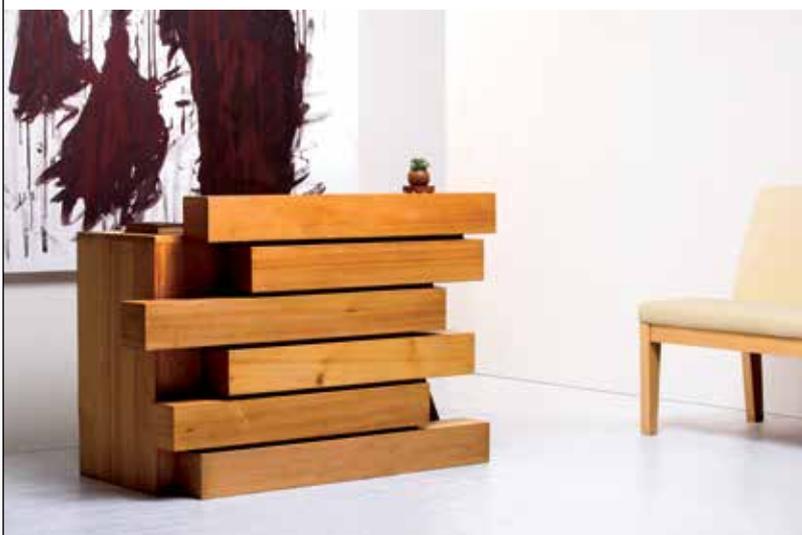
Air drying and kiln drying are both effective ways to season the wood. Once dry, the wood is stable. It hardens gradually as it dries and ages, giving it excellent wearing qualities throughout its service life.

Western Hemlock offers a wide array of applications. Extensively used in creating furniture, doors and windows, this non-resinous species easily takes stains and finishes. It is also the perfect choice for mouldings and interior woodworking.

Furthermore, it is widely used in joints, veneered interior panelling, furniture, doors, floors and windows. It is non-resinous and takes any stains or finishes extremely well.

All furniture featuring in this article was made in India by manufacturers, under the technical guidance of experts from British Columbia's (Canada) Forestry Innovation Consulting-India (FIIC).

For more information on Western Hemlock or other softwood species from B.C. suitable for India, call +22-49221602 or visit [www.bcfii.in](http://www.bcfii.in).





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# Catching up with technology, market demands



**PAINTS AND  
COATINGS  
SKILL COUNCIL**

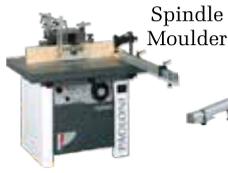


The Paints and Coatings Skill Council of India is the nodal agency for training and bridging the talent gap

The paint industry in India has come a long way from its first factory, set up in Kolkata in 1902. Consistently growing at a swift pace year after year, it has managed to make its unique space in the country's industrial landscape, supporting rapid growth and advancement of various user industries such as infrastructure, automobiles, public transportation, agricultural equipment, consumer durables, chemicals and oil and gas.

Growth in home ownership, steep rise in automobile purchase and the government's thrust on infrastructure – coupled with a rise in disposable incomes of the urban middle class – all portend to continued double-digit growth in this sector for several years to come.

The shift in consumer mind-set – from viewing high quality paint as a luxury product to something that is a lifestyle requirement – has also caused a surge in the demand for ▶



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Louvers



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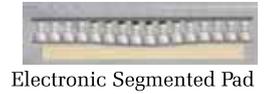
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Straight Line Rip Saw



Multiple Rip Saw



Three Head Multi Boring Machine



Automatic Through Feed Edge Banding



Vertical Band Re-saw



Rectangular Tenoner DAD-115



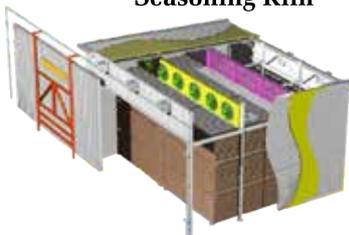
Oscillation Mortiser MOM-130



Auto Panel Saw



Seasoning Kiln



High Frequency Edge Glue Press



Clamp Carrier



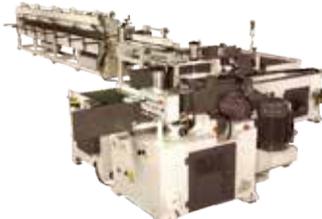
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decorative paints amongst urban as well as rural householders.

Besides basic products such as enamels, oil-bound distempers and cement paints, the industry today produces a wide variety of solvent-borne, water-borne and powder products based on alkyd-amino, acrylic, polyurethane, polyester and epoxy binders formulated for varied end uses.

Over the years, application technologies have also changed and a variety of spray technologies, electrostatic and airless applicators, dip and electro-deposition processes are now in use across industries and in decorative applications. Relentless demand for improvement in appearance, finish, durability and cost and reduction in waste has propelled many of these changes.

#### Building workforce

The rapid growth of the industry has not always been accompanied by the injection of adequately skilled fresh talent into the industry. There are a few educational institutes offering degree, diploma and vocational courses in paint technology but they are unable to bridge the talent gap.

Further, exposure to industry for students is low. With the rapid growth in demand, the industry has been facing a workforce crunch. This is most acutely felt in the area of application of paints and coatings. The absence of formal skill training has resulted in large skill gaps amongst paint applicators, who have very little choice but to learn as understudies of senior painters. This results

in people with poor skills executing the jobs, leading to low customer satisfaction.

In addition to the applicators, who constitute the largest group of skilled workmen in the coating sector, there are a number of other skills required in the manufacture, sales and distribution of the product through the retailers. Here too the industry faces a shortage of adequately trained workforce.

To sustain and expand the demand from the rural markets, where paints and coatings continue to be seen as a luxury and not a necessity, continuous consumer education is required. The lack of quality manpower renders this difficult in practice.

Recognising this lacuna, the Indian Paint Association made a proposal to the National Skill Development Corporation to set up a sector skill council for the paints and coatings sector in India. And so it was that the Paints and Coatings Skill Council was incorporated in October 2015 as a not-for-profit company.

It is backed by industry bodies such as the Indian Paint Association, Indian Small Scale Paint Association and Indian Paints and Coatings Association.

#### Bridging the gaps

By combining standardised curriculae with sophisticated assessment tools for quality assurance, the council aims to promote and develop an ecosystem necessary to fill the skill gaps and meet the evolving challenges across all trades in the industry.

This Mumbai-based council is head by Mr. V.S. Ram as its Director and CEO. After completing education at IIT Madras and IIM Calcutta, Ram (ceo@pcsc.in) joined Asian Paints, where he spent 35 years in various roles.

A past president of the IPA, and past chairman of the Asian Paint Industry Council, Ram has keenly participated in industry affairs all through his career.

The Paints and Coatings Skill Council is committed to take steps to:

- Identify skills needed in the coatings sector
- Develop National Occupational Standards for these skills
- Develop course material and training resources
- Encourage and promote training institutions/academies
- Meet training requirements of the industry
- Help connect trained/ skilled workforce and potential employers

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# Wood coating, painting courses from experts

The National Institute of Coating Technology (NICT) is a self-sustaining educational activity floated by experts in 2006 in the area of paint and coatings technology. It has very good connections to the coating and coating industry at large and is also associated with trade associations in the paints and coatings sector in the country.

It has a faculty that has wide experience in the fields of industrial training, auditing and consultation along with institutional teaching, and provides training at various industries in different cities of India in various engineering fields – from furniture manufacturing and automotive to corrosion control. Some of its activities include:

- Painters' trainings for architectural and industrial needs
- In-house (shop-floor) training courses for industries

- Earn-and-learn programmes in coating technology
- Crash certificate courses in coating technology
- Speciality technique courses in new generation coatings.

NICT professionals also assist with technical specifications writing on painting and coatings for industries, develop painting processes and setups, and provide technical inputs for the new painting and coating plants.

The Pune-based NICT has its in-house test laboratory that qualifies equipment, manpower in coating shops, carries out trouble shooting of coating lines, and offers third party inspections and audits for the coatings industry. For more information email [woodfinishingconsultant@gmail.com](mailto:woodfinishingconsultant@gmail.com).



## WOODNEWS

WoodNews thanks the various companies that have submitted information. For any editorial submissions, please contact Mr. Dhananjay Sardeshpande, Chief Editor, at [dhananjay@pdatradingmedia.com](mailto:dhananjay@pdatradingmedia.com). The information published in the *Notes and News and Products* section is as per the details furnished by the respective manufacturer / distributor. It does not reflect the views of WoodNews or of the management of PDA Trade Media.



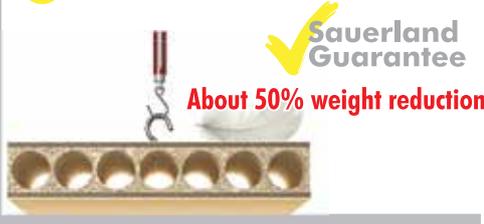
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# CEPT offers Master's degree in furniture design

A large percentage of furniture supplied to the expanding Indian market comes from abroad, but could as easily be designed and made in India. In the spirit of the new 'Make in India' initiative by the government, the programme aims to prepare students to be a part of India as a global, high-tech, high-skill industrial hub.

**1** *Graduates from the course are furniture experts working closely with the team in areas like material innovation, design development and technology experts.*

This could be possible with enhancing the industry participation and collaboration. The inputs of design thinking, system design, colour, finishes form making, design management, etc. enhances the learning of the students, enabling them to come up with innovative design solutions.

Ahmedabad-based CEPT University offers a 2-year M.Des. (Furniture Design) programme to enable young architects, construction professionals and furniture manufacturers to be well versed with traditional woodworking joinery and develop expertise in working with panel processing and the latest hardware, fittings and fixtures.

Graduates from this course possess interdisciplinary skills and abilities to work as leading furniture experts working closely with the team in areas like material innovation, design development and technology experts.

The CEPT campus also has a state-of-the-art workshop facility for woodworking, metal fabrication, print-making and prototyping. With interest in industry-academia relationship deepening, CEPT seeks new collaborations and partnerships with leading industries and professionals from across the world.

The collaborations range from setting up material and sample libraries, industry exposure visits, expert lectures on processes, aid in making and experimenting with materials, demonstration session of emergent technologies and mentoring students in development of prototypes.

*For details visit <http://cept.ac.in/faculty-of-design>.*

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## Swedish Wood ties up with FFSC in India

Swedish Wood and the government-run Furniture and Fittings Skill Council (FFSC) signed a memorandum of understanding (MoU) recently, keeping in mind the shortage of skilled manpower in the Indian wood, furniture and fittings sector.

The MoU seeks facilitate creation and exchange of knowledge between the signing parties for skill development. The Deputy Trade Commissioner of Sweden to India, Mr. Magnus Andersson, and the Director (Interior and Design) at Swedish Wood, Ms. Charlotte Dedye Apelgren, were present during the signing of the MoU.

Magnus said, "The MoU reflects the strong relations between the signing parties. The relationship will only grow stronger and each party will stay committed to deliver the best to the Indian market."

According to Charlotte, India is a rather new market for Swedish sawn timber, but the Swedish sawmill industry experiences an

increased interest for sawn timber from Sweden from the Indian wood processing industry. "We also see an increased demand in the world for natural and renewable materials like Swedish timber. This MoU will help us better serve the Indian markets and supply the finest quality of wood."

All Swedish timber comes from sustainably managed forests, where every harvested tree is replaced by several new planted seedlings.

The Swedish sawmill industry, gathered under the name Swedish Wood, participated in IndiaWood and the 'Timber Forum' organised during the show. Swedish Wood highlighted the benefits of Swedish timber and its application in modern design and architecture, including the benefits of using Swedish wood as an innovative material to support the Indian wood processing industry.

For more information, write to [charlotte.apelgren@swedishwood.se](mailto:charlotte.apelgren@swedishwood.se).

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# ‘Russia sees huge potential, seeks long-term relationships’



The Russians came in force to IndiaWood, making it clear they were serious about ferreting out suitable opportunities and establishing business contacts in the furniture manufacturing sector in the country. *WoodNews* spoke with **Mr. Oleg Numerov**, Executive Director of the Association of Furniture and Woodworking Manufacturers of Russia. Excerpts:

## What brought the Russian Export Centre (REC) and its members to India?

Participating in exhibitions abroad is the best solution for Russian manufacturers and exporters, to showcase their products and also one of the most effective tools of promoting Russian non-resource exports. In this connection special supporting programmes offered by the Russian Export Center (REC) are in high demand among the exporters.

India is one of the leaders among the countries of the South Asian region with regard to

dynamics of economy growth. Obviously, this market has a large potential for the Russian wood products import. Moreover our countries established mutually beneficial relations long ago.

Considering that, the REC, by providing governmental support of the manufacturers and exporters, has included IndiaWood in the list of high priority exhibitions upon agreement with the Association of Furniture and Woodworking Manufacturers of Russia.

## What specifically were you looking for during IndiaWood (8-12 March)?

Participation of Russian manufacturers in one of the most prestigious, specialised woodworking exhibitions in this region allowed us to demonstrate possibilities of the Russian forest industry complex and establish business contacts with Indian businessmen.

Though some of the products of the Russian woodworking industry are well-known in the world and are in demand on foreign markets, participation of Russian companies in this exhibition was expected with great interest, especially since our manufacturers are participating in such a well-known event for the first time.

## What information did your representatives aim to give to Indian companies?

The Russian collective stand was very focused from the information point of view. Manufacturers and exhibitors demonstrated the following samples of woodworking

“ **Russian companies have demonstrated quality in materials that they export across the globe. The range of modern products Russia is ready to offer to Indian partners is extremely wide.**

– Mr. Oleg Numerov, Executive Director, Association of Furniture and Woodworking Manufacturers of Russia

products to the visitors: Birch plywood (in the export of which Russia is the leading country in the world), laminated particleboards, MDF, OSB, modern floors, sawn timber, and more.

It is necessary to note that the quality of demonstrated materials meets the world standards, and the products have been already exported to many countries. Besides that, all the visitors could consult Russian representatives at their collective stands.

**If Indian SMEs are interested in business opportunities with their Russian counterparts, how should they proceed to establish contact?**

One of the main tasks of the exhibition was to establish business contacts between Russian businessmen and their foreign colleagues. Representatives of REC, associations of furniture and woodworking enterprises and trade representation of Russia in India are all working to hold negotiations and render information support to both Russian and Indian business.

In order to establish new contacts Indian potential partners can address the above mentioned organisations to get assistance, make contacts with the Russian woodworking companies directly, and to participate in specialised exhibitions in Russia.

**India is emerging as one of the world's biggest markets in wood-based furniture, construction and interiors. How do Russian businesses view this?**

Today the economy of India is dynamically growing, particularly in all sectors of building and relative industries. Among the drivers there are woodworking and furniture industries.

Russian experts highly evaluate the potential of the Indian market and can see long-term perspectives for mutually beneficial cooperation. Nowadays middle class is rapidly developing in India, which, as a rule, is busy in the woodworking and furniture industries, and that is also a stabilizing market factor.

**In terms of technology and innovation, what can Indian furniture manufacturers/ timber traders expect from their Russian counterparts?**

Russia is the largest world state in the output of woodworking industry complex products. Large sawmills with high technology equipment have been built in Russia recently with participation of western investors. Thus, the range of top quality modern products, which today Russia is ready to offer to the Indian partners, is extremely wide.

**How will REC promote Russian exports to India in this sector?**

Creating unique collective stand 'Made in Russia' at IndiaWood was very important for the REC, since the Indian market is one of the priorities in supporting Russian export. Now we have time to think over how to increase support of the Russian wood product exports to India.

**What message would you like to convey to leaders in the Indian woodworking industry?**

We would like to address all small, medium sized and big businesses in India with a proposal to strengthen business cooperation in the woodworking sector between Russian and Indian business circles. And the Russian Export Center will take great pains to develop and strengthen these connections.

In the atmosphere of friendship and cooperation which has existed between our countries for many decades already, we together with our Indian colleagues will certainly make great progress.

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# 'Not just machines, we have consultancy opportunities too'

The Italian woodworking machinery sector tops 2 billion Euros in annual revenues, 70% of which is earned from exports across the world. Companies from Italy – notably Biesse, ICA and SCM – have had a strong presence in the Indian market too. *WoodNews* spoke with **Mr. Francesco Pensabene**, Trade Commissioner/ Director of Trade Promotion Office of the Italian Embassy in India, to find out more. Excerpts:



## What is the distinctive feature of the 'Made in Italy' label?

The Italian industry of woodworking machinery has achieved great results all over the world, constantly in terms of production volumes over US\$ 2.4 billion. Among the most technologically advanced countries, Italy distinguishes itself by the quality of its machinery and its capacity to adjust to the needs of local markets.

Italy offers technology that provides a personalised level of functionality to its machinery to meet any specific requirement sought by customers. This level of capability affirms Italy as the ideal technologically-centred partner throughout the world, both in the developed as well as emerging markets.

## What can Indian furniture manufacturers expect from representatives of various Italian providers of technology and services?

We recently participated in IndiaWood with 10 companies, the most qualified of the Italian industry. The companies comprises of wood machinery manufacturer, paint manufacturers and machinery part manufacturers.

The Italian machinery sector is known around the world for its impeccable quality and precision, and our continuous participation in the fair just proves the fact that we have been meeting the expectations of the Indian companies willing to equip and invest in Italian machineries.

Italy's share has been consistent with a marginal increase. Over the last 13 years the woodworking and furniture manufacturing industry has gone through major developments and the contribution from Italy has gradually facilitated the growth of the furniture manufacturing industry in India by offering machines and technology that has provided solutions to all the challenges.

Italy is the fourth largest exporter of woodworking machinery to India. In the financial year 2016-17 India's import of machines was around US\$ 72 million, in which Italy's share was 13%, amounting to US\$ 8 million.

In the first 6 months of the financial year (April-September 2017) India imported woodworking machinery worth around US\$ 60 million, and Italy's share was 10%, amounting to US\$ 6 million. And this percentage is expected to increase.

## How do Italian businesses view the potential in India in wood-based furniture manufacturing, construction and interiors?

With a good number of Italian furniture companies operating in India, we have seen potential in the Indian buyers, who enjoy luxury and want to have an Italian touch in their homes. Italy is also contributing to the

creation of modern and efficient cities in India, where residential areas are fully equipped with Italian kitchens, fixtures, tiles and furniture.

**What are the plans to expand Indo-Italian collaboration in the wood processing and furniture manufacturing sector?**

Italy can play a major role in this shift by providing consultancy and equipment to help meet this kind of growing demand. I also hope that apart from machinery, in the coming years we will be able to provide consultancy on interior designing and furniture manufacturing. I see plenty of potential for that kind of services, which will add to the volume of Indo-Italian trade.



**Italy is the fourth largest exporter of woodworking machinery to India. In 2016-17 its share was 13%, amounting to US\$ 8 million**

– Mr. Francesco Pensabene,  
Italian Trade Commissioner



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# High tech saws, edge banders and planers from Jai

Jai Industries offer an unparalleled array of products that include woodworking and panel processing machinery and electric motors. It is well known for its engineering quality, technology and innovation.

All the machines are manufactured using premium grade metals and electrical components to ensure robust construction, unmatched reliability, high durability and proven performance.

Jai currently manufactures 30,000 machines a year in its seven plants that have a total floor area of 4,00,000 square feet. Its machines are specifically produced to suit Indian working conditions.



## J-3200.in plus Panel Saw

The machine is a combination of precision engineering, enhanced productivity functional ergonomics and sensible economics.

### Salient Features

- Sturdily built heavy-duty machine that suits Indian working condition for precise cut with burr free cutting.
- Heavy-duty precision sliding table with linear bearing developed with advanced technology and a multi-chamber system for maximum rigidity of the double roller carriage.
- Convenient lifting and tilting of saw unit by front-placed hand wheels.
- Electronic digital readout of saw unit tilt.
- Easier and quick scoring unit, up-down movement and lateral adjustment.
- Smooth-running and powerful saw unit produced with the latest manufacturing technology. The saw shaft runs smoothly as it is electronically balanced as a fully assembled unit, and extensive use is made of cast components.
- Ripfence with manual fine adjustment enables it to be precisely adjusted. The fence can be set with pinpoint precision by means of the adjusting screw.

- Made in India with the best service support and very economical spares.



## J-320MB Beam Saw (Semi-Auto with floating table)

This is a cost effective beam saw compared to similar expensive European machines. Customers who require high production output with excellent cutting of multiple panels at a reasonable price can opt for this machine.

### Salient Features

- The advanced saw carriage with high feed rate is driven by rack and pinion and guided on hard guide rods that ensure high cutting accuracy. A uniform holding pneumatic clamping beam ensures synchronized cylinder actuation at both ends.
- The saw carriage is driven by a motor. Variable feed speed for different applications.
- Touch screen with PLC control, provides safety and quick, speedy cutting.
- Scoring saw blade can be adjusted vertically for depth of cut control. Once wear occurs, its position can be adjusted for compensation. The scoring saw blade could also be adjusted laterally for alignment to main saw blade.
- A uniform holding pneumatic clamping beam ensures synchronized cylinder actuation at both ends.
- Three air floating tables for smooth and better feeding movement of work piece.
- Precision saw stroke control by sensor.



### Promatic 3.2 Panel Saw (Auto)

The functions of this machine have been automated to maximize ease of operations and speed of production.

#### Salient Features

- Sturdily built heavy-duty machine that suits Indian working condition for precise cut with burr free cutting.
- Smooth-running and a powerful saw unit produced with the latest manufacturing technology. The high-precision vertical movement of the unit is linear with maintenance-free guide bearings. This allows the whole unit to tilt easily and precisely to exactly the correct angle.
- Scoring unit up-down movement is motorised while the lateral adjustment is manual. When the scoring blade is switched on, the scorer moves to the height stored.
- Large size extraction and safety hood system ensures optimized airflow.
- Central lubrication system facilitates smooth and precise movement of entire saw unit.
- The heavy duty precision sliding table runs on large rollers sandwiched between hard, chromed guide bars. Hollow, multi-chamber aluminium extrusion guarantees optimal torsion resistance and rigidity
- The motorized ripfence has an accuracy of +/- 0.1 mm. The high precision ball spindle system guarantees precise adjustment of the ripfence.
- Crosscut mitre fence is equipped with DRO (optional) that displays the job length digitally. This enables a setting precision accuracy of +/- 0.1 mm.
- Eye-level operating panel ensures all major control functions are always visible. The panel pivots into the most convenient position and is accessible from both sides of the machine.



J-5200Rc.in (Auto) edge bander

### Salient Features

- Sturdily built, heavy-duty machine designed to suit Indian working conditions for precise application of edge banding material.
- Innovative pre-melting sensor-operated teflon coated glue tank, which consumes less glue compared to other edge banders, which results in increased profits.
- High frequency compact motors sliding on heavy, prismatic guide-ways for perfect finishing with trouble free performance.
- Overall meter run (OMR) of edge band tape is display in PLC.
- Project meter run (PMR) is to calculate total usage of edge band tape in a particular project.
- Automatic lowering of the glue temperature after a temporary non-use of the machine.
- Heavy duty Edge scraping unit with an extraction hood complete with a suitable container



### J-5700Prc.in (Auto) edge bander

#### Salient Features

- Sturdily built, heavy-duty machine designed to suit Indian working condition for precise application of edge banding material.
- Innovative pre-melting sensor operated teflon coated glue tank, which consumes less glue compare to other edge banders, which results to increase in profits.
- High frequency compact motors sliding on heavy, prismatic guide-ways for perfect finishing with trouble free performance.
- Automatic lowering of the glue temperature after a temporary non-use of the machine.
- Edging wooden strip up to 12mm
- High performance machine with dual feeding speed 12m/min for PVC/ABS & 6 m/ min for wooden strip.

- Overall meter run (OMR) of edge band tape is display in PLC.
- Project meter run (PMR) is to calculate total usage of edge band tape in a particular project.
- Motorised up-down movement of pressure beam for easy thickness setting.
- Heavy-duty edge scraping unit with an extraction hood, complete with a suitable container.

UR Glue Tank (optional) is applicable for Models J-5200, J-5300 & J-5700 and has the following features:

- High water and heat resistance
- Good adhesion on different edge composition
- High resistance of solvent
- No glue line
- Easy changeover of EVA glue tank
- Low working temperature: 110°C to 155°C
- Glue pot capacity: 2 kg



**J-4118 Surfacer Planer**

The machine is the best surfacer with several features and is ideal for a quality conscious user.

Manual movement of the in-feed surface table is actuated by a means of parallelogram system.

The ripfence is fastened to a central support for an absolute rigidity.



**J-4018 Combi Planer**

This machine is preferred by wood-working workshops for its precision workmanship, multi-faceted utility, trusted performance and rugged durability. The surfacing table has a simultaneous opening with a 90° angle and rapid set up. The thicknessing table is lifted by 4 dust-protected columns.



**J-4218 Thicknesser Planer**

This is a heavy duty, high precision machine for high production line work specialist. It is equipped with a helicoidal infeed roller and sandblasted steel outfeed roller. The thicknessing table is lifted by 4 dust-protected columns.

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## Rauvisio wave gives moving surface effect



2 *Rauvisio wave is available in the two standard colours Bianco (white) and Moro (black), as well as in the Vario variant, which can be painted individually on request by the customer.*

Rauvisio wave also offers all the advantages that include a high-breaking point and scratch resistance, both during processing and in subsequent use. It can be processed

1 *With Rauvisio wave, carpenters and interior designers can set special accents on furniture surfaces.*

Rehau's Rauvisio wave gives a movement to the surface material and brings furniture to life. With its structured surface it gives a three-dimensional and decorative design and is suited for use in front panels or to accentuate shop fittings and is reminiscent of a deep-milled and lacquered MDF board.

Because the surface no longer needs to be processed manually, it provides considerable savings in time and money during production.

with ordinary woodworking tools and the customer can place orders not only for individual components or as large size boards, but also as custom-sized edged components.

The invisible joint ensures an appearance as a single piece and carpenters can also glue it with standard white glue.

It is available in both standard colours Bianco (white) and Moro (black) as well as in the Vario variant.

## Siko's AP20 offers flexibility in network integration



The new Siko AP20 position indicator is equipped to detect the position of spindle adjustments in machines by displaying the corresponding positional data and passing it to the machine control system. This ensures the shortest possible downtimes and provides loss-free data communication between the position indicator and the machine control system.

The compact system is particularly suitable for flexible manufacturing with production machines such as packing, woodworking and printing machines and machines for further processing of printed products.

Wherever manual adjustment is carried out on production machines, bus-compatible position indicators are able to optimize the production process in a way that refitting time during product changeovers are down. Once installed, position indicators provide 100% process reliability thus reducing, incorrect machine settings and risk of damage to tools or batches during product and size changeovers.

Siko is now extending its AP series position indicators to include the most common industrial Ethernet-Fieldbus interfaces. In this way, it allows for easy integration into almost any current control system from a range of manufacturers and ensures loss-free communication between the control system and position indicator.



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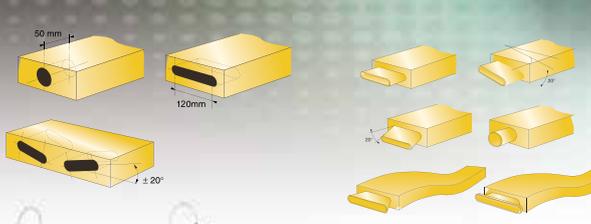
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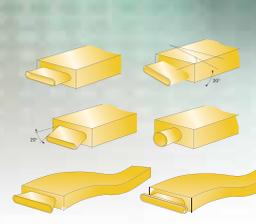
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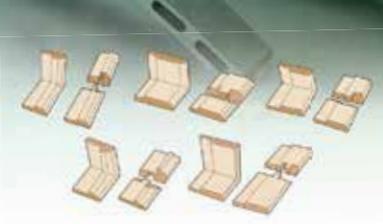

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The AP20 must achieve a certain level of connectivity to satisfy the requirements of Industry 4.0 and comprehensive diagnostic options extend evaluation of the device status in this connection and convert position indicators such as the AP20 into intelligent automation systems. The latter serves to identify the device type, serial number and current software version. Additional integration aids, function modules, libraries and add-on instructions make installation easier and provide efficiency in application and job set-up.

The performance features of the AP20 combine the functionality of a high-precision multi-turn absolute value encoder with a position indicator, but still in an extremely

compact form with dimensions of 48 x 88 x 61mm. In view of its dimensions, the AP20 is particularly suitable for size changeovers on machines that are operated in limited space.

Thanks to the clearance of the torque support, DA04 and DA09S mechanical position indicators can also be integrated with AP systems to create a solution with a modular format.

The modular principle makes it easier to complete product and size changeovers that require manual monitoring and means that the AP20 is an attractive automation solution for production machines which have to be refitted frequently, because of small batch sizes.

## Wood-Mizer wades into MoreTens planers

Wood-Mizer has acquired the 38-year-old Swedish company, MoreTens AB, thus placing a full range of popular 4-sided moulders, planers, table saws, spindle moulders, planers and thicknessers and CNC routers into its product range that is now backed by its high-quality service and support network.

The newly acquired factory in Sweden marks the company's fifth manufacturing plant globally that includes three facilities in the USA and one in Poland.

Beginning March 2018, Wood-Mizer will offer the new range of moulders/planers through their distribution network. The latest acquisition builds its position as a worldwide manufacturer and supplier of narrow band sawmills, now offering a full range of equipment that can seamlessly convert logs into dried lumber and finally into finished wood products.

The new products include the MP260 planer/moulder for full flexibility to produce finished timber profiling in one pass, while the MP360 planer/moulder is a high production four-sided moulder and planer for full flexibility to produce finished timber in one pass.

The machines are built to last with heavy duty cast-iron, tables, durable sheet steel chassis, and premium quality components to minimize maintenance requirements. Parts and service are available through the company's worldwide distribution network.

The 3-phase or single-phase chip extractor is an extraction system is needed to keep chips from building up in the machine. Wood-Mizer

provides multiple chip extraction systems depending on operation needs.

Four sets of planing knives are included with each machine. Also on offer is a range of moulding knives to produce the exact product required by your project.

**1** The MP260 and MP360 both offer large capacities for planing or moulding large beams.

**2** Custom knives sets can be ordered through Wood-Mizer.

**3** The interior of the MP360 planer moulder.





# J-4700.in (Auto) Edge Bander cleaning, checking & lubrication



Adequate maintenance of the J-4700.in (Auto) edge bander is a crucial factor for its long life and ensuring optimal working conditions.

Before performing cleaning, maintenance, adjustments, fittings or removing any machine part, set the main On/Off switch to the Off position, disconnect the compressed air tube at the filter unit in feed.

Make sure that no material not needed by the machine can gather on it thus preventing safe operation and causing danger to the operator. By using a power dust aspirator clean:

- Tables and all cavities where there are dust and shavings residues.
- Extractor hood, checking that there are no blockages.
- The inside of the machine, checking for dust or shavings.
- The end cutting, trimming, edge scrapping & buffing unit.
- The feed track conveyor unit.

Clean off any glue residues along the panel feed path, using a suitable non-hazardous detergent. Clean all moving parts specially the ones exposed to the resin and dust.

Scheduled maintenance is of the utmost importance to obtain the best performance as

well as a safe operation of the machine. Always use gloves in order to prevent burns.

Hourly clean around the end-cutting, trimming and corner rounding unit for better performance in trimming.

Daily clean excess glue at bottom side of glue tank for better performance for gluing the edge band.

Accurate lubrication ensures the long life as well as the best performance of the machine. Grease the glue spreader roller unit after every eight hours of operation .Do not use grease to lubricate the guides. Use spray lubricant.

The machine is equipped with safety devices. Every two weeks check the check the controls for emergency stops with a test. Periodically check that the guards are efficient and in a good state.

Over time the glue deteriorates and loses its adhesive properties; proceed to completely empty the glue tank and change the glue. Do not clean the glue tank with metal tools, since they will damage it. Use a wooden scraper.

## Cleaning & checking schedule

Scheduled maintenance is of the utmost importance to obtain the best performance as well as a safe operation of the machine. ▶

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Description	Inspection	Frequency	Action
Machine general cleaner	Visual inspection	Daily	Use a vacuum cleaning to remove dust or shavings
Dust collector hoods	Visual inspection	Daily	Use a vacuum cleaner to remove dust or shavings
Tables and all cavities where there may be dust or shavings residues, in particular in the motor cooling zone	Visual inspection	Daily	Use a vacuum cleaner to remove dust or shavings
Inside the electric panel	Visual inspection	Approx every 1,000 hours	Use a vacuum cleaner to remove dust or shavings
Sliding surface	Visual inspection	Daily	Clean off any glue residues
Edging feed and presser rollers	Visual inspection	Daily	Clean off any glue residues
Horizontal and vertical edging guide	Visual inspection	Daily	Clean off any glue residues
Glue tank internal cleaning	Visual inspection	Daily	Open the glue tank lid. Clean with a wooden scrapper with dry cloth. Close again
Glue roller	Visual inspection and operating test	Daily	Check that the glue roller shaft rotates in an even and regular way. If you find any fault, contact to the local dealer or the company
Compressed air regulator filter	Check of tank and filter	Weekly	Drain off any condensation present in the tank
Edge cutting, end cutting & trimming cutters	Visual inspection and operating test	Weekly	In case of edge cutting defects, contact the local dealer or the company
Emergency and safety devices	Visual inspection and operating test	Every two weeks	Carry out stop test
Feed conveyor unit	Visual inspection	Weekly	Clean with suitable detergents that do not harm the surface of the conveyor pad
Glue tank	Visual inspection	Daily	Clean the glue spreading roller unit

**End Cutting & Trimming Unit**

Description	Inspection	Frequency	Action
Unit cleaning	Visual inspection	Weekly	Use a vacuum cleaner with suitable shaped opening to remove dust or shavings  Remove glue residues from tools using suitable, non-hazardous detergents
Cleaning of aligning devices	Visual inspection	Daily	Remove glue residues from tools using suitable, non-hazardous detergents
Slide ways guides	Visual inspection	Weekly	Clean with a soft cloth and lubricate them

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Description	Inspection	Frequency	Action
Cleaning the unit, extractor hoods and motor cooling zone	Visual inspection	Hourly or Daily or when obviously necessary	Use an air gun or a vacuum cleaner with a suitable shaped opening to remove dust or shavings

**Edge Scraping Unit**

Description	Inspection	Frequency	Action
Edge scraping unit	Visual inspection	Daily or when necessary	Use a vacuum cleaner with suitable shaped opening to remove dust or shavings. Then use a dry cloth to clean

**Buffing Unit**

Description	Inspection	Frequency	Action
Buffing unit	Visual inspection	Daily	Use a vacuum cleaner with suitable shaped opening to remove dust or shavings. Then use a dry cloth

**Lubrication**

Appropriate lubrication ensures the long life as well as the best performance of the machine.

Weekly grease: Kluber Uniflex NBU 15

- Slide ways of the units
- Support of the spreader roller

With oil: AGIP GR MU 2 (or equivalent products)

Every 160 working hours lubricate slide ways (As shown in Fig) of the end-cutting, fine-trimming unit.

**Changing the burn glue in glue tank**

The glue spreading roller provides precise & consistent glue application with out glue overheating to avoid wastage of glue. However, over time the glue deteriorates and loses its adhesive properties.

To replenish proceed as follows to completely empty the glue tank and change the burnt glue inside the glue tank:

- Bring the glue to the operating temperature and remove glue from roller.
- While glue quantity was very less, close the glue tank handle (As shown in Fig).
- Close the roller heater temperature. Open the wiper & sensor from glue tank.
- It is necessary to open the entire glue tank from bottom fixing plate. Do not clean the glue tank with metal tools, since they will damage it. Use solvent kerosene for cleaning.

Problems	Causes	Remedies
The motor does not start phases	No power on one or more	Make sure that the three phases are correct
	Emergency button pressed	Switch off the emergency button
The conveyor does not start.	The motors of the unit have not yet reached the right speed	Wait
	Gluing temperature not reached	Wait
	Conveyor motor or inverter damage	Check operation and if necessary replace it

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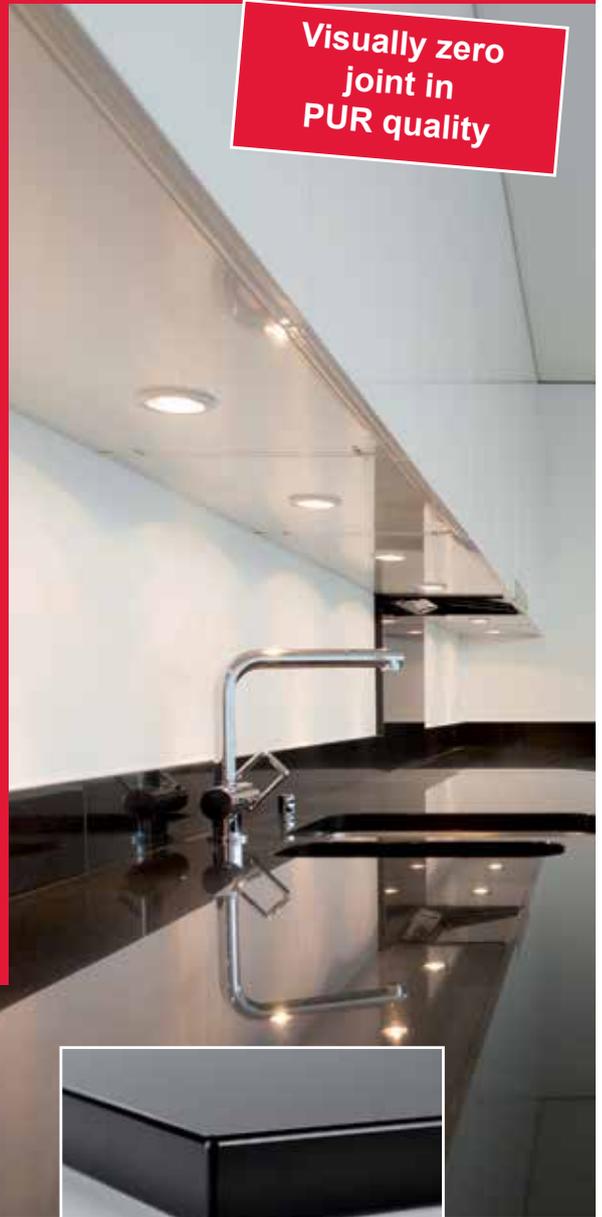


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Problems	Causes	Remedies
The glue tank does not reach the set temperature.	Heater wire damaged	Check and replace it
	Thermocouple wire damaged.	Check and replace it
	Temperature controller damaged	Check and replace it
	Neural wire damaged	Check and replace it
Excess or less glue quantity on the panel	Improper opening or closing of the glue tank lever.	Adjusting the quantity of glue by setting it
No glue on the rear part of the panel.	Wrong panel insertion into the machine	Keep the panel in contact with the inlet fence
Nor proper pressing of edge band & workpiece.	Glue feeding less	Adjust the quantity of glue
	Pressure roller pressure not enough	Increase the pressure roller pressure
	Glue not melting completely	Increase the temperature & check the quality of glue. If not proper replace it
Edge cut not properly	Pressure of the shear unit not sufficient	Adjust the pressure
	Shear defective	Check the sharpness of shear blade, if necessary replace it
Edge band at the back end is not enough.	The position of switch that controls feeding material & cutter is not correct	Adjust the switch to correct position
End cutting not accurate.	Glue residues on the tools or aligning units	Remove the glue residues and clean the entire area
	Fastening not efficient or excessive tool wear	Check the fastening or replace the tool
	Tool worn	Replace it
Edge projecting to the panel sides.	Distance between tools and panel sides not right	Adjust it
Panel sides damaged by the tools.		
The motors do not reach the right position for the end cutting.	Working pressure not right	Adjust the pressure
Trimming on the panel not constant	The guide does not follow the panel surface	Increase the guide pressure
Trimming at the beginning of panel is not perfect.	Position or stroke of the guide devices wrong	Adjust the position or pressure of guide
Splinters present on the edge.	Tool cutting edge worn out	Sharpen the cutting edge of tool or replace it
Trimming unit vibrating.	Fitting of unit was wrong or tool not balanced	Check the fitting of unit or balance the tool
Edge scraping not constant.	The guide devices do not follow the panel surface	Set the guide so that it is constant
Edge scraping finishing not accurate.	Tools worn out	Sharpen the cutting edge of tool or replace the tool
Buffing effect is not perfect.	Buffing wheel position not correct	Adjust the buffing wheel position
	Buffing wheel worn out	Replace the buffing wheel

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# Indian real estate market to touch US\$ 180 billion by 2020

The Confederation of Real Estate Developers' Associations of India (CREDAI), in association with Jones Lang LaSalle Inc. (JLL), India's largest real estate service firm, presented a report, 'Traversing through the epic, predicting the curve', in New Delhi recently.

The report traces seven trends and projects a market size of US\$ 180 billion by 2020 and the housing sector's contribution to the Indian GDP at more than 11% by that time. Regulatory reforms, steady demand generated through rapid urbanization, rising household incomes and the emergence of affordable nuclear housing are some of the key drivers of growth.

The Real Estate Regulatory Act (RERA) is expected to consolidate the industry, with unscrupulous developers being shunted out. Smaller developers in Tier-2 and Tier-3 cities could tap into institutional funding and sales figures are projected to improve with the Act rebuilding the trust deficit between buyers

and developers.

## **GST and FDI**

The cost savings on account of the Goods and Services Tax (GST) is expected to be between 3% to 4% in the near future, and prices will continue to remain dependent on demand and supply dynamics within micro-markets. The report identifies select cities with potential to become the next growth centres such as Nagpur, Kochi, Chandigarh and Patna, among others.

The relaxation in the foreign direct investment (FDI) policy has also provided a huge boost, with the report revealing improved figures in private equity and debt investments in real estate, investments in retail projects in Tier-1 and Tier-2 cities, investment inflows in the residential sector private equity inflows in office and information technology (IT) segment.



Key FDI trends, which are likely to dominate the future of Indian realty, are affordable housing, warehousing and logistics. The office segment is likely to remain active in terms of attracting investments.

**Key suggestions**

Some of the points and suggestion made in the report include creating an avenue for developers to make strong presence in real estate, including being granted infrastructure status, allowing developers to borrow capital at preferred rates, as well as utilising secured funding routes for growth.

The Real Estate Investment Trust (REITs) with over US\$ 20 billion worth of office stock in India, and with potential a rental yield of up to 7.5%, makes Indian real estate very attractive.

There is also a need to creating a long-term strategy to strengthen development portfolios in those asset classes and higher private equity investment interest in alternative assets, such as senior living and student housing.

The report identifies four big technological revolution that will have lasting change: big data analytics, artificial intelligence, the Internet of Things (IoT) and blockchain.



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## Indian furniture exports top US\$ 800 million in 2016-17

India's exports of wood and wood products totalled US\$ 800.49 million in fiscal 2016-17, very little changed from the previous year. Analysts point out that there is considerable scope for Indian companies to expand wood product exports.

According to the International Tropical Timber Organisation, the main export markets were the US, China, UAE, UK, Germany, the Netherlands, Hong Kong, Nepal, Canada, France, Sri Lanka, Saudi Arabia, Australia, Turkey and Spain.

India is also experiencing a growing demand for wood products driven by the growing

young and more affluent population, so domestic consumption of wood products is also bound to increase.

The main segments of exports were wooden furniture (US\$ 451.85 million, up 5%), other wood articles (US\$ 265.50 million, up 3%), hardboard (US\$ 18.59 million, up 29%) and veneer (US\$ 15.39 million, up 7%).

Total furniture production in the world's 100 largest countries (by GDP) was valued at US\$ 430 billion in 2017, according to 'World Furniture Outlook 2018', the flagship publication of the Centre for Industrial Studies, an Italian furniture research organisation.

The CSIL report highlights the extent of China's dominance as the world's largest furniture manufacturer. Last year China alone accounted for nearly 40% of global production.

The US, the second largest producer, accounted for 12%, followed some way behind by Germany (5%), Italy (4%), India (4%), Poland (3%), Japan (2%), Vietnam (2%), UK (2%) and Canada (2%).

The report shows that international trade in furniture was US\$ 140 billion in 2017, corresponding to around 1% of total global trade in manufactured goods. Furniture exports from China were around US\$ 51 billion in 2017. Exports from Germany and Italy, the next largest, were both valued at around US\$ 11 billion.

Exports have been rising in Poland and Vietnam, reaching around US\$ 10 billion and US\$ 8 billion respectively in 2017.

CSIL forecast that global consumption of furniture will rise by 3.5% in real terms in 2018. The fastest growing region continues to be Asia, with all other regions growing between 1% and 3% in real terms.

## New company for Greenply fibre boards

Greenply Industries plans to de-merge its medium density fibre board division into a wholly-owned subsidiary, Greenpanel Industries, in the next two to three months. The company expects the MDF division to grow much faster than the plywood segment, and hence it is focusing on the business through the de-merger process.

Bloomberg reported that the MDF division is likely to get better valuation going forward from the third quarter of financial year 2018-19, as the business environment is not too conducive currently for strong top-line growth. It is expected that the e-way bill implementation under the Goods and Services Tax will aid a steady growth in the second half of next financial year.

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Jai has the largest sales & service network. Photo : One of the Service Engineers' team.



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Jai is the most popular and highest selling brand. Photo : Customers at Jai Enclave, IndiaWood-2018



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## New trend for synthetic wood



Anywood, Korea's top environmentally-friendly, synthetic wood manufacturer participated in Korea Build 2018 in February, where their second-generation synthetic wood deck (WPC), block deck, assembly deck and Premium TS Wood were showcased.

Anywood's synthetic woods are patented products that combined wood fiber and special plastic, and boast of outstanding performance created by next-generation dual extrusion, as well as natural colour and texture.

Premium TS Wood offers real wood texture and various colors and is exported to the US, Canada, the UK and Hong Kong, and is the answer to construction issues like poor strength and flexibility, discoloration and chipping.

Korea Build is an annual exhibition of architecture, construction, and interior design, the largest of its kind in South Korea, that showcases outstanding construction materials, interior styling, and interior design products. ([www.any-wood.net](http://www.any-wood.net))

## Pidilite, Jowat sign collaboration

Pidilite Industries, a leading manufacturer of adhesives in India, has entered into collaboration with Jowat SE, one of the leading suppliers of industrial adhesives worldwide. As part of the collaboration, Pidilite will now exclusively handle sales and distribution of the entire range of Jowat adhesives in India and other neighbouring countries including Sri Lanka, Bangladesh, and Nepal.

In addition, the two companies have also entered into a technical collaboration encompassing the high growth, specialised

category of hot-melt adhesives. This will provide a comprehensive range of thermoplastic hot-melt adhesives for use in several industrial, and modular and other wooden furniture segments.

The collaboration leverages the well-known strengths and capabilities of the two companies and aims to provide best-in-class technology and products to customers, comprising of manufacturers of furniture and varied industrial products.

## Homag signs two new partnerships

At the Holz-Handwerk trade fair in Nuremberg (Germany) recently, Homag announced the signing of two new strategic partnerships. Homag and Kuka have agreed to intensive cooperation on global development projects.

The aim of the partnership is to join forces in developing smart robot solutions and selling

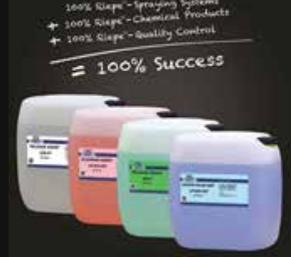
them to the global woodworking market.

Homag and the Grenzebach Group, a leading specialist for the automation of industrial processes, have formed a strategic partnership, agreeing intensive cooperation in the field of automated guided vehicles.

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The Best Use of Certified Timber Prize, supported by PEFC and presented for the first time, will reward project teams and architects that have used certified timber in an innovative, educational or artistic manner, while demonstrating responsible sourcing in a completed building.

The 11th WAF will take place in Amsterdam in November 2018. More than 500 architectural practices are expected to compete for a wide range of awards. Past winners include some of the world's most iconic and best known architects. A special jury, including a PEFC representative, will decide on the best 10 entries during the event. For details, check out [www.worldarchitecturefestival.com](http://www.worldarchitecturefestival.com).

## Dieffenbacher has busy year ahead



1

**1** Mr. Marco and Mr. Giovanni Fantoni sign the first board produced on a 65-metre-long CPS in Italy, the longest continuous press that Dieffenbacher has ever built.

Dieffenbacher is helping commission one of the world's largest particleboard press in Grayling, Michigan (US). At 10 feet wide and 52.5 metres long, the CPS+ will be the core of the complete particleboard plant delivered by Dieffenbacher for Arauco.

Another manufacturer, Roseburg, will begin assembling its new LVL plant in Chester, South Carolina (US), having a daily output of 800 cubic metres. That makes it the world's largest continuous LVL press as measured by production capacity. The upstream 600 kW Dieffenbacher microwave will be the most

powerful preheating system of its type in LVL production.

In Chittoor, Andhra Pradesh (India), Greenply will commission the longest continuous press in Asia. The 56-metre-long CPS is designed to produce 1,400 cubic metres of high-quality MDF per day.

Also in 2018, Germany's Dieffenbacher will supply the first continuous press to North Africa. The CPS+ is part of a complete MDF plant ordered by Bigstar subsidiary, Panneaux d'Algerie for its site in El Tarf, Algeria.

Additionally, the highlights include the first full year of operation for a 65-metre-long CPS (the longest continuous press that Dieffenbacher has ever built) by Italian wood-based panel producer, Fantoni.

Fourteen orders for new wood-based panel plants and numerous modernisation projects made the past year a big success for Dieffenbacher. Adding to this, five plants with CPS+ are already operating three shifts, further reinforcing the CPS+ as the global gold standard for efficient continuous press systems.



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## More players join O2O bandwagon

As the pressure builds on vertical ecommerce players to plug cash outflows and build efficiency around operations, discounting is making way for newer revenue channels for those in the furniture retail space. These online-to-offline efforts at both Urban Ladder and Pepperfry have managed to trim losses while growing revenues.

Pepperfry expects the offline model to drive about 35-40% of the sales over the long term. With a strong presence in metros, it is now setting sights on non-metros and is using its franchise model to make the expansion cost effective

For Urban Ladder the focus is on design led

growth as this year will see it finally expand on its long-awaited offline strategy beyond Bengaluru. The firm is targeting a market share of 10-20% in other cities with its offline stores. Another player in this sector, Liv-Space, plans to roll out its offline stores only in the top 10 metro cities, reports the Economic Times.

Other avenues to acquire customers include offerings like rentals and assured buyback. For Pepperfry, offering a rentals initiative that also uses non-defective products from the returns portfolio means increase in operational efficiencies. Urban Ladder, which recently launched assured buy-back, hopes to scale it up in the coming months while also launching newer categories by partnering with designers across the country.

Pepperfry is also using its Privilege program that covers about 1,400 architects and interior designers as a hook to widen its customer reach.

## HPT to be renamed Metabo

Hitachi Power Tools (HPT), known for its full line of power tools, fasteners, accessories and outdoor power equipment products is to be renamed Metabo in North America. The transition will start from September 2018 with the launch of MultiVolt, while the majority of products will changeover after December 2018.

Products will retain current brand identity: same color, same model numbers, same warranties and the same battery interchangeability. They will be made in the same factories, with the same specifications and focus on innovation. All products will continue to be covered and supported by the same warranties and service.

HPT products will be interchangeable with Metabo HPT products. Metabo HPT packaging and signage at point of sale during the transition will feature both names and logos to clearly communicate the changeover.

The original Metabo brand headquartered in West Chester, Pennsylvania will remain. These two distinct brands, Metabo HPT and Metabo, are part of the parent company, Hitachi Koki Co.

Metabo HPT offers an extensive line of professional grade power tools and accessories for woodworking, metalworking, drilling and fastening, concrete drilling and cutting, outdoor power equipment products as well as a complete line of pneumatic nailers, staplers, compressors and collated fasteners.

## Versatile paint for PVC windows

Alpocryl Emallack LE 5393 paint is suitable for a variety of substrates including wood, PVC and metal. It is used for PVC window profiles, but also in many other applications.

This enamel paint is extremely versatile, with uses such as a high-quality topcoat or base coat and can be used for several applications including furniture and interior fittings, kitchens, PVC windows, front doors for houses, as well as plastic surfaces of technical

equipment. The paint is available in gloss levels 30 and 40 and can be tinted.

Good workability and excellent properties further enhance the versatility of the paint that can be sprayed manually with a cup gun and by airless/airmix methods. Pot life after mixing (ratio 10:1) is about eight hours. It dries in just one hour, enabling a fast production process.

It further has high hiding power and adheres well to various substrates and as it has high UV resistance is highly suitable for exposed outdoor surfaces. The paint is flame resistant according to DIN EN 13501-1 and chemically resistant according to DIN 68861/1B and is also water-stain resistant.



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# EVENTS CALENDAR

## XYLEXPO

8- 12 May, 2018

Venue: Fieramilano-Rho Fairgrounds, Milan, Italy

This is the 26th biennial world exhibition of the event for woodworking technology and components for the furniture industry. It is the top showcase for panel processing technology and one of the most important international shows in Italy. For five days thousands of skilled professionals from all over the world will come to see the best woodworking technologies first hand, as well as the best materials and components for furniture manufacturing.

www.xylexpo.com

## AWISA

4- 7 July, 2018

Venue: ICC Sydney Exhibition Centre, Sydney, Australia

Australia's international exhibition of machinery, materials, fittings & services for the woodworking and furniture industries, it is a must-see event for everyone in woodworking and associated industries and professions. Furniture manufacturers, cabinet makers, kitchen manufacturers, door, window and moulding manufacturers, joinery manufacturers, architects, designers, shop and office fitters, builders, and other wood, timber and panel processing industries are some of the professionals who will be attending the exhibition.

www.awisa.com

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